Financial Statements and Related Announcement::Third Quarter Results

# **Issuer & Securities**

Issuer/ Manager	EU YAN SANG INTERNATIONAL LTD	
Securities	EU YAN SANG INTERNATIONAL LTD - SG1l87884967 - E02 EU YAN SANG INTL W161128 - SG9CC0976432 - PG7W EUYANSANG S\$75M4.1%N180606 - SG56l0993536 - 2WLB	
Stapled Security	No	

# **Announcement Details**

Announcement Title	Financial Statements and Related Announcement
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Status	New
Announcement Sub Title	Third Quarter Results
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Submitted By (Co./ Ind. Name)	Lam Chee Weng
Designation	Chief Financial Officer
Description (Please provide a detailed description of the event in the box below - Refer to the Online help for the format)	Please see attached.

# Additional Details

for Financial Period Ended 31/03/2016		31/03/2016
Attachments	_	03FY16_SGXNET_WITH INTERIM DIVIDEND - FINAL - 15 MAY 2016.pdf 03FY16 Press Release.pdf e =639K

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Unaudited Results For The Third Quarter and Nine Months Ended 31 March 2016

# PART I - INFORMATION REQUIRED FOR ANNOUNCEMENTS OF QUARTERLY (Q1, Q2 & Q3), HALF-YEAR AND FULL YEAR RESULTS

1(a) An income statement and statement of comprehensive income, or a statement of comprehensive income, for the group, together with a comparative statement for the corresponding period of the immediately preceding financial year.

Consolidated income statement for the period ended 31 March 2016

	•		GROU	JP			
	Third Qu	Third Quarter Ended 31 March			Nine Months Ended 31 March		
	2016	2015	Change	2016	2015	Change	
	S\$'000	S\$'000	+/(-)%	S\$'000	S\$'000	+/(-)%	
Revenue	103,874	110,432	(6)	264,656	278,157	(5	
Cost of sales	(54,351)	(58,723)	(7)	(136,377)	(140,424)	(3	
Gross profit	49,523	51,709	(4)	128,279	137,733	(7	
Other operating income	658	632	4	2,109	1,404	50	
Distribution and selling expenses	(34,073)	(35,130)	(3)	(95,379)	(96,725)	(1	
Administrative expenses	(8,457)	(9,550)	(11)	(23,228)	(27,775)	(16	
Operating profit	7,651	7,661	-	11,781	14,637	(20	
Foreign exchange (loss)/gain	(1,866)	1,126	n.m.	(241)	2,573	n.m	
Write-back of impairment loss on financial asset	54	-	n.m.	54	-	n.m	
Other losses	(2,787)	-	n.m.	(3,033)	-	n.m	
Interest income	49	26	88	91	63	44	
Interest expenses	(1,628)	(1,566)	4	(4,829)	(4,479)	8	
Share of results of joint ventures	10	29	(66)	28	45	(38	
Profit before taxation	1,483	7,276	(80)	3,851	12,839	(70	
Income tax expense	(1,207)	(1,827)	(34)	(3,225)	(4,675)	(31	
Profit for the period, net of tax	276	5,449	(95)	626	8,164	(92	
Profit/(loss) attributable to:							
Owners of the Company	286	5,448	(95)	634	8,162	(92	
Non-controlling interests	(10)	1	n.m.	(8)	2	n.m	
	276	5,449	(95)	626	8,164	(92	

1(a) An income statement and statement of comprehensive income, or a statement of comprehensive income for the group, together with a comparative statement for the corresponding period of the immediately preceding financial year.

Consolidated Statement of Comprehensive Income for the period ended 31 March 2016

•	← GROUP — →					<b></b>
	Third Qu	arter Ended 31 I	March	Nine Months Ended 31 March		
•	2016	2015	Change	2016	2015	Change
	S\$'000	S\$'000	+/(-)%	S\$'000	S\$'000	+/(-)%
Profit for the period, net of tax	276	5,449	(95)	626	8,164	(92)
Other comprehensive income:						
Item that will not be reclassified to profit or loss:						
Revaluation of land and buildings, net of tax	-	-	n.m.	-	-	n.m.
Item that may be reclassified subsequently to profit or loss:						
Foreign currency translation	(4,199)	3,623	n.m.	(510)	7,848	n.m.
Other comprehensive income for the period, net of tax	(4,199)	3,623	n.m.	(510)	7,848	n.m.
Total comprehensive income for the period	(3,923)	9,072	n.m. =	116	16,012	(99)
Total comprehensive income attributable to:						
Owners of the Company	(3,905)	9,064	n.m.	123	15,993	(99)
Non-controlling interests	(18)	8	n.m.	(7)	19	-
	(3,923)	9,072	n.m.	116	16,012	(99)

Notes:

<sup>(</sup>i) Profit before taxation is arrived at after charging/(crediting) the following:

,	Third Quarter Ended 31 March			Nine Mo	onths Ended 31 M	/larch
	2016	2015	Change	2016	2015	Change
	S\$'000	S\$'000	+/(-)%	S\$'000	S\$'000	+/(-)%
Depreciation of property, plant and equipment	3,164	2,857	11	9,503	8,184	16
Amortisation of intangible assets	388	330	18	1,076	966	11
Loss/(gain) on disposal of property, plant and equipment	1,235	(30)	n.m.	1,238	102	n.m.
Property, plant and equipment written off	115	40	n.m.	520	108	n.m.
Intangible assets written off	-	-	n.m.	-	1	(100)
Net write-down of inventories	84	11	n.m.	294	34	n.m.
Inventories written off	165	234	(29)	979	672	46
Allowance for doubtful receivables (trade)	11	2	n.m.	16	101	(84)
Bad debts written off	70	-	n.m.	70	-	n.m.

<sup>(</sup>ii) Other losses for the 3rd quarter and the 9 month period largely related to expenses incurred for the cessation of Food and Beverage ("F&B") operations in China. These expenses included loss on disposal of fixed assets, fixed assets written off, retrenchment expenses and professional fees. Some of these expenses formed part of the expenses disclosed under Note (i) above.

<sup>(</sup>iii) The overprovision of tax in respect of prior years for the financial period ended 31 March 2016 amounted to \$142,000 (31 March 2015: \$73,000).

