

LINOCRAFT

東駿控股有限公司

HOLDINGS LIMITED

(Incorporated in the Cayman Islands with limited liability)

Stock Code: 8383

THIRD QUARTERLY REPORT
2017/2018

CHARACTERISTICS OF THE GEM OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE “STOCK EXCHANGE”)

GEM has been positioned as a market designed to accommodate small and mid-sized companies to which a higher investment risk may be attached than other companies listed on the Stock Exchange. Prospective investors should be aware of the potential risks of investing in such companies and should make the decision to invest only after due and careful consideration.

Given the companies listed on GEM are generally small and mid-sized companies, there is a risk that securities traded on GEM may be more susceptible to high market volatility than securities traded on the Main Board and no assurance is given that there will be a liquid market in the securities traded on GEM.

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This report, for which the directors (the “Directors”) of Linocraft Holdings Limited (the “Company”) collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on GEM of the Stock Exchange (the “GEM Listing Rules”) for the purpose of giving information with regard to the Company. The Directors, having made all reasonable enquiries, confirm that to the best of their knowledge and belief the information contained in this report is accurate and complete in all material respects and not misleading or deceptive, and there are no other matters the omission of which would make any statement herein or this report misleading.

Financial Highlights

- The Group's total revenue amounted to approximately RM124.1 million for the nine months ended 31 May 2018, increased by approximately 36.5% as compared to that of the same period in 2017.
- The gross profit amounted to approximately RM29.6 million for the nine months ended 31 May 2018, increased by approximately 105.1% as compared to that of the same period in 2017.
- The Group recorded a net profit of approximately RM7.4 million for the nine months ended 31 May 2018.
- The Board does not recommend the payment of interim dividend for the nine months ended 31 May 2018.

Financial Results

The board of Directors (the “**Board**”) is pleased to present the unaudited condensed consolidated financial results of the Company and its subsidiaries (collectively referred to as the “**Group**”) for the three months and nine months ended 31 May 2018 (the “**Third Quarterly Financial Statements**”) together with the comparative figures for the corresponding periods in 2017 as follows:

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the three months and nine months ended 31 May 2018

	Notes	Three months ended 31 May		Nine months ended 31 May	
		2018 (Unaudited) RM'000	2017 (Unaudited) RM'000	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000
Revenue	4	38,132	33,875	124,124	90,926
Cost of sales		(27,882)	(28,415)	(94,539)	(76,504)
Gross profit		10,250	5,460	29,585	14,422
Other operating income/(loss)		874	838	3,247	2,731
Distribution costs		(3,138)	(2,930)	(11,033)	(6,844)
Administrative expenses		(3,823)	(2,297)	(10,637)	(6,421)
Other operating expenses		(19)	(77)	(24)	(89)
Profit from operation		4,144	994	11,138	3,799
Finance costs		(1,321)	(495)	(3,444)	(1,871)
Share of profit of an associate		—	—	—	1
Share of profit of a joint venture		—	1	1	1
Profit before income tax expense	5	2,823	500	7,695	1,930
Income tax expense	7	(88)	(1,005)	(302)	(1,984)
Profit/(loss) for the period		2,735	(505)	7,393	(54)
Other comprehensive income, net of tax					
<i>Items that may be reclassified subsequently to profit or loss</i>					
— Exchange differences on translation to profit or loss		341	29	(832)	17
Total comprehensive income for the period		3,076	(476)	6,561	(37)
		RM	RM	RM	RM
Earnings/(loss) per share					
Basic and diluted earnings/(loss) per share	8	0.34 sen	(0.08) sen	0.94 sen	(0.01) sen

Financial Results (Continued)

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the nine months ended 31 May 2018

	Share capital RM'000	Share premium RM'000	Merger reserve RM'000	Exchange reserve RM'000	Retained earnings RM'000	Total RM'000
Nine months ended 31 May 2017						
At 1 September 2016 (Audited)	2,000	—	—	(255)	30,240	31,985
Loss for the period	—	—	—	—	(54)	(54)
Other comprehensive income	—	—	—	17	—	17
Total comprehensive income	—	—	—	17	(54)	(37)
Issuance of new shares related to pre-IPO	81	6,587	—	—	—	6,668
At 31 May 2017 (Unaudited)	2,081	6,587	—	(238)	30,186	38,616
Nine months ended 31 May 2018						
At 1 September 2017 (Audited)	*	—	8,548	(240)	24,044	32,352
Profit for the period	—	—	—	—	7,393	7,393
Other comprehensive income	—	—	—	(832)	—	(832)
Total comprehensive income	—	—	—	(832)	7,393	6,561
Issue of ordinary share for share offer (note ii)	1,076	41,964	—	—	—	43,040
Transaction costs attributable to issue of new shares	—	(2,769)	—	—	—	(2,769)
Capitalisation issue (note ii)	3,228	(3,228)	—	—	—	—
At 31 May 2018 (Unaudited)	4,304	35,967	8,548	(1,072)	31,437	79,184

