



BESHOM HOLDINGS BERHAD

B E S H O M

T H E B E S T S T A R T S F R O M H O M E

**4QFY2024
Results Update**

25 June 2024

Contents Financial Highlights FYE2024

Review by Segment

FYE2024 vs. FYE2023

According to the Malaysian Institute of Economic Research (MIER), the Consumer Sentiment Index (CSI) has remained below 100 points for five consecutive quarters since first quarter 2023, with the latest CSI at 87.1 points in first quarter 2024 which indicated the persistency of pessimism amidst the high cost of living and weak purchasing power.

For the year ended 30 April 2024, the Group posted lower revenue and pre-tax profit of RM150.8 million and RM14.5 million respectively, decreased by 13.5% and 40.3% as compared to the previous year's corresponding period of RM174.2 million and RM24.3 million respectively.

FYE2024 vs. FYE2023

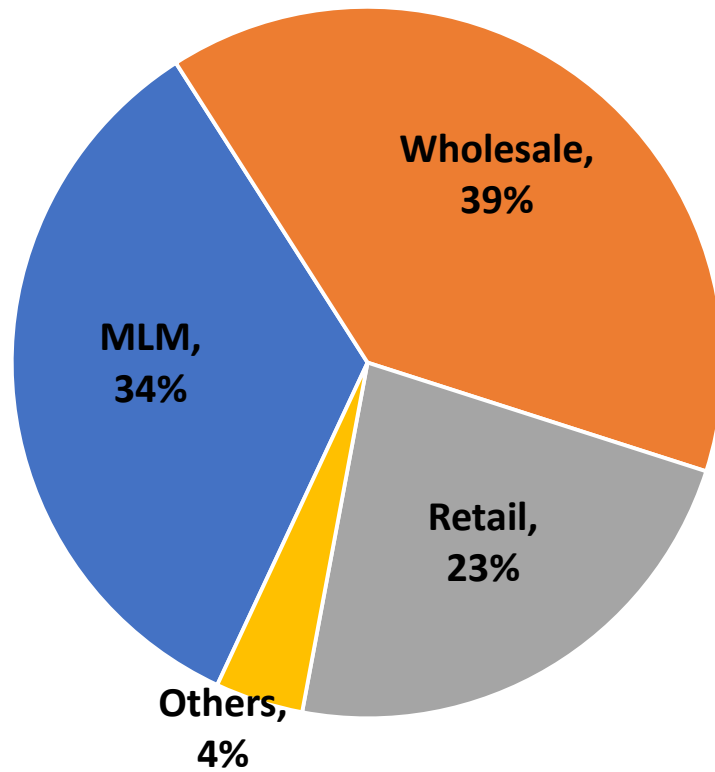
	FYE2024 30 Apr 2024 (RM'mil)	FYE2023 30 Apr 2023 (audited) (RM'mil)	Variance +/-
Revenue	150.77	174.23	-13.5%
Pre-tax Profit	14.49	24.26	-40.3%
Profit After Tax	10.94	16.78	-34.8%
Net Margin (%)	7.3%	9.6%	-2.3%
EPS (sen)	3.61	5.43	-1.82 sen

Statement of Financial Position

	FYE2024 30 Apr 2024 (RM'mil)	FYE2023 30 Apr 2023 (audited) (RM'mil)
Net cash + Short term investment	103.50	95.63
Total assets	349.52	353.18
Total liabilities	27.58	31.41
Shareholders' equity	310.10	309.66
Net assets per share (RM)	1.03	1.03

Segment Revenue

FYE2024



Segment	FYE2024 30 Apr 2024		FYE2023 30 Apr 2023 (audited)	
	(RM'mil)	(%)	(RM'mil)	(%)
MLM	52.06	34%	70.67	41%
Wholesale	58.32	39%	59.75	34%
Retail	34.73	23%	39.01	22%
Others	5.66	4%	4.80	3%
Total	150.77	100%	174.23	100%



B E S H O M

T H E B E S T S T A R T S F R O M H O M E

Review by
Segment

Multi Level Marketing (“MLM”)