	Gro	ир	Company	
	31-Mar-16	30-Jun-15	31-Mar-16	30-Jun-15
	S\$'000	S\$'000	S\$'000	S\$'000
Non-current assets				
Property, plant and equipment	197,226	200,134	527	568
Investments in subsidiaries	-	-	80,350	77,583
Amounts due from subsidiaries	-	-	90,073	57,342
Other receivables	7,404	8,183	-	-
Investments in joint ventures	876	844	-	-
Long term investments	357	-	357	-
Investment properties	46,353	46,276	-	-
Intangible assets	4,311	4,536	1,007	971
Prepayments	679	1,670	-	-
Deferred tax assets	838	858	102	102
	258,044	262,501	172,416	136,566
Current assets				
Inventories	77,349	87,227	-	-
Trade and other receivables	22,695	15,107	99	117
Prepayments	3,886	2,298	598	88
Amounts due from subsidiaries	=	-	65,351	59,871
Tax recoverable	814	221	-	-
Cash and cash equivalents	34,115	25,068	2,213	3,482
	138,859	129,921	68,261	63,558
Current liabilities				
Trade and other payables	35,069	36,504	1,170	2,087
Provision for long service payments	76	85	-	-
Interest bearing loans and borrowings	80,916	73,398	68,000	50,500
Notes payable	23,859	-	23,859	-
Hire purchase creditors	117	142	78	78
Provision for restoration costs	705	1,097	-	-
Deferred revenue	3,718	3,377	-	-
Tax payable	3,599	4,716	88	88
Amounts due to a joint venture	431	493	-	-
Derivatives	- 440,400	- 440.040		
	148,490	119,812	93,195	52,753
Net current (liabilities)/assets	(9,631)	10,109	(24,934)	10,805
Non-current liabilities				
Interest bearing loans and borrowings	773	934	-	-
Notes payable	75,668	98,287	75,668	98,287
Long term loans from non-controlling shareholders of subsidiaries	152	151	-	_
Hire purchase creditors	96	180	61	120
Provision for restoration costs	2,340	2,119	-	-
Provision for long service payments	213	216	-	-
Deferred tax liabilities	9,859	9,823	-	-
Other payables	950	745	-	-
.,	90,051	112,455	75,729	98,407
Net assets	158,362	160,155	71,753	48,964
5. Y 11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1				
Equity attributable to owners of the Company	44 040	44 400	44 040	44 400
Share capital	41,840	41,490	41,840	41,490 7,474
Reserves	116,346	118,482	29,913	7,474
N	158,186	159,972	71,753	48,964
Non-controlling interests	176	183		<u>-</u>
Total equity	158,362	160,155	71,753	48,964

# 1(b)(ii) Aggregate amount of group's borrowings and debt securities.

## Amount repayable in one year or less, or on demand

Secured	Unsecured	Secured	Unsecured
S\$289,000	S\$104,603,000	S\$320,000	\$\$73,220,000

As at 30-Jun-15

As at 31-Mar-16

# Amount repayable after one year

As at 31-Mar-16		As at 30-Jun-15		
Secured	Unsecured	Secured	Unsecured	
S\$869,000	S\$75,820,000	S\$1,114,000	S\$98,438,000	

# **Details of any collateral** Secured borrowings are:

- (1) bank loan secured by a charge over the property of a subsidiary; and
- (2) finance lease liabilities secured by the rights to the leased assets.

	<b>←</b> Group —				
	Third Quarter En	ded 31 March	Nine Months End	ded 31 March	
	2016	2015	2016	2015	
	S\$'000	S\$'000	S\$'000	S\$'000	
Cash flows from operating activities:					
Profit before taxation	1,483	7,276	3,851	12,839	
Depreciation of property, plant and equipment	3,164	2,857	9,503	8,184	
Amortisation of intangible assets	388	330	1,076	966	
Loss/(gain) on disposal of property, plant and equipment	1,235	(30)	1,238	102	
Property, plant and equipment written off	115	40	520	108	
Intangible assets written off	-	-	- (0.40)	1	
Foreign currency translation realignment	897	84	(212)	323	
Write-back of impairment loss on financial asset	(54)	-	(54)	-	
Net write-down of inventories	84	11	294	34	
Inventories written off	165	234	979	672	
Allowance for doubtful receivables (trade)	11	2	16	101	
Bad debts written off	70	-	70		
Interest income	(49)	(26)	(91)	(63)	
Interest expense	1,628	1,566	4,829	4,479	
Share of results of joint ventures	(10)	(29)	(28)	(45)	
Deferred revenue	370	237	420	271	
(Decrease)/increase in long service payments	(23)	511	(13)	870	
Operating cash flows before changes in working capital	9,474	13,063	22,398	28,842	
Increase in trade and other receivables	(2,974)	(649)	(7,017)	(2,203)	
Decrease/(increase) in prepayments	2,974	(1,804)	(617)	2,865	
Increase/(decrease) in amount due to a joint venture	124	77	(65)	342	
Decrease/(increase) in inventories	16,818	15,282	8,095	(11,715)	
(Decrease)/increase in trade and other payables	(11,093)	(10,412)	(1,266)	3,432	
Cash flows from operations	15,323	15,557	21,528	21,563	
Interest received	52	26	93	62	
Interest paid	(515)	(415)	(3,619)	(2,998)	
Income tax refund	-	295	216	306	
Income taxes paid	(368)	(1,184)	(5,083)	(7,489)	
Net cash flows from operating activities	14,492	14,279	13,135	11,444	
Cash flows from investing activities					
Purchase of property, plant and equipment	(3,126)	(14,277)	(8,973)	(43,221)	
Purchase of investment property	(3,120)	(17,277)	(0,575)	(15,097)	
Purchase of intendible assets	(176)	(200)	(332)	(473)	
Proceeds from sale of property, plant and equipment	255	54	293	57	
Payment for long term investment	-	(333)	(357)	(333)	
Proceeds from disposal of long term investment	54	(000)	54	(000)	
Net cash used in investing activities	(2,993)	(14,756)	(9,315)	(59,067)	
Cash flows from financing activities					
Proceeds from interest bearing loans and borrowings	28,323	11,853	46,963	75,258	
Repayment of interest bearing loans and borrowings	(30,586)	(8,564)	(39,376)	(35,124)	
Repayment of hire purchase creditors	(36)	(40)	(105)	(110)	
Redemption of Notes payable	-	-	=	(1,400)	
Proceeds from exercise of employee share options	44	316	327	730	
Dividends paid		-	(2,236)	(9,825)	
Net cash flows (used in)/generated from financing activities	(2,255)	3,565	5,573	29,529	
Net increase/(decrease) in cash and cash equivalents	9,244	3,088	9,393	(18,094)	
Cash and cash equivalents as at beginning of the period	24,578	24,402	25,068	45,118	
Effects of exchange rates changes on cash and cash equivalents	293	439	(346)	905	
Cash and cash equivalents at end of the financial period	34,115	27,929	34,115	27,929	
	<u> </u>		<u> </u>	21,020	