* Represents amount less than RM1,000

Financial Results (Continued)

Notes:

- i. The issued share capital of the Group as at 1 September 2016 and 31 May 2017 represented the combined share capital of the group entities prior to the reorganization of the Group.
- ii.
 - (a) On 14 September 2017, the Company issued a total of 200,000,000 ordinary shares of HK\$0.01 each (the “**Shares**”) at a price of HK\$0.4 per share as a result of the completion of the share offer (the “**Share Offer**”). The gross proceeds from Share Offer of HK\$80,000,000 representing the par value of HK\$2,000,000 credited to the Company’s share capital, and share premium of HK\$78,000,000, which can be used for deduction of share issuance expenses.
 - (b) After the share premium account of the Company being credited as a result of the Share Offer, HK\$6,000,000 was capitalised from the share premium account and applied in paying up in full 599,999,955 shares which was allotted and issued to the then shareholders. The Company’s total number of issued shares was increased to 800,000,000 shares upon completion of Share Offer.

Notes to the Financial Information

1. CORPORATE INFORMATION AND REORGANISATION

The Company is a limited liability company incorporated in the Cayman Islands on 13 April 2017 under the Companies Law, Cap.22 (Law 3 of 1961, as consolidated and revised) of the Cayman Islands. The address of the Company's registered office is Cricket Square, Hutchins Drive, PO Box 2681, Grand Cayman KY1-1111, Cayman Islands. Its principal place of business in Hong Kong and Malaysia are located at Unit 1302, 13/F, West Tower, Shun Tak Centre, 168-200 Connaught Road Central, Central, Hong Kong and Lot 1769, Jalan Belati, Off Jalan Kempas Lama, Taman Perindustrian Maju Jaya, 81300 Johor Bahru, Johor Darul Takzim, Malaysia, respectively.

Pursuant to a group reorganisation (the "**Group Reorganisation**") carried out by the Group in preparation for the Listing, the Company became the holding company of the subsidiaries comprising the Group. Details of the Group Reorganisation are as set out in the section headed "History, Development and Corporate Structure" to the prospectus issued by the Company dated 31 August 2017 (the "**Prospectus**").

The Shares was listed on the GEM (the "**Listing**") on 15 September 2017 by way of Share Offer. The Group is a well-established integrated offset printing and packaging solutions provider based in Malaysia.

2. BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES

These unaudited condensed financial statements have been prepared in accordance with all applicable Hong Kong Financial Reporting Standards (the "**HKFRSs**") issued by the Hong Kong Institute of Certified Public Accountants ("**HKICPA**") and the applicable disclosure requirements of the GEM Listing Rules. They have been prepared under the historical cost basis except for certain financial instruments, which are measured at fair value. The functional currency of the Company is Hong Kong dollars ("**HK\$**"), while the unaudited condensed consolidated financial statements are presented in Malaysian Ringgit ("**RM**"), which is the functional currency of the Company's major subsidiaries. The Directors consider that it is more appropriate to adopt RM as the Group's and the Company's presentation currency. All values are rounded to the nearest thousand except when otherwise indicated.

Notes to the Financial Information (Continued)

2. BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (Continued)

The unaudited condensed financial statements incorporate the financial statements of the combining entities or businesses in which the common control combination occurs as if they had been combined from the date when the combining entities or businesses first came under the control of the controlling party. Accordingly, the Group Reorganisation has been accounted for in accordance with Hong Kong Accounting Guideline 5 Merger Accounting for Common Control Combinations in the unaudited condensed financial statements.

The net assets of the combining entities or businesses are combined using the existing book values from the controlling parties' perspective. No amount is recognised in respect of goodwill or excess of acquirer's interest in the net fair value of acquiree's identifiable assets, liabilities and contingent liabilities over cost at the time of common control combination, to the extent of the continuation of the controlling party's interest. The consolidated statements of comprehensive income include the results of each of the combining entities from the earliest date presented or since the date when the combining entities first came under the common control, where this is a shorter period, regardless of the date of the common control combination.

The unaudited condensed financial statements comprise the financial statements of the Company and its subsidiaries. Inter-company transactions and balances between group companies together with unrealised profits are eliminated in full in preparing the consolidated financial statements. Unrealised losses are also eliminated unless the transaction provides evidence of impairment on the asset transferred, in which case the loss is recognised in profit or loss.

The unaudited condensed financial statements do not include all the information and disclosures required in the annual financial statements and thereby should be read in conjunction with the annual financial statements for the year ended 31 August 2017 ("**2017 Financial Statements**") which have been prepared in accordance with the accounting policies which conforms to the HKFRSs.

