

28 December 2017

APPENDIX 4C – FOURTH QUARTER RESULTS

Tianmei Beverage Group Corporation Limited (ASX:TB8) (“Tianmei” or the “Company”) is pleased to announce that its Water Product Business is continuing to record strong sales volume for the fourth quarter ending 30 November 2017 (see Table 1). Sales volume of bottled water, water for infants, nano spray and water purifiers outperformed sales recorded in the previous corresponding period, particularly water purifier products given the extra marketing push in favour of water dispenser products.

Table 1: Comparison of sales volume for 4Q2016 and 4Q2017

Products	Measurement	Fourth Quarter to 30 Nov 2016	Fourth Quarter to 30 Nov 2017	Growth %
368ML Bottled Water	Carton	250,363	262,429	5%
568ML Bottled Water	Carton	186,738	208,992	12%
11L Barrelled	Barrel	672,799	703,071	4%
530ML Infant Water	Carton	37,645	84,936	126%
550ML White Label*	Carton	-	40,838	-
Desktop Normal Temperature Water Dispenser	Unit	4,403	3,007	-32%
Vertical Normal Temperature Water Dispenser	Unit	4,147	3,069	-26%
Desktop Warm Water Dispenser	Unit	3,098	2,797	-10%
Vertical Warm Water Dispenser	Unit	2,729	2,632	-4%
Beauty Nano Spray	Unit	19,164	30,250	58%
Cabinet Type Water Purifier	Unit	811	3,049	276%
Whole House Water Purifier	Unit	319	3,037	852%

*Note: Sale of third party white labelled products following acquisition of Qianlifeng Water Plant in February 2017

Tianmei’s Water Product Business comprises of a growing range of water products including bottled water, water for infants, water dispensers, water purifiers, and beauty nano spray. As at the end of the quarter, Tianmei sells its water products through a network of 519 retail outlets selected from 945 contracted stores.

The number of contracted stores remain largely unchanged compared to previous corresponding period. Tianmei used to have a significant majority of contracted stores with 1 year contract. However, following Tianmei’s assessment of the performance of each of the contracted stores, Tianmei has extended most of the Access Agreements to 3 years.

As at the end of this quarter, Tianmei has signed up with 69 fast-moving consumer good suppliers, supplying 291 products on contracted shelves.

Tianmei is budgeting to spend an estimated \$11.7 million on product manufacturing and operating costs and \$7 million on marketing during the first quarter of FY2018. Increase in production is necessary for stockpiling of inventories ahead of seasonal marketing programs.

As at the end of November 2017 the Company has cash and cash equivalent of \$49.3 million.

ENDS

Nicholas Ong

Director & Company Secretary

On behalf of the Board of Tianmei Beverage Group Corporation Limited

Forward-Looking Statements

This announcement includes certain forward-looking statements that are based on information and assumptions known to date and are subject to various risks and uncertainties. Actual, results, performance or achievements could be significantly different from those expressed in, or implies by, these forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of Tianmei. These factors may cause actual results to differ materially from those expressed in the statements contained in this announcement.

Quarterly report for entities subject to Listing Rule 4.7B
实体季报须符合上市规则 4.7B

+Rule 4.7B

+规则 4.7B

Appendix 4C
附录 4C

Quarterly report for entities subject to Listing Rule 4.7B
实体季报须符合上市规则 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16
31/03/00 发布, 于 30/09/01, 24/10/05, 17/12/10, 01/09/16 修正。

Name of entity
实体名称

Tianmei Beverage Group Corporation Limited

ABN

Quarter ended ("current quarter")
季度结束 ("本季度")

88 611 845 811

November 2017

Consolidated statement of cash flows 现金流合并报表	Current quarter SA'000 本季度 SA'000	Year to date (12 months) SA'000 年初至今 (12个月) SA'000
1. Cash flows from operating activities 营业活动现金流量		
1.1 Receipts from customers 来自客户的收入	27,353	101,355
1.2 Payments for 付款		
(a) research and development 研究与开发	(855)	(2,820)
(b) product manufacturing and operating costs 产品制造与运营成本	(6,627)	(36,643)
(c) advertising and marketing 广告与营销	(6,630)	(15,085)
(d) leased assets 租赁资产	140	(2,681)