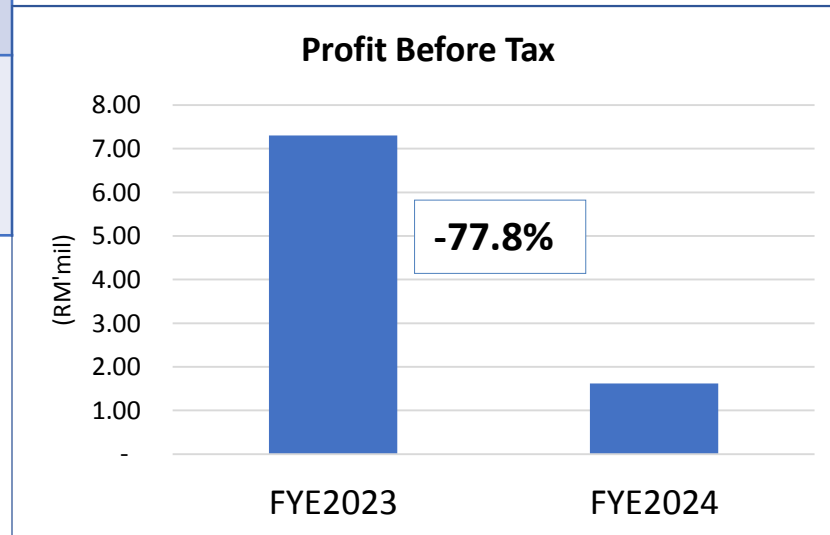
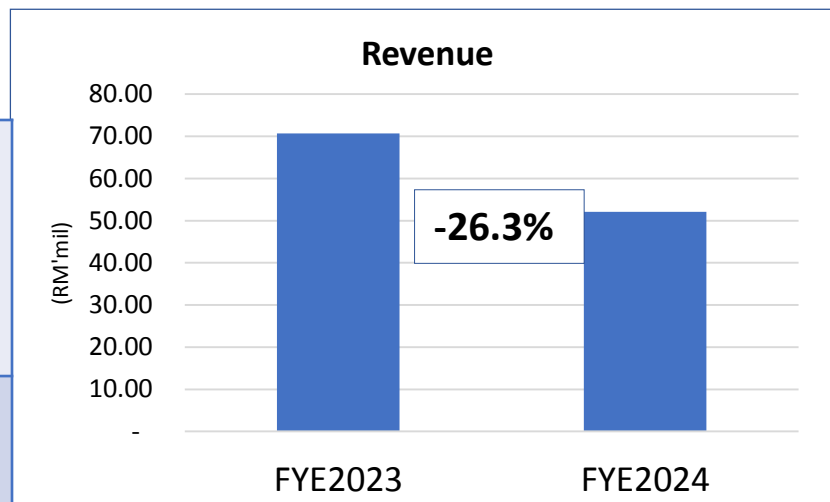
Wholesale

Retail

Others

MLM

MLM Segment	FYE2024 30 Apr 2024 (RM'mil)	FYE2023 30 Apr 2023 (audited) (RM'mil)	Changes (%)
External Revenue	52.06	70.67	-26.3%
Profit Before Tax	1.62	7.30	-77.8%