Notes to the Financial Information (Continued)

2. BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (Continued)

Adoption of new or revised HKFRSs

In the current period, the Group has applied all of the amendments to HKFRSs issued by the HKICPA that are relevant to its operations and effective for the Group's financial period beginning on 1 September 2017. The adoption of these amendments to HKFRSs had no material effect on the results and financial position of the Group and/or disclosures set out in these unaudited condensed consolidated financial statements for the current and/or prior accounting periods.

New or revised HKFRSs that have been issued but are not yet effective

The following new or revised HKFRSs, potentially relevant to the Group's financial statements, have been issued, but are not yet effective and have not been early adopted by the Group.

Amendments to HKAS 40	Transfers of Investment Property ¹
Amendments to HKFRS 2	Classification and Measurement of Share-based Payment Transactions ¹
Amendments to HKFRS 4	Applying HKFRS 9 Financial Instruments with HKFRS 4 Insurance Contracts ¹
HKFRS 9	Financial Instruments ¹
HKFRS 15	Revenue from Contracts with Customers ¹
Amendments to HKFRS 15	Clarifications to HKFRS 15 Revenue from Contracts with Customers ¹
HKFRS 16	Leases ²
Amendments to HKFRS 10 and HKAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture ³
HK(IFRIC)-Int 22	Foreign Currency Transactions and Advance Consideration ¹
HK(IFRIC)-Int 23	Uncertainty over income tax treatments ²
Amendments to HKFRSs	Annual improvements to HKFRSs 2014–2016 cycle ⁴

¹ Effective for annual periods beginning on or after 1 January 2018

² Effective for annual periods beginning on or after 1 January 2019

³ Effective for annual periods beginning on or after a date to be determined

⁴ Effective for annual periods beginning on or after 1 January 2017 or 1 January 2018, as appropriate

Notes to the Financial Information (Continued)

2. BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES (Continued)

Adoption of new or revised HKFRSs (Continued)

New or revised HKFRSs that have been issued but are not yet effective (Continued)

The Directors are currently assessing the possible impact of these new or revised standards on the Group's result and financial position in the first year of application.

Accounting estimates and assumptions are used in the preparation of financial statements. Although these estimates are based on management's best knowledge and judgment of current events and actions, actual results may ultimately differ from those estimates and assumptions. In preparing these unaudited condensed consolidated financial statements, the significant judgments made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the 2017 Financial Statements.

3. SEGMENT INFORMATION

(a) Business segment

The Group has been operating in one operating and reportable segment, being printing and manufacture of instruction manuals, insert, packaging products and printed paper labels. The chief operating decision maker make decisions based on the historical financial information of the Group prepared in accordance with HKFRS about resources allocation and performance assessment.

Notes to the Financial Information (Continued)

3. SEGMENT INFORMATION

(b) Geographic information

The following table provides an analysis of the Group's revenue from external customers.

	Three months ended 31 May		Nine months ended 31 May	
	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000
Malaysia	32,169	31,871	105,350	84,633
Singapore	873	942	2,729	2,207
Philippines	5,090	1,062	16,045	4,086
	38,132	33,875	124,124	90,926

(c) Information about major customers

Revenue from external customers individually contributing 10% or more of the Group's revenue are as follow:

	Three months ended 31 May		Nine months ended 31 May	
	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000
Customer A	6,422	5,614	23,852	15,479
Customer D	7,730	4,254	17,432	11,481
Customer E	5,169	*	17,058	*
Customer F	5,090	*	15,855	*
Customer C	4,523	6,296	14,794	17,282
Customer B	3,785	4,792	13,739	16,921

* Representing contributed less than 10% of the Group's revenue during the relevant periods.

Notes to the Financial Information (Continued)

4. REVENUE

Revenue includes the net invoiced value of goods sold earned by the Group. The amounts of revenue recognised during the period are as follows:

	Three months ended 31 May		Nine months ended 31 May	
	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000
Sales of productions products:				
— Packaging	18,154	19,815	60,656	54,055
— Insert	10,672	6,172	35,771	16,634
— Instruction manual	9,136	7,750	27,147	19,640
— Label	170	138	550	597
	38,132	33,875	124,124	90,926

Notes to the Financial Information (Continued)

5. PROFIT BEFORE INCOME TAX EXPENSE

	Three months ended		Nine months ended	
	31 May		31 May	
	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000
Profit/(loss) before income tax expense is arrived at after charging:				
Cost of inventories sold*	27,882	28,415	94,539	76,504
Depreciation of property, plant and equipment				
— Owned	909	900	2,550	2,617
— Held under finance leases	303	123	905	226
Employee costs	7,554	4,267	25,636	12,162
Minimum lease payments under operating lease				
— Rental of equipment	307	165	1,040	647
— Rental of premises	821	232	2,128	602
Listing expenses (including professional fees and other expenses)	—	499	576	2,453

* For the period ended 31 May 2018 and 2017, cost of inventories sold comprise approximately RM18.1 million and RM10.7 million relating to employee benefit expenses and depreciation charges, which are also included in the respective total amounts disclosed separately above.