+ See chapter 19 for defined terms
+有关定义的术语, 参见第 19 章

1 September 2016
2016 年 9 月 1 日

Quarterly report for entities subject to Listing Rule 4.7B
实体季报须符合上市规则 4.7B

Consolidated statement of cash flows 现金流合并报表	Current quarter \$A'000 本季度 \$A'000	Year to date (12 months) \$A'000 年初至今 (12个月) \$A'000
(e) staff costs 员工成本	(1,879)	(4,068)
(f) administration and corporate costs 行政和企业成本	(234)	(2,089)
1.3 Dividends received (see note 3) 所得股息 (见注释3)		
1.4 Interest received 收入利息	25	83
1.5 Interest and other costs of finance paid 利息和其它支付的财务费用	(2)	(74)
1.6 Income taxes paid 支付的所得税	(4,185)	(18,741)
1.7 Government grants and tax incentives 政府补助和税收		
1.8 Other (provide details if material) 其它 (如果必要提供详情)		
1.9 Net cash from / (used in) operating activities 来自于/ (用于) 运营活动的净现金	7,106	19,237
2. Cash flows from investing activities 投资活动现金流量		
2.1 Payments to acquire: 付款项:		
(a) property, plant and equipment 财产、车间和设备		(3,414)
(b) businesses (see item 10) 业务 (见条款10)		
(c) investments 投资		(1,733)

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Consolidated statement of cash flows 现金流合并报表	Current quarter \$A'000 本季度 \$A'000	Year to date (12 months) \$A'000 年初至今 (12个月) \$A'000
(d) intellectual property 知识产权		
(e) other non-current assets 非流动资产		
2.2 Proceeds from disposal of: 处理以下所得收益:		
(a) property, plant and equipment 财产、车间和设备		
(b) businesses (see item 10) 业务 (见条款10)		
(c) investments 投资		
(d) intellectual property 知识产权		
(e) other non-current assets 其它非流动资产		
2.3 Cash flows from loans to other entities 其它实体贷款现金流		
2.4 Dividends received (see note 3) 所得股息 (见注释3)		
2.5 Other (provide details if material) 其它 (如果必要提供详情)		
2.6 Net cash from / (used in) investing activities 来自于/ (用于) 投资活动的净现金	-	(5,147)
3. Cash flows from financing activities 融资活动所得现金流		
3.1 Proceeds from issues of shares 股份发行收益		12,000
3.2 Proceeds from issue of convertible notes 可转换票据发行收益		

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Consolidated statement of cash flows 现金流合并报表		Current quarter SA'000 本季度 SA'000	Year to date (12 months) SA'000 年初至今 (12个月) SA'000
3.3	Proceeds from exercise of share options 行使购股权所得		
3.4	Transaction costs related to issues of shares, convertible notes or options 与发行股票、可转换票据或期权有关的交易成本		
3.5	Proceeds from borrowings 借款所得		
3.6	Repayment of borrowings 偿还借款		
3.7	Transaction costs related to loans and borrowings 与贷款和借款相关的交易成本		
3.8	Dividends paid 已付股息		
3.9	Other (provide details if material) 其它 (如重要, 请详述)		
3.10	Net cash from / (used in) financing activities 来自于/ (用于) 筹资活动的净现金	-	12,000

4.	Net increase / (decrease) in cash and cash equivalents for the period 期间的现金和现金等价物净增加/ (减少)		
4.1	Cash and cash equivalents at beginning of quarter/year to date 季初/年初至今的现金和现金等价物	39,759	20,677
4.2	Net cash from / (used in) operating activities (item 1.9 above) 来自/ (用于) 经营活动的净现金 (上文第 1.9项)。	7,106	19,237