1(c)

Less:

•	Gro	oup ———	
Third Quarter Er	ded 31 March	Nine Months End	ded 31 March
2016 S\$'000	2015 S\$'000	2016 S\$'000	2015 S\$'000
3,126	14,367	9,022	43,430
-	(93)	-	(93)
-	3	(49)	(116)
3,126	14,277	8,973	43,221

# Note to Consolidated Cash Flow Statement

Cash payments to acquire property, plant and equipment

Financed by hire purchase creditors Restoration costs capitalised

**A. Purchase of property, plant and equipment**Aggregate cost of property, plant and equipment acquired

Cash and cash equivalents included in the consolidated statement of cash flows comprise the following balance sheet amounts:

<b>←</b> Group →						
Third Quarter Ended 31 March Nine Months Ended 31 March						
2016 S\$'000	2015 S\$'000	2016 S\$'000	2015 S\$'000			
34,115	27,929	34,115	27,929			
34,115	27,929	34,115	27,929			

Cash and bank balances

1(d)(i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.

				Attributable to	o owners of	the Compa	iny			Non- controlling interests	Total equity
	Share capital	Asset revaluation reserve	Capital reserve	Premium paid on acquisition of non-controlling interests	Share options reserve	Warrant reserve	Foreign currency translation reserve	Revenue reserve	Total		
	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000
Group											
At 1 Jan 2016	41,786	30,951	453	(35)	731	437	(12,694)	100,418	162,047	194	162,241
Profit/(loss) for the period, net of tax	-	-	-	-	-	-	-	286	286	(10)	276
Other comprehensive income, net of tax	-	-	-	-	-	-	(4,191)	-	(4,191)	(8)	(4,199)
Total comprehensive income for the period	-	-	-	-	-	-	(4,191)	286	(3,905)	(18)	(3,923)
Contributions by and distributions to owners											
Shares issued pursuant to the exercise of share options	54	-	-	-	(10)	-	-	-	44	-	44
Total contributions by and distributions to owners	54	-	-	-	(10)	-	-	-	44	-	44
At 31 Mar 2016	41,840	30,951	453	(35)	721	437	(16,885)	100,704	158,186	176	158,362

				Attributable to	o owners of	the Compa	ny			Non- controlling interests	Total equity
	Share capital	Asset revaluation reserve	Capital reserve	Premium paid on acquisition of non- controlling interests	Share options reserve	Warrant reserve	Foreign currency translation reserve	Revenue reserve	Total		
	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000
Group At 1 Jan 2015	41,123	27,872	453	(35)	847	437	(15,901)	100,360	155,156	180	155,336
Profit for the period, net of tax	-	-	-	-	-	-	-	5,448	5,448	1	5,449
Other comprehensive income, net of tax	-	-	-	-	-	-	3,616	-	3,616	7	3,623
Total comprehensive income for the period	_	-	-	-	-	-	3,616	5,448	9,064	8	9,072
Contributions by and distributions to owners											
Shares issued pursuant to the exercise of share options	362	-	-	-	(46)	-	-	-	316	-	316
Share options lapsed		-	-	-	(22)	-	-	22	-	-	
Total contributions by and distributions to owners	362	-	-	-	(68)	-	-	22	316	-	316
At 31 Mar 2015	41,485	27,872	453	(35)	779	437	(12,285)	105,830	164,536	188	164,724

1(d)(i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.

				Attributable t	o owners o	f the Comp	any			Non- controlling interests	Total equity
	Share capital	Asset revaluation reserve	Capital reserve	Premium paid on acquisition of non-controlling interests \$\$'000	Share options reserve	Warrant reserve	Foreign currency translation reserve S\$'000	Revenue reserve	Total S\$'000	S\$'000	S\$'000
Craum	3\$ 000	39 000	3\$ 000	3\$ 000	39 000	3\$ 000	3\$ 000	3\$ 000	39 000	3\$ 000	39 000
Group At 1 Jul 2015	41,490	30,951	453	(35)	770	437	(16,374)	102,280	159,972	183	160,155
Profit/(loss) for the period, net of tax	-	-	-	-	-	-	-	634	634	(8)	626
Other comprehensive income, net of tax	-	-	-	-	-	-	(511)	-	(511)	1	(510)
Total comprehensive income for the financial year	-	-	-	-	-	-	(511)	634	123	(7)	116
Contributions by and distributions to or	wners										
Shares issued pursuant to the exercise of share options	350	-	-	-	(23)	-	-	-	327	-	327
Share options lapsed	-	-	-	-	(26)	-	-	26	-	-	-
Final dividend for FY2015	-	-	-	-	-	-	-	(2,236)	(2,236)	-	(2,236)
Total contributions by and distributions to owners	350	-	-	-	(49)	-	-	(2,210)	(1,909)	-	(1,909)
At 31 Mar 2016	41,840	30,951	453	(35)	721	437	(16,885)	100,704	158,186	176	158,362

				Attributable	to owners o	f the Comp	any			Non- controlling interests	Total equity
	Share capital	Asset revaluation reserve	Capital reserve	paid on acquisition of non- controlling	Share options reserve	Warrant reserve	Foreign currency translation reserve	Revenue reserve	Total		
	S\$'000	S\$'000	S\$'000	interests S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000
Group											
At 1 Jul 2014	40,639	27,872	453	(35)	1,258	437	(20,116)	107,130	157,638	169	157,807
Profit for the period, net of tax	-	-	-	-	-	-	-	8,162	8,162	2	8,164
Other comprehensive income, net of tax	-	-	-	-	-	-	7,831	-	7,831	17	7,848
Total comprehensive income for the financial year	-	-	-	-	-	-	7,831	8,162	15,993	19	16,012
Contributions by and distributions to or	wners										
Shares issued pursuant to the exercise of share options	846	-	-	-	(116)	-	-	-	730	-	730
Share options lapsed	-	-	-	-	(363)	-	-	363	-	-	-
Final dividend for FY2014		-		-	-		-	(9,825)	(9,825)	-	(9,825)
Total contributions by and distributions to owners	846	-	-	-	(479)	-	-	(9,462)	(9,095)	-	(9,095)
At 31 Mar 2015	41,485	27,872	453	(35)	779	437	(12,285)	105,830	164,536	188	164,724