6. DIVIDENDS

The Board does not recommend the payment of interim dividend for the nine months ended 31 May 2018 (2017: nil).

Notes to the Financial Information (Continued)

7. INCOME TAX EXPENSE

The amount of income tax expense in the consolidated statements of comprehensive income represents:

	Three months ended 31 May		Nine months ended 31 May	
	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000
Current tax — Corporate income tax in Malaysia — charge for the period	88	383	302	383
Deferred tax	—	622	—	1,601
Income tax expense	88	1,005	302	1,984

Corporate income tax in Malaysia is calculated at the statutory rate of 24% (2017: 24%) of the estimated taxable profit for the nine months ended 31 May 2018.

Certain companies of the Group in Malaysia with a paid up capital of RM2,500,000 and below can enjoy lower corporate tax rate in Malaysia of 18% (2017: 18%) on the first RM500,000 taxable profit. Statutory rate as above shall be charged on chargeable income in excess of RM500,000 taxable profit.

No provision for Hong Kong profits tax has been made as the Group had no taxable profits arising in Hong Kong for the nine months ended 31 May 2018 (2017: Nil). Taxation for overseas subsidiaries is similarly charged at the appropriate current rates of taxation ruling in the relevant jurisdictions.

Notes to the Financial Information (Continued)

8. EARNINGS/(LOSS) PER SHARE

The calculation of earnings/(loss) per share is based on the earnings attributable to owners of the Company and the weighted average number of ordinary Shares in issue during the respective periods.

The calculation on basic and diluted earnings/(loss) per share is based on the following information:

	Three months ended 31 May		Nine months ended 31 May	
	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000
Earnings				
Profit/(loss) for the period attributable to owners of the Company	2,735	(505)	7,393	(54)
	Number of Shares			
Shares				
Weighted average number of ordinary Shares in issue during the periods	800,000,000	600,000,000	790,476,190	600,000,000

Basic earnings/(loss) per share is calculated by dividing the profit attributable to equity holders of the Company by the weighted average number of ordinary Shares in issue during the respective periods. The weighted average number of ordinary Shares used for such purpose has been retrospectively adjusted for the effects of the issue of Shares in connection with the Group Reorganisation and the capitalisation issue of 599,999,955 Shares.

Diluted earnings/(loss) per share were the same as the basic earnings/(loss) per share as the Group had no dilutive potential shares during the nine months ended 31 May 2018 and 2017.

Management Discussion and Analysis

Our Group is a well-established integrated offset printing and packaging solutions provider based in Malaysia. We focus on packaging printing and our products include packaging boxes, rigid boxes, paper-board inserts, instruction manuals and printed labels to direct customers and contract manufacturers of international renowned brands.

The Shares were successfully listed on the GEM on 15 September 2017 by way of Share Offer. The Listing has marked a milestone for the Group. We believe that the net proceeds from the Listing will assist the implementation of the Group's business strategies as stated in the Prospectus. In addition, the increase in equity interest through the Share Offer will lower our Group's gearing ratio and strengthen our Group's financial position. We believe a public listing status on GEM could attract potential investors and customers and can enhance our Group's credibility with the public and potential business partners. The Listing will also enable our Group to have access to capital market for raising funds both at the time of Listing and at later stages, which would in turn assist our Group's future business development and serves as a platform for regional expansion. A public listing status on GEM may offer the Company a broader shareholder base which will provide liquidity in the trading of the shares of the Company.

BUSINESS REVIEW

Our Group is a well-established integrated offset printing and packaging solutions provider in Malaysia with more than 45 years of experience. Moreover, the Group has also set foot in the Philippines in June 2016 to set up our printing and packaging production line to better serve our customers in the region. We principally provide offset printing services and packaging boxes, instruction manuals and inserts to our customers. We continues to focus on strengthening our market position in the offset printing and packaging industry.

Our Group offers a wide range of packaging products to meet our customers' packaging needs. These products can be broadly categorised into (i) packaging; (ii) inserts; (iii) instruction manuals; and (iv) labels.