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Consolidated statement of cash flows 现金流合并报表		Current quarter SA'000 本季度 SA'000	Year to date (12 months) SA'000 年初至今 (12个月) SA'000
4.3	Net cash from / (used in) investing activities (item 2.6 above) 来自/ (用于) 投资活动的现金净额 (上文第 2.6项)。		(5,147)
4.4	Net cash from / (used in) financing activities (item 3.10 above) 来自/ (用于) 融资活动的现金净额 (上文第 3.10项)。		12,000
4.5	Effect of movement in exchange rates on cash held 汇率变动对现金持有的影响	2,427	2,525
4.6	Cash and cash equivalents at end of quarter 季度末的现金和现金等价物	49,292	49,292
5.	Reconciliation of cash and cash equivalents 现金和现金等价物的对账 at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts (如合并现金流量表所示) 季度末到帐的相关项目	Current quarter SA'000 本季度	Previous quarter SA'000 上个季度
5.1	Bank balances 银行存款		
5.2	Call deposits 通知存款		
5.3	Bank overdrafts 银行透支		
5.4	Other (provide details) 其他 (提供详细信息)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above) 季度末现金和现金等价物 (应等于上文第4.6项)	49,292	49,292

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6. Payments to directors of the entity and their associates 向实体及其联合公司的董事支付	Current quarter 本季度 SA'000
6.1 Aggregate amount of payments to these parties included in item 1.2 包括在条款1.2中的给这些缔约方的总金额	(55)
6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3 条款2.3包括向这些当事方贷款的现金流量总额	
6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2 条款6.1和6.2中包含的理解交易所必需的任何说明	

7. Payments to related entities of the entity and their associates 对实体及其联合公司的相关实体的付款	Current quarter 本季度 SA'000
7.1 Aggregate amount of payments to these parties included in item 1.2 包括在条款1.2中的给这些缔约方的总金额	
7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3 包括在条款2.3中的向这些当事方贷款的现金流量总额	
7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2 条款7.1和7.2中包含的理解交易所必需的任何说明	

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8. Financing facilities available 提供融资设施	Total facility amount at quarter end \$A'000 季末总设施金额 \$A'000	Amount drawn at quarter end \$A'000 季末拨出总金额 \$A'000
<i>Add notes as necessary for an understanding of the position</i> 如有必要，添加注释以便理解		
8.1 Loan facilities 贷款设施		
8.2 Credit standby arrangements 备用信贷安排		
8.3 Other (please specify) 其他（请具体化）		
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well. 以下为对以上每个设施的描述，包括出借人，利率以及是否有担保或无担保。如果在季度结束后订立或拟议增加任何设施，则包括这些设施的详细信息。		

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9.	Estimated cash outflows for next quarter 下季度预计现金流出额	SA'000
9.1	Research and development 研发	(1,050)
9.2	Product manufacturing and operating costs 产品制造和经营费用	(11,730)
9.3	Advertising and marketing 广告和营销	(7,020)
9.4	Leased assets 租赁资产	(12)
9.5	Staff costs 员工费用	(1,034)
9.6	Administration and corporate costs 管理和公司成本	(245)
9.7	Other (provide details if material) 其他 (提供详细资料)	
9.8	Total estimated cash outflows 总预计现金流出额	(21,091)

10.	Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above) 商业实体的收购和处置 (上文项目 2.1 (b) 和 2.2 (b))	Acquisitions 收购	Disposals 处置
10.1	Name of entity 实体名称		
10.2	Place of incorporation or registration 合并或注册地点		
10.3	Consideration for acquisition or disposal 考虑处置或收购		
10.4	Total net assets 净资产总额		
10.5	Nature of business 业务性质		

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Compliance statement
合规声明

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
此报表遵照符合上市规则 19.11A 的会计准则与政策制备。
- 2 This statement gives a true and fair view of the matters disclosed.
本声明对所披露的事项给出了真实和公正的看法。



28 December 2017

Sign here:
在此签署: (Director/Company secretary)
(董事/公司秘书)

Date:
日期:

Print name: Nicholas Ong

Notes
附注

1.The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.

本季报向提供了一个基础，其为市场提供了在过去的季度实体是怎样融资及对市场现金状况的影响的信息。在此报告包含或附加的注释中对额外信息进行披露的实体是值得鼓励的。

2.If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.

如果本季度报告是根据澳大利亚会计准则编制的，则AASB107：现金流量表的定义和规定适用于本报告。如果本季度报告是根据“上市规则”第91.11A条所规定的其他会计准则编制的，则相应的等效标准适用于本报告。

3.Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.

股息收入应以从经营活动所得的现金流或由投资活动所得的现金流分类，这取决于该实体的会计政策。

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