	Attribu	ıtable to owne Share	rs of the Com	pany	Total equity
	Share capital	options reserve	Warrant reserve	Revenue reserve	
Company	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000
At 1 Jan 2016	41,786	731	437	3,646	46,600
Profit for the period, net of tax	· .	_	_	25,109	25,109
Total comprehensive income for the period		-	-	25,109	25,109
Contributions by and distributions to owners					
Shares issued pursuant to the exercise of share options	54	(10)	-	-	44
Total transactions with owners in their capacity as owners	54	(10)	-	-	44
At 31 Mar 2016	41,840	721	437	28,755	71,753
At 1 Jan 2015	41,123	847	437	1,851	44,258
Loss for the period, net of tax		-	-	(855)	(855)
Total comprehensive income for the period		-	-	(855)	(855)
Contributions by and distributions to owners					
Shares issued pursuant to the exercise of share options	362	(46)	-	-	316
Share options lapsed  Total transactions with owners in their capacity as owners	362	(22) (68)	<u> </u>	<u> </u>	(22) <b>294</b>
At 31 Mar 2015	41,485	779	437	996	43,697
	Share capital	Share options reserve	Warrant reserve	Revenue reserve	
	S\$'000	S\$'000	S\$'000	S\$'000	S\$'000
Company At 1 Jul 2015	41,490	770	437	6,267	48,964
Profit for the period, net of tax	-	-	-	24,722	24,722
Total comprehensive income for the period					· · · · · · · · · · · · · · · · · · ·
·	<u> </u>	-	-	24,722	24,722
Contributions by and distributions to owners  Shares issued pursuant to the exercise of share options	350	(23)	_	_	327
Share options lapsed	-	(26)	-	2	(24)
Final dividend for FY2015	-	- (40)	-	(2,236)	(2,236)
Total transactions with owners in their capacity as owners	350	(49)	- 407	(2,234)	(1,933)
At 31 Mar 2016	41,840	721	437	28,755	71,753
At 1 Jul 2014	40,639	1,258	437	15,603	57,937
Loss for the period, net of tax		-	-	(4,955)	(4,955)
Total comprehensive income for the period		-	-	(4,955)	(4,955)
Contributions by and distributions to owners	0.45	(4.40)			700
Shares issued pursuant to the exercise of share options Share options lapsed	846	(116)	-	470	730
Final dividend for FY2014	-	(363)	-	173 (9,825)	(190) (9,825)
Total transactions with owners in their capacity as owners	846	(479)	-	(9,652)	(9,285)

1(d)(ii) Details of any changes in the company's share capital arising from rights issue, bonus issue, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares for cash or as consideration for acquisition or for any other purpose since the end of the previous period reported on. State also the number of shares that may be issued on conversion of all the outstanding convertibles, as well as the number of shares held as treasury shares, if any, against the total number of issued shares excluding treasury shares of the issuer, as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.

## A) Changes in share capital during the financial period

As at 31 March 2016, the Company's issued and paid up capital, excluding treasury shares comprises 448,043,217 (30 June 2015: 447,281,217) ordinary shares. Movements in the number of the Company's issued and paid-up capital, excluding treasury shares were as follows:

Number of shares issued and paid up	Shares issued pursuant to the exercise of share options	Number of shares issued and paid up
1-Jan-16		31-Mar-16
'000	'000	'000
447.917	126	448.043

## B) Share Options - Eu Yan Sang Employees Share Option Scheme

Under the 2000 scheme, there is no outstanding share option as at 31 March 2016, compared to 1,944,000 as at 31 March 2015.

Between 1 January 2016 and 31 March 2016, the Company has issued 126,000 ordinary shares under the Eu Yan Sang Employees Share Option Scheme 2006 ("the 2006 scheme").

Under the 2006 scheme, options to subscribe for 5,785,000 shares remained outstanding as at 31 March 2016, compared to 5,970,000 as at 31 March 2015. Movements in the number of the unissued shares of the Company under the 2006 scheme during Q3FY16 were as follows:

Outstanding options as at	Number of options exercised	Outstanding options as at
1-Jan-16		31-Mar-16
'000	'000	'000
5,911	(126)	5,785

## C) Performance Share Plan

At the extraordinary general meeting of the Company held on 25 October 2007, the Company's shareholders approved the adoption of the Eu Yan Sang Performance Share Plan ("EYS PSP"). As at 31 March 2016, no shares were granted and outstanding under the EYS PSP (31 March 2015: nil).

## D) Treasury shares

No treasury shares were held by the Company as at 31 March 2016 and 31 March 2015.

## E) Warrants

During FY12, the Company issued 22,000,000 Warrants in conjunction with the issuance of interest bearing notes at par of \$25,000,000. The Warrants were issued at an issue price of \$\$0.04 per Warrant and each Warrant carried the right to subscribe for 1 ordinary share in the capital of the Company at an exercise price of \$0.83 for each new share.

The Warrants are exercisable any time during a period of 5 years from the issue date of the Warrants. Noteholders of the \$\$25,000,000 Notes have the option to tender the notes at par in lieu of cash payment for the exercise of the Warrants at the exercise price at any time before the maturity date.

Between 1 January 2016 and 31 March 2016, no convertible warrants have been exercised.

As at 31 March 2016, there were 22,000,000 (31 March 2015: 22,000,000) outstanding convertible warrants with exercise price at \$0.83 (31 March 2015: \$0.83) for each ordinary share.

1(d)(iii) To show the total number of issued shares excluding treasury shares at the end of the current financial period and as at the end of the immediately preceding year.

The number of issued shares as at 31 March 2016 is 448,043,217 (30 June 2015: 447,281,217) ordinary shares.

# 1(d)(iv) A statement showing all sales, transfers, disposal, cancellation and/or use of treasury shares as at the end of the current financial period reported on.

Not applicable.