Management Discussion and Analysis (Continued)

The following table sets forth the details of our Group's revenue by types of products for the nine months ended 31 May 2018 and 2017:

	Nine months ended 31 May			
	2018 (Unaudited)		2017 (Unaudited)	
	RM'000	%	RM'000	%
Sales of production products:				
— Packaging	60,656	48.87	54,055	59.45
— Insert	35,771	28.82	16,634	18.29
— Instruction manual	27,147	21.87	19,640	21.60
— Labels	550	0.44	597	0.66
	124,124	100.0	90,926	100.0

Our Group's total revenue amounted to approximately RM124.1 million and RM90.9 million for the nine months ended 31 May 2018 and 2017 respectively. Approximate 84.9% (2017: 93.1%) of our revenue was attributable to our customers in Malaysia, with the remaining from Singapore and the Philippines during the reporting periods.

Management Discussion and Analysis (Continued)

Packaging

Packaging accounts for our largest business segment of our Group's business. Packaging includes the manufacturing of packaging boxes and rigid boxes. Our packaging boxes and rigid boxes are produced with multi-colour sheetfed offset printed materials and manufactured using technologically advanced machines and colour management system of international standards such as Ugra/Fogra Media Wedge CMYK V3.0 to match the requirements of our customers. Our packaging not only serves as a marketing tool but most importantly as a protection for our customers' products. Our Group also provides product development services to customers who require packaging design for their products. Furthermore, our Group also has the capability to create prototype based on the design that was provided to us or created by our team. We have an industrial cutting machine that can produce such prototype to help customers visualise the packaging before mass production.

Our revenue from the production of packaging were approximately RM60.7 million and RM54.1 million for the nine months ended 31 May 2018 and 2017 respectively, representing approximately 48.87% and 59.45% of our total revenue, respectively.

Inserts

The production of inserts is our second largest business segment. Inserts are protective packaging used inside boxes to partition and protect products from damage. It is used to keep the products and accessories in position so that they will be neatly presented to the end consumers. Our Group is involved in designing and die-cutting of corrugated boards into desired shapes to fit and protect the customers' products in the packaging boxes.

Our revenue from the production of inserts were approximately RM35.8 million and RM16.6 million for the nine months ended 31 May 2018 and 2017 respectively, representing approximately 28.82% and 18.29% of our total revenue, respectively.

Management Discussion and Analysis (Continued)

Instruction Manuals

The production of instruction manuals is the third largest business segment. Our Group also provides kitting services by packing related printed materials to be grouped together with instruction manuals into a package. This service provides convenience to our customers by enabling them to liaise with one single party for their packaging needs.

Our revenue from the production of instruction manuals were approximately RM27.1 million and RM19.6 million for the nine months ended 31 May 2018 and 2017 respectively, representing approximately 21.87% and 21.60% of our total revenue, respectively.

Labels

The production of paper-based labels is a small segment of our Group's business, primarily for food and beverage sector. Such labels are mainly used for branding of canned/bottled products. The printing of labels has become a smaller business segment of our Group due to our Group's expansion into other business segments.

Our revenue from the production of labels were approximately RM0.5 million and RM0.6 million for the nine months ended 31 May 2018 and 2017 respectively, representing approximately 0.44% and 0.66% of our total revenue, respectively.

Management Discussion and Analysis (Continued)

FUTURE PROSPECTS AND OUTLOOK

Our Group continues to focus strengthening its market position in the offset printing and packaging industry. Currently, we are negotiating with a number of reputable international brands from different industries to grow our business in Malaysia and the Philippines.

Our Group has set up a production plant, performing post-press processes, namely laminating and diecutting, in the Philippines, which has commenced production since October 2017. Currently, the orders from a contract manufacturer in the Philippines are fulfilled by our production plant in Malaysia. Our Group has purchased one KBA Rapida 164, a VVLF offset printing press for our another new production plant and it has started production.

In view of the positive progress in packaging printing market, our Directors expect the trends to have a positive impact on our Group's overall business in Malaysia and the Philippines.

FINANCIAL REVIEW

Revenue

Revenue for the nine months ended 31 May 2018 increased by approximately 36.5% or approximately RM33.2 million as compared to that of the previous period in 2017. The increase in revenue was mainly due to the increase in sales of packaging, insert and instruction manual, where there was an increase in demand derived from top four customers. Other factors which led to the increase in revenue for packaging, inserts and instruction manual, were the growth in volume from the contract manufacturers in Malaysia and new projects from a contract manufacturer in the Philippines. The revenue contributed by the top five customers increased from approximately RM67.7 million for the nine months ended 31 May 2017 to RM89.0 million for the nine months ended 31 May 2018, which accounted for 74.4% and 71.7% of our total revenue for the corresponding periods, respectively.

Management Discussion and Analysis (Continued)

Cost of Sales

	Nine months ended 31 May	
	2018 (Unaudited) RM'000	2017 (Unaudited) RM'000
Material costs	61,565	50,621
Direct labour	19,437	11,510
Manufacturing overhead	13,537	14,373
	94,539	76,504

Cost of sales comprises mainly (i) material costs (paper, facer, glue, chemical and plates); (ii) direct labour; and (iii) manufacturing overheads (utilities costs, depreciations expenses and repair and maintenance costs).

Cost of sales for the nine months ended 31 May 2018 increased by approximately 23.6% or RM18.0 million as compared to that of the previous period in 2017. The increase is largely due to increase in purchase of raw materials for (i) increase in demand derived from major customers; and (ii) the increase in demand from contract manufacturers in Malaysia and the Philippines.

Gross Profit and Gross Profit Margin

Our gross profit increased about 105.1% from RM14.4 million for the nine months ended 31 May 2017 to RM29.6 million for the nine months ended 31 May 2018. Our overall gross profit margin increased by 7.9% from approximately 15.9% for the nine months ended 31 May 2017 to approximately 23.8% for the nine months ended 31 May 2018.

The increase in our gross profit and gross profit margin was mainly attributable to the significant increase in revenue, it has a positive impact on the overall gross profit and gross profit margin.

Management Discussion and Analysis (Continued)

Distribution Costs

Our distribution expenses mainly consist of (i) salary expenses and staff benefit which mainly represents the expenses in salary and staff benefits payable to our marketing department; (ii) sales commission; (iii) entertainment and promotional expenses; and (iv) travelling and transport expenses. Our distribution expenses increased about 61.2% from RM6.8 million for the nine months ended 31 May 2017 to RM11.0 million for the nine months ended 31 May 2018, which was mainly caused by the increase in transport expenses due to (i) the transportation of products to fulfil orders of the contract manufacturer in the Philippines and (ii) increase in demand from our customers.

Administrative Expenses

Our administrative expenses mainly consist of (i) salary expenses and staff benefits which mainly represents the expenses in salary and staff benefits payable to our administrative staff including our Directors; (ii) listing expenses; (iii) professional fees such as legal consultancy fees; and (iv) others such as repair and maintenance for office equipment, bank charges and depreciation which mainly represents the depreciation expenses for our office equipment. The increase of administrative expenses from approximately RM6.4 million for the nine months ended 31 May 2017 to approximately RM10.6 million for the nine months ended 31 May 2018 was mainly due to increase in salary expense of our staff and the set up of Linocraft Printers Philippines Inc., ("**Linocraft Philippines**") and establishment of office premises and additional staff in Hong Kong upon Listing.

As disclosed in the Prospectus, listing expenses, which are non-recurring in nature, was estimated to be RM10.4 million, of which RM7.8 million would be charged to the consolidated statement of comprehensive income for the year ended 31 August 2017 and RM2.6 million would be accounted for as a deduction from equity upon completion of Share Offer. Additional listing expenses amounting to approximately RM1.4 million was incurred upon Listing, which included mainly: (i) professional fee of approximately RM0.4 million, (ii) urgent printing cost of approximately RM0.5 million, (iii) legal search fee of approximately RM0.4 million. The total listing expenses was amounting to approximately RM11.8 million. Of such amount, approximately RM8.4

Management Discussion and Analysis (Continued)

million was charged to consolidated statement of comprehensive income for the year ended 31 August 2017. During the nine months ended 31 May 2018, approximately RM\$2.8 million which was directly attributable to the issue of the Offer Shares was accounted for as a deduction from equity and RM0.6 million (2017: RM2.5 million) was charged to the consolidated statement of comprehensive income.

Finance Costs

Finance costs represented interest on bank overdraft, bank borrowings, finance lease and borrowings from related companies. For the nine months ended 31 May 2018 and 2017, financial cost amounted to approximately RM3.4 million and RM1.9 million, respectively. The increase was mainly due to the average level of interest on finance lease, bank borrowings and overdraft also increase during reporting period.

Share of Profit of an Associate/Share of Profit of a Joint Venture

Our Group has 25% equity interest since 2010 in Linocraft Singapore Pte. Ltd (“**Linocraft Singapore**”), which engages in trading business for packaging and printing related products. In January 2017, our Group further acquired 25% equity interest in Linocraft Singapore and became a 50% joint venture of our Group. The Group did not record share of profit of an associate for the nine months ended 31 May 2018 (2017: RM1,000). The share of profit of a joint venture was RM1,000 for the nine months ended 31 May 2018 (2017: RM1,000).

Net Profit/(loss) and Earnings/(loss) per Share

As a result of the foregoing, our Group’s net profit was RM7.4 million for the nine months ended 31 May 2018 and a net loss of approximately RM54,000 for the nine months ended 31 May 2017. The Group’s earnings per share for the nine months ended 31 May 2018 was RM0.94 sen (2017: loss of RM0.01 sen).

DIVIDEND

The Board does not recommend the payment of interim dividend for the nine months ended 31 May 2018 (2017: nil).