2. Whether the figures have been audited, or reviewed and in accordance with which auditing standard or practice.

The figures have not been audited or reviewed by the auditors.

3. Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of matter).

Not applicable.

4. Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied.

Except as disclosed in note 5 below, the Group has applied the same accounting policies and methods of computation in the financial statements for the current financial year as those of the audited financial statements for the year ended 30 June 2015.

5. If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change.

During the current financial year, the group has adopted all the new and revised standards which are effective for annual financial periods beginning on or after 1 July 2015. The adoption of these standards did not have any effect on the financial performance or position of the Group and the Company.

6. Earnings per ordinary share of the group for the current financial period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends.

	•	GRO	UP	<b></b>
	Third Quarte Marc		Nine Months Marc	
	2016	2015	2016	2015
Earnings per ordinary share of the Group based on net profit attributable to shareholders:	cents	cents	cents	cents
(i) Based on the weighted average number of ordinary shares	0.06	1.22	0.14	1.83
Weighted average number of shares ('000)	447,959	447,008	447,578	446,549
(ii) On a fully diluted basis	0.06	1.21	0.14	1.82
Weighted average number of shares ('000)	448,221	448,904	447,822	448,682

7. Net asset value (for the issuer and group) per ordinary share based on the total number of issued shares excluding treasury shares of the issuer at the end of the:- (a) current financial period reported on; and (b) immediately preceding financial year.

	31-Mar-2016	30-Jun-2015
Net asset value per ordinary share based on issued share capital	cents	cents
For the Group	35.3	35.8
For the Company	16.0	10.9

- 8. A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. It must include a discussion of the following:-
  - (a) any significant factors that affected the turnover, costs, and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors; and
  - (b) any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on.

#### Overview

The Group's revenue for the 3rd quarter declined by 6% against last year as a result of lower revenue generated from Malaysia. For the 9 month period, revenue for the Group was 5% below last year, mainly due to the revenue decline in Hong Kong and Malaysia. The Group's revenue was also impacted by the weakening Malaysian Ringgit ("MYR") and Australian dollar ("AUD").

The Group's gross margins for the 3rd quarter and 9 month period were both 48% as compared to the previous corresponding periods' gross margins of 47% and 50% respectively. The fluctuations in gross margins were generally due to product sales mix and the impact of promotions.

The Group saw a marginal decline in Operating Profit ("OP") for the 3rd quarter, largely due to the decline in revenue. The decline was partially cushioned by the lower spending on distribution and selling ("D&S") and administrative expenses. For the 9 month period, OP was down by 20% compared to last year, primarily due to the lower revenue and gross margin contribution. The overall decline was, however, partially offset by the lower D&S and administrative expenses and the higher other operating income from government grants and incentives.

The Group's Profit before tax ("PBTs") for the 3rd quarter and 9 month period were below last year. Other than the decline in OPs, PBTs were also impacted by foreign exchange losses from the weakening in Hong Kong Dollar ("HKD") during the 3rd quarter and the incurrence of "other losses". Please refer to Note F for further details on "other losses". Consequently, the Group went into marginal profits after tax ("PATs") for the 3rd quarter and 9 month period.

## (A) Revenue

The Group's revenue for the 3rd quarter and 9 month period declined by 6% and 5% respectively. In terms of segment performance, the revenue decline for the 3rd quarter was primarily from the retail segment while the decrease in revenue for the 9 month period was largely from the retail and wholesale segments. In terms of geographical performance, the decline in revenue for the 3rd quarter was attributed to lower sales from Malaysia whereas the lower revenue for the 9 month period was mainly due to lower sales from Hong Kong and Malaysia.

## Revenue by Activities

	•		— GRO	OUP		<b></b>
	Third Qua	rter Ende	d 31 March	Nine Mon	ths Ended	31 March
	2016	2015	Change	2016	2015	Change
Activities	S\$'000	S\$'000	+/(-)%	S\$'000	S\$'000	+/(-)%
Retail	86,598	94,764	(9)	217,989	225,058	(3)
(TCM & non TCM) Wholesale	12,048	10,129	19	30,984	36,869	(16)
(TCM & non TCM) Clinic - TCM	4,176	4,052	3	12,503	12,654	(1)
Others	1,052	1,487	(29)	3,180	3,576	(11)
	103,874	110,432	(6)	264,656	278,157	(5)

Traditional Chinese Medicine ("TCM") - comprising Chinese Proprietary Medicine ("CPM"), Health Foods and Medicinal Herbs

Retail — Retail revenue for the Group dipped by 9% and 3% respectively for the 3rd quarter and 9 month period, primarily due to lower revenue generated in Hong Kong and Malaysia. The Group's retail revenue was also impacted by the weakening MYR and AUD.

Wholesale – The Group saw a 19% increase in wholesale revenue in the 3rd quarter while a 16% decline was recorded for the 9 month period. The increase in wholesale revenue during th 3rd quarter was attributed to higher wholesale revenue generated in Hong Kong. The decline in wholesale revenue for the 9 month period was mainly due to lower revenue generated from Hong Kong, Malaysia and China.

Clinic – Clinic revenue for the 3rd quarter was 3% above last year, due to higher revenue generated across the markets. Clinic revenue for the 9 month period was 1% marginally below last year.

Revenue under "Others" mainly related to food and beverages ("F&B") income, rental income and franchise fee income. The reduction in revenue under "Others" for the 3rd quarter and 9 month period was largely due to the decline in F&B revenue in Malaysia and Shanghai. The Group ceased its F&B operations in Shanghai during the 3rd quarter.

## Turnover by Geographical Locations:

		◆ GROUP —									
		Third Qua	arter Ended	d 31 March	Nine Mon	31 March					
Core Countries	•	2016 '000	2015 '000	Change +/(-)%	2016 '000	2015 '000	Change +/(-)%				
Hong Kong*—	SGD	36,199	35,594	2	100,231	109,858	(9)				
nong Kong	HKD	202,426	202,120	-	555,606	652,753	(15)				
Singapore	SGD	24,438	23,766	3	64,633	59,628	8				
Malaysia —	SGD	30,658	38,854	(21)	61,352	72,204	(15)				
ivialaysia—	MYR	90,672	102,535	(12)	182,433	188,423	(3)				
Australia —	SGD	12.579	12.218	3	38,440	36,467	5				
Australia	AUD	12,352	11,576	7	38,000	33,089	15				
Total	SGD	103 87/	110 /32	(6)	264 656	278 157	(5)				

<sup>\*</sup> Include Macau and China.

Hong Kong's revenue for the 3rd quarter, in local currency terms, was marginally above last year while revenue for the 9 month period was 15% below last year. Revenue in Hong Kong was impacted by challenges in the retail environment and the decline in mainland tourists' spending. The stronger HKD helped to cushion part of the revenue decline in SGD.

Singapore's revenue for the 3rd quarter and 9 month period went up by 3% and 8% respectively against the previous corresponding periods, largely due to favourable consumer response to key promotions and launch of new products.

In terms of local currency, Malaysia's revenue for the 3rd quarter and 9 month period slid by 12% and 3% respectively against the previous corresponding periods. Revenue for last year was significantly higher due to consumers stocking up before the implementation of Goods and Services Tax in April 2015. The weakening of MYR also contributed to the lower revenue in SGD.

Australia's revenue for the 3rd quarter and 9 month period, in terms of local currency, increased by 7% and 15% respectively against last year, due to the increase in same-store sales and in tandem with the increase in company-operated outlets. Revenue in SGD was, however, impacted by the weakening of AUD.

#### (B) FY16 Q3 Outlets & Clinics

, I TTO QO OULICE															
		Retail							General TCM		Premier TCM		ative	F&B outlets	
Countr	ries	ompany- outl	operated ets	Franchis	e outlets	То	tal	Clinics		Clinics		Medical Centre			
	Α	dded /		Added /		Added /		Added /		Added /		Added /		Added /	
	(C	Closed)	Total	(Closed)	Total	(Closed)	Total	(Closed)	Total	(Closed)	Total	(Closed)	Total	(Closed)	Total
Austra	alia	-	47	-	20	-	67	-	-	-	-	-	-	-	-
Malay	/sia	(3)	85	-	-	(3)	85	-	6	-	-	-	-	-	2
Hong Ko	ong	(3)	58	-	-	(3)	58	-	-	-	-	-	2	-	-
Singap	ore	2	46	-	-	2	46	1	24	-	2	-	-	-	-
	ina	-	10	-	-	-	10	-	-	-	-	-	-	(2)	-
Mad	cau	-	2	-	-	-	2	-	-	-	-	-	-	-	-
To	otal	(4)	248	-	20	(4)	268	1	30	-	2	-	2	(2)	2

The Group's retail network consisted of 248 company-operated outlets and 20 franchise outlets as at 31 March 2016. During the 3rd quarter, 2 company-operated outlets were added in SIngapore while a net total of 6 company-operated outlets was closed in Malaysia and Hong Kong. Franchise outlets remained at 20 as at 31 March 2016.

For the clinic network, there was an addition of 1 general clinic in Singapore, resulting in 32 TCM clinics as at 31 March 2016. Integrative Medical Centres ("IMC") remained at 2 as at 31 March 2016.

For the F&B network, 2 outlets in China were closed during the 3rd quarter, resulting in 2 remaining F&B outlets in Malaysia as at 31 March 2016.

# (C) Profitability

The Group's OP for the 3rd quarter was marginally below last year, primarily attributed to the decline in revenue. The decline was partially cushioned by lower spending on D&S and administrative expenses. OP for the 9 month period decreased by 20% against last year, due to the decline in revenue and gross margin contribution but partially offset by higher other operating income in the form of government grants and incentives and lower D&S and administrative expenses incurred.

Beside the lower OP, the Group's PBT for the 3rd quarter was also impacted by the foreign exchange loss a result of the weakening of HKD during the 3rd quarter and the incurrence of "other losses". The Group's PBT for the 9 month period was also similarly impacted by the decline in OP, higher foreign exchange losses and "other losses". Please refer to Note F for more details on other losses. PATs for the 3rd quarter and 9 month period were below last year as a result of the lower PBTs and the tax expenses incurred by the profit-making entities.

## (D) Distribution and selling expenses

The Group's D&S expenses for the 3rd quarter were 2% below the previous corresponding quarter while D&S expenses for the half year were marginally below last year. The decline in D&S expenses for the 3rd quarter was largely due to lower spending on personnel-related expenses and rental expenses while the lower D&S expenses for the 9 month period were largely attributed to lower A&P spending and personnel-related expenses.

# (E) Administrative expenses

Administrative expenses for the 3rd quarter and 9 month period declined by 10% and 16% respectively compared to the previous corresponding periods. The lower expenses were mainly due to lower personnel-related expenses across most markets and lower spending on corporate projects, branding and corporate communication activities.

## (F) Other losses

Other losses for the 3rd quarter and the 9 month period largely related to expenses incurred for the cessation of F&B operations in China. The Group closed 2 remaining F&B restaurants during the 3rd quarter. The closure expenses included loss on disposal of fixed assets, fixed assets written off, retrenchment expenses and professional feed.

#### (G) Income tax expense

The higher effective tax rates for the 3rd quarter and 9 month period were primarily due to the changes in the composition of profit or loss positions of the subsidiaries within the Group.

## (H) Property, plant and equipment

The decrease in the Group's property, plant and equipment ("PPE") was largely due to depreciation during the period and the impact of the weakening MYR on PPE held in Malaysia.

#### (I) Prepayments (non-current)

The decrease in prepayments was primarily due to the reclassification to fixed assets upon receipt/full payment of the fixed assets.

#### (J) Inventories

The level of inventories went down after the CNY peak season. The lower inventories were also part of the Group's efforts to manage working capital.

## (K) Trade and other receivables

The higher trade and other receivables were largely attributed to increased credit sales to wholesale customers during the 3rd quarter and higher credit card receivables for sales to retail customers.

### (L) Prepayments

The increase in prepayments was mainly due to prepayments for goods and services.

#### (M) Trade and other payables

The fluctuation in trade and other payables was largely due to timing of purchases and payments to suppliers.

#### (N) Interest bearing loans and borrowings

The higher loans and borrowings were largely due to short-term borrowings taken up for working capital purposes.

## (O) Notes payable

The \$25M notes were reclassified from non-current liabilities to current liabilities as they mature in November 2016. This resulted in the net current liability position for the Group and Company as at 31 March 2016.

#### (P) Tax pavable

The reduction in tax payable was largely due to income tax payment to the tax authorities during the 2nd quarter.