Other Information

DIRECTORS' AND CHIEF EXECUTIVES' INTERESTS AND SHORT POSITIONS IN THE SHARES, UNDERLYING SHARES AND DEBENTURES OF THE COMPANY OR ANY ASSOCIATED CORPORATION

As at 31 May 2018, the interests or short positions of the Directors and the chief executives of the Company in the shares, underlying shares and debentures of the Company or any of its associated corporation (within the meaning of Part XV of the Securities and Futures Ordinance (Cap. 571, Laws of Hong Kong) (“SFO”)) which were required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests or short positions which they were taken or deemed to have under such provisions of the SFO) or which were required, pursuant to Section 352 of the SFO, to be entered in the register referred to therein; or which were required, pursuant to Rules 5.46 to 5.67 of the GEM Listing Rules (“Model Code”) relating to securities transactions by the Directors, to be notified to the Company and the Stock Exchange were as follows:

(i) Interests in the Company

Name of Director	Nature of interest	Number of Shares held ⁽¹⁾	Percentage of shareholding
Mr. Ong Yoong Nyock (“Mr. Ong”) ⁽²⁾	Interest of a controlled corporation	408,000,000(L)	51.00%

Notes:

- (1) The letter “L” denotes the person’s long position in the Shares.
- (2) Mr. Ong beneficially owns 50% of Charlecote Sdn. Bhd., which in turn owns 70% of the issued share capital of Linocraft Investment. Linocraft Investment owns 60% of the issued share capital of our Company. By virtue of the SFO, Mr. Ong is deemed to be interested in the Shares held by Linocraft Investment.

Other Information (Continued)

(ii) Interests in associated corporation of our Company

Name of Directors	Name of associated corporation	Capacity	Number of Shares	Approximate percentage of shareholding
Mr. Ong ⁽¹⁾	Linocraft Investment	Beneficial owner and interest of a controlled corporation	8,050	80.50%
	Charlecote Sdn. Bhd.	Beneficial owner	2	100.00%
Mr. Tan Woon Chay	Linocraft Investment	Beneficial owner	1,681	16.81%

Note:

- (1) Charlecote Sdn. Bhd., which holds 70% of Linocraft Investment, is held as to 50% by Mr. Ong and 50% by Mrs. Ong. By virtue of the SFO, Mr. Ong is deemed to be interested in all the shares in Charlecote Sdn. Bhd. and the shares of Linocraft Investment held by Charlecote Sdn. Bhd..

Save as disclosed above, as at 31 May 2018, none of the Directors or chief executives of the Company had, or was deemed to have, any interests or short positions in the shares, underlying shares and debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) as recorded in the register required to be kept under Section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the required standard of dealings by directors of the Company as referred to in Model Code.

Other Information (Continued)

SUBSTANTIAL SHAREHOLDERS' INTERESTS AND OTHER PERSONS' INTERESTS AND SHORT POSITIONS IN THE SHARES AND UNDERLYING SHARES OF THE COMPANY

As at 31 May 2018, so far as was known to the Directors, the following persons/entities (other than the Directors or chief executives of the Company) had, or were deemed to have, interests or short positions in the shares or underlying shares of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO, or which were recorded in the register required to be kept by the Company under Section 336 of the SFO were as follows:

Name of shareholders	Nature of interest	Interests in Shares ⁽¹⁾	Percentage of shareholding
Linocraft Investment	Beneficial owner	408,000,000(L)	51%
Charlecote Sdn. Bhd. ⁽²⁾	Interest of controlled corporation	408,000,000(L)	51%
Mrs. Ong ⁽³⁾	Interest of spouse	408,000,000(L)	51%
Stan Cam Holdings Limited ("Stan Cam")	Beneficial owner	120,000,000(L)	15%
Ralex Investment Holdings Limited ⁽⁴⁾	Interest of controlled corporation	120,000,000(L)	15%
Mr. Gan Ker Wei ("Mr. Gan") ⁽⁵⁾	Interest of controlled corporation	120,000,000(L)	15%
Mrs. Amy Ong Lai Fong ⁽⁶⁾	Interest of spouse	120,000,000(L)	15%

Notes:

- (1) The letter "L" denotes long position in the Shares.
- (2) Charlecote Sdn. Bhd. holds 70% of the issued share capital of Linocraft Investment, which in turn owns 51% of our Company. By virtue of the SFO, Charlecote Sdn. Bhd. is deemed to be interested in the Shares held by Linocraft Investment.