## (Q) Cash flows

Net cash generated from operating activities for the 9 month period was S\$1.7 million above last year, primarily due to the lower build-up in inventories.

Net cash used in investing activities for the 9 month period was \$\$9.3 million, mainly from capital expenditure on new and existing outlets and factory construction in Hong Kong. The cash outflow for the 9 month period was lower than that of last year as last year's cash flow included the acquisition of properties in Hong Kong and Macau.

Net cash generated from financing activities for the 9 month period was S\$5.6 million, which was lower than that of last year, largely due to lower short-term borrowings taken up by the Group.

The Group's cash and cash equivalents stood at S\$34.1 million as at 31 March 2016 compared to S\$27.9 million as at 31 March 2015.

The Group's gearing ratio was 93.2% as at 31 March 2016.

## 9. Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.

The results for the period are in line with the prospect statement contained in the FY2015 full year announcement made on 26 August 2015.

# 10. A commentary at the date of the announcement of the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.

The Group remains cautious in its business outlook, in light of the persistent economic slowdown in the region weighing down on its core markets. Although the Hong Kong market appears to have bottomed out, its short-term outlook is still expected to be challenging. In Malaysia, the Group expects a continued slowdown in private consumption and waning consumer confidence. Deterioration in either of these markets may have a significant impact on the Group's operating profits next quarter.

Singapore continues to perform despite a slowing local economy. The Group also remains cautiously optimistic about future prospects in Australia, and intends to continue growing its Australian network through strategic acquisitions and partnerships. Finally, the Group expects to complete all legal arrangements for the joint venture with HCare Investments Holding Limited for China by the end of the financial year.

Given that the weak operating business outlook is expected to endure, the Group will keep its cautious approach and it hopes to improve gradually its business through cost reduction initiatives, rationalisation of weak performing retail outlets, together with its consistent focus on increasing efficiency in its back office operations using technology. The Group will scrutinise and assess the continual feasibility of all non-profitable lines of business. The Group will also continue to review its cash flow and funding requirements to ensure its balance sheet remains sufficiently strong to support future growth. With these initiatives, the Group expects to mitigate the impact of the negative operating environment.

## 11. Dividend

## (a) Current Financial Period Reported On

Any dividend declared for the current financial period reported on?

Name of Dividend Interim dividend

Dividend Type Cash

Dividend Rate Interim dividend of 2.5 cents per ordinary share

Par Value of shares N/A

Tax Rate Tax Exempt one-tier dividend

## (b) Corresponding Period of the Immediately Preceding Financial Year

Any dividend declared for the corresponding period of the immediately preceding financial year?

None

## (c) Date payable

16 June 2016

## (d) Books closure date

The Register of Members and Register of Transfers of the Company will be closed at 5.00pm on 25 May 2016 and up to 5.00pm on 26 May 2016 (both days inclusive) for the purpose of determining Shareholders' entitlements to dividends. Duly completed registrable transfers received by the Company's Share Registrar, Boardroom Corporate & Advisory Services Pte. Ltd., 50 Raffles Place #32-01 Singapore Land Tower Singapore 048623, up to 5.00pm on 25 May 2016 will be registered before entitlements to the dividends are determined.

#### 12. If no dividend has been declared/recommended, a statement to that effect.

Not applicable.

# 13. If the Group has obtained a general mandate from shareholders for IPTs, the aggregate value of such transactions as required under Rule 920(1)(a)(ii). If no IPT mandate has been obtained, a statement to that effect.

## Interested Persons Transactions for the financial period ended 31 March 2016

	Aggregate value of all interested person transactions (excluding transactions less than \$\$100,000 and transactions conducted under shareholders' mandate	Aggregate value of all interested person transactions conducted under shareholders'	
Interested Person Transaction	pursuant to Rule 920)	mandate (excluding transactions less than S\$100,000 pursuant to Rule 920)	
Transactions with:-	S\$'000	S\$'000	
(a) XAct Solutions Pty. Ltd	4	-	
(b) Shanghai Rongyue Medical Information Consulting Co. Ltd.	218	-	

## 14. Negative confirmation pursuant to Rule 705(5). (Not required for announcement on full year results)

The Board of Eu Yan Sang International Ltd does hereby confirm that to the best of its knowledge, nothing has come to the attention of the Board which may render the third quarter unaudited financial statements for the period ended 31 March 2016 to be false or misleading in any material aspect.

# 15. Confirmation pursuant to Rule 720(1).

Eu Yan Sang International Ltd confirms that understakings under Rule 720(1) have been obtained from all its directors and executive officers in the format set out in Appendix 7.7.

## BY ORDER OF THE BOARD

Lam Chee Weng Chief Financial Officer 15 May 2016

# **For Immediate Release**

# Eu Yan Sang posts 3QFY16 revenue of S\$103.87 million Operating profit remains steady at S\$7.65 million Declares dividend of two and half cent per share

- Hong Kong market appears to be bottoming out, with revenue remaining steady
- Business environment in Malaysia remains challenging due to lower consumer demand and weak currency
- Australia and Singapore show revenue growth, partially mitigating lower revenue contributions from other markets
- EYSI recorded an operating profit of S\$7.65 million and a net profit attributable to shareholders of S\$0.28 million

Singapore, 15 May 2016 — SGX-listed integrative health and wellness company Eu Yan Sang International Ltd ("EYSI" or "余仁生国际企业", together with its subsidiaries and associated companies, the "Group") posted revenue of \$\$103.87 million for the third quarter ended 31 March 2016 ("3QFY2016"). This 6% decline year-on-year was mainly due to a decrease in the revenue generated from the Malaysian market as well as the weakening of the Malaysian Ringgit (RM). The gross profit for the Group for 3QFY2016 decreased by 4% to \$\$49.52 million compared to that for the corresponding period last year. The gross profit margin for the Group for the quarter rose marginally to 48%.

The operating profit of the Group of S\$7.65 million for 3QFY2016 was steady year-on-year. This is partly due to the success of on-going cost reduction initiatives, which resulted in lower operating expenses, consisting of administrative, distribution and selling expenses. The Group recorded a profit before tax of S\$1.48 million for 3QFY2016, which was lower than that recorded for the corresponding period last year. The decline is due mainly to foreign exchange losses from the weakening of the Hong Kong Dollar, as well as expenses incurred for the cessation of the Group's food & beverage operations in China. The profit to shareholders has also declined to S\$0.29 million for the quarter.

The Group has proposed an interim dividend of two and a half cent per share. The dividend will be paid to shareholders registered in the Register of Members as at the books closure date of 25 May 2016. The dividend will be paid on 16 June 2016.

Commenting on the latest set of financial results, the Group Chief Executive Officer, Mr Richard Eu (余义明) said, "Despite the sluggish regional economy, we are heartened by the green shoots of recovery budding in some of our markets. Moving forward, we remain committed to improving our performance through cost reduction initiatives and rationalisation, while seeking

## **EU YAN SANG INTERNATIONAL LTD**



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greater levels of efficiency through the use of technology. On the other hand, weak macroeconomic conditions continue to weigh down our market performance in Hong Kong and Malaysia. Deterioration in these markets may affect our business outlook for our fourth quarter."

# **Financial Highlights**

Financial Highlights	3QFY2016 ended	3QFY2015 ended	Change +/(-)%	9MFY2016 ended	9MFY2015 ended	Change +/(-)%
(S\$ '000)	31 Mar 2016	31 Mar 2015		31 Mar 2016	31 Mar 2015	
Revenue	103,874	110,432	(6)	264,656	278,157	(5)
Gross Profit	49,523	51,709	(4)	128,279	137,733	(7)
Gross Profit	48%	47%	1	48%	50%	(2)
Margin						
Operating	(42,530)	(44,680)	(5)	(118,607)	(124,500)	(4)
expenses						
Operating	7,651	7,661	-	11,781	14,637	(20)
profit						
Profit before	1,483	7,276	(80)	3,851	12,839	(70)
tax						
Net profit to	286	5,448	(95)	634	8,162	(92)
shareholders						

# **Business Updates in Key Markets (quoted in local currency)**

In its third quarter, the Group saw positive growth in revenue in two of four core markets, namely, Singapore and Australia, and maintained a level performance in Hong Kong.

It recorded HK\$202.43 million in revenue for Hong Kong, Macau and China in 3QFY2016, which remained steady compared to the revenue in the corresponding quarter last year. Although the Group's business in this market was affected by the decline in spending by mainland tourists and headwinds in the retail environment, the negative impact appears to be bottoming out. As part of its overall rationalisation strategy, the Group closed three company-operated retail outlets in Hong Kong.

The Group posted 3% higher revenue from Singapore in 3QFY2016 at \$\$24.44 million, largely due to favourable customer response to key promotions and new products launched. During the quarter, it opened one general traditional Chinese medicine clinic and re-opened two company-operated retail outlets after mall renovations. Its retail operations demonstrated improvements in performance while its wholesale activities recorded greater revenue. It also improved its operating profits in Singapore through the relocation and rationalisation of its retail network and clinics.

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Conversely, revenue from Malaysia fell by 12% to RM90.67 million in 3QFY2016, largely due to the absence of the one-off spike in consumption last year, when consumers stocked up on consumer goods before Malaysia's implementation of the Goods and Services Tax in April 2015. When reported in SGD, this decline was exacerbated by the weakening of the RM against the SGD, amounting to a 21% decrease in revenue. During the quarter, the Group rationalised three company-operated retail outlets in Malaysia.

In Australia, revenue rose by 7% in the reporting quarter due to continued growth in samestore sales together with an increase in the number of company-operated outlets, compared to that recorded for the corresponding quarter last year. The effect of this increase was slightly dampened due to the weakening of the Australian Dollar against the Singapore Dollar (SGD). This translated into a smaller 3% increase in revenue when reported in SGD.

# **Business Outlook**

The Group remains cautious in its business outlook, in light of the persistent economic slowdown in the region weighing down on its core markets. Although the Hong Kong market appears to have bottomed out, its short-term outlook is still expected to be challenging. In Malaysia, the Group expects a continued slowdown in private consumption and waning consumer confidence. Deterioration in either of these markets may have a significant impact on the Group's operating profits next quarter.

Singapore continues to perform despite a slowing local economy. The Group also remains cautiously optimistic about future prospects in Australia, and intends to continue growing its Australian network through strategic acquisitions and partnerships. Finally, the Group expects to complete all legal arrangements for the joint venture with HCare Investments Holding Limited for China by the end of the financial year.

Given that the weak operating business outlook is expected to endure, the Group will keep its cautious approach and it hopes to improve gradually its business through cost reduction initiatives, rationalisation of weak performing retail outlets, together with its consistent focus on increasing efficiency in its back office operations using technology. The Group will scrutinise and assess the continual feasibility of all non-profitable lines of business. The Group will also continue to review its cash flow and funding requirements to ensure its balance sheet remains sufficiently strong to support future growth. With these initiatives, the Group expects to mitigate the impact of the negative operating environment.

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## **About EYSI**

Listed on the Singapore Exchange, EYSI is a leading integrative health and wellness company with a unique heritage in Traditional Chinese Medicine (TCM). As one of the largest TCM groups in Southeast Asia, EYSI drives the industry forward with scientific and innovative approaches in the production and retail of its TCM and wellness products.

From the sourcing of raw materials to manufacturing and distribution of the finished products, as well as the provision of treatments—the Group is able to control the total supply chain, giving it a competitive advantage in the industry.

Manufacturing activities are carried out in two of its GMP-certified (Good Manufacturing Practices) factories located in Hong Kong and Malaysia. Every production process demonstrates full GMP accreditation for unmatched quality assurance. The factory in Hong Kong has also earned a certification by the Therapeutic Goods Administration (TGA) of Australia, in accordance with the Pharmaceutical Inspection Convention and Pharmaceutical Inspection Cooperation Scheme (PIC/S) Guide to GMP for Medicinal Products.

As at 31 March 2016, EYSI has an extensive distribution network comprising 248 company-operated retail outlets in China, Hong Kong, Macau, Malaysia, Singapore and Australia and 20 franchises in Australia. Its products are available online at <a href="https://www.EuYanSang.com">www.EuYanSang.com</a>, as well as in drugstores, pharmacies, medical halls, supermarkets, convenience stores, hospitals, health clubs and spas worldwide. The Group also operates a chain of 32 TCM Clinics in Singapore and Malaysia and two Integrative Medical Centres in Hong Kong. The Group also operates two food and beverage outlets in Malaysia.

For more information on Eu Yan Sang, please contact:

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