Other Information (Continued)

- (3) Mrs. Ong is the spouse of Mr. Ong. By virtue of the SFO, Mrs. Ong is deemed to be interested in the Shares held by Charlecote Sdn. Bhd. and Mr. Ong.
- (4) Stan Cam is owned as to 75% by Ralex Investment Holdings Limited. By virtue of the SFO, Ralex Investment Holdings Limited is deemed to be interested in the Shares held by Stan Cam.
- (5) Stan Cam is owned as to 75% by Ralex Investment Holdings Limited. Ralex Investment Holdings Limited is wholly-owned by Mr. Gan. By virtue of the SFO, Mr. Gan is deemed to be interested in the Shares held by Stan Cam.
- (6) Mrs. Amy Ong Lai Fong is the spouse of Mr. Gan. By virtue of the SFO, she is deemed to be interested in the Shares held by Mr. Gan.

Save as disclosed above, as at 31 May 2018, the Directors were not aware of any other persons/entities (other than the Directors and chief executives of the Company) who had interests or short positions in the shares or underlying shares of the Company which would fall to be disclosed to the Company under the provisions of Divisions 2 and 3 of Part XV of the SFO or which were recorded in the register required to be kept by the Company under Section 336 of the SFO.

SHARE OPTION SCHEME

The Company has not adopted any share option scheme.

PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES

The Shares were successfully listed on GEM on 15 September 2017. Save as disclosed in the Prospectus in relation to the Group Reorganisation, during the nine months ended 31 May 2018, neither the Company nor any of its subsidiaries had purchased, sold or redeemed any of the Company's securities.

COMPETING INTERESTS

As confirmed by the Directors, the Controlling Shareholders and their respective close associates do not have any interests in any business, apart from the business operated by members of the Group, which competes or is likely to compete, directly or indirectly, with the business of the Group during the nine months ended 31 May 2018.

COMPLIANCE ADVISER'S INTERESTS

As at 31 May 2018, neither Ample Capital Limited, the compliance adviser of the Company, nor any of its directors, employees or close associates has any interests in the securities of the Company or any other companies of the Group (including options or rights to subscribe for such securities) pursuant to Rule 6A.32 of the GEM Listing Rules.

DIRECTORS' SECURITIES TRANSACTIONS

The Company has adopted a code of conduct for dealing in securities of the Company by the Directors in accordance with Rules 5.46 to 5.67 of the GEM Listing Rules. Having made specific enquiries of all Directors, all Directors confirmed that they have complied with the required standard of dealings and the code of conduct regarding securities transactions by directors adopted by the Company during the period from the date of Listing to 31 May 2018.

CORPORATE GOVERNANCE CODE

The Directors recognise the importance of good corporate governance in management and internal procedures so as to achieve effective accountability. The Company's corporate governance practices are based on the principles of good corporate governance as set out in the Corporate Governance Code and Corporate Governance Report in Appendix 15 to the GEM Listing Rules (the "**CG Code**") and in relation to, among others, our Directors, Chairman and Chief Executive Officer, Board composition, the appointment, re-election and removal of Directors, their responsibilities and remuneration and communications with the shareholders of the Company.

The Shares were successfully listed on GEM on 15 September 2017. To the best knowledge of the Board, save for the deviation from the code provision E.1.2 as explained below, the Company had complied with the code provisions in the CG Code during the period from the date of Listing to 31 May 2018.

Other Information (Continued)

Pursuant to code provision E.1.2 of the CG Code, the chairman of the Board (the “**Chairman**”) should attend the annual general meeting (the “**AGM**”). However, Mr. Ong Yoong Nyock, being the Chairman, was unable to attend the AGM held on 10 January 2018 due to his other prior engagement. Mr. Ong invited Mr. Tan Woon Chay, an executive Director and chief executive officer to chair and answer questions from Shareholders at the AGM.

AUDIT COMMITTEE

Our Company established an audit committee pursuant to a resolution of our Directors passed on 25 August 2017 in compliance with Rule 5.28 of the GEM Listing Rules. Written terms of reference in compliance with paragraph C.3.3 of the CG Code has been adopted. The primary duties of the Audit Committee are to assist the Board in reviewing the financial information and reporting process, risk management and internal control systems, effectiveness of the internal audit function, scope of audit and relationship with external auditors, and arrangements to enable employees of the Company to raise concerns, in confidence, about possible improprieties in financial reporting, internal control or other matters of the Company and performing the Company’s corporate governance functions. At present, the Audit Committee of our Company consists of three members who are Mr. Liew Weng Keat, Mr. Teoh Cheng Tun and Mr. Choy Wing Keung David. Mr. Choy Wing Keung David is the chairman of the audit committee. The Third Quarterly Financial Statements have not been audited by the Company’s auditor, but have been reviewed by the Audit Committee.

By order of the Board
Linocraft Holdings Limited
Tan Woon Chay
Executive Director

Hong Kong, 13 July 2018

As at the date of this report, the executive Directors are Mr. Ong Yoong Nyock and Mr. Tan Woon Chay and the independent non-executive Directors are Mr. Choy Wing Keung David, Mr. Liew Weng Keat and Mr. Teoh Cheng Tun.