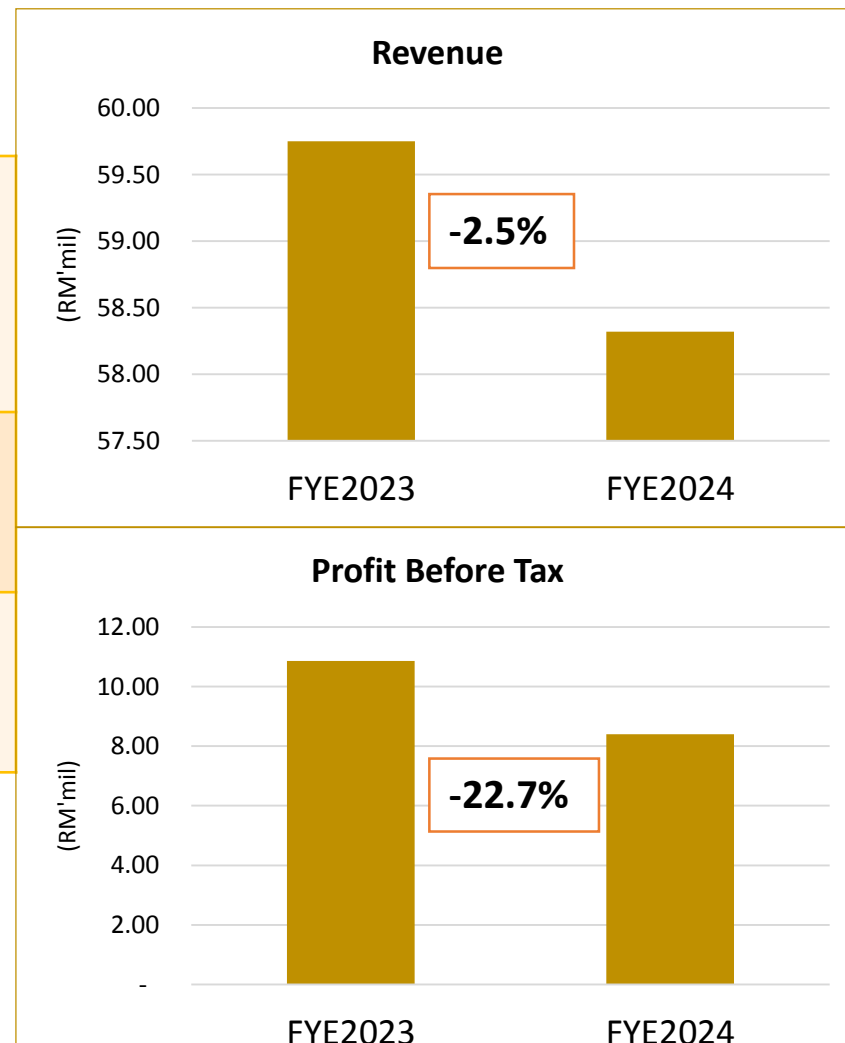
MLM

The MLM division is continuously facing challenges during the financial year, the recovery of business momentum and drive among distributors are not improving despite various marketing activities being carried out. With many new market players entering into MLM industry, members' recruitment and renewal have not been encouraging. This is evident from the less encouraging response to the overseas incentive trip sales campaign launched during the financial year. In addition, divisional financial performance was further dragged by lower margin due to the increase costs in supply chain.

In view of the above, the division recorded lower revenue and pre-tax profit of RM52.1 million and RM1.6 million respectively for the financial year under review

Wholesale

Wholesale Segment	FYE2024 30 Apr 2024 (RM'mil)	FYE2023 30 Apr 2023 (audited) (RM'mil)	Changes (%)
External Revenue	58.32	59.75	-2.5%
Profit Before Tax	8.40	10.86	-22.7%



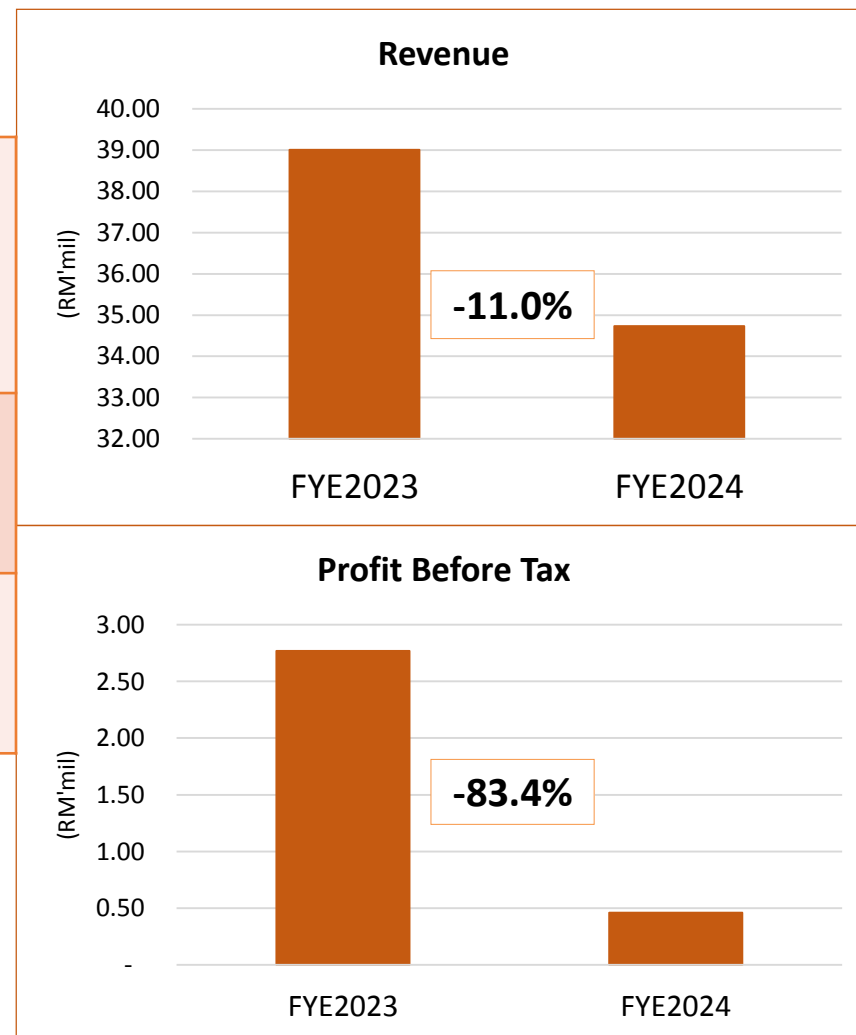
Wholesale

The Wholesale division posted lower revenue of RM58.3 million, decreased marginally by 2.5% as compared to the preceding year of RM59.8 million, mainly attributed to lower sales of Chinese medicated tonic due to higher stock-up by wholesalers during “last-buy” sales promotion prior to the price increased in previous year.

In comparison with higher base in the previous year’s corresponding period which was partly contributed by a gain from the disposal of vintage tea amounting to RM1.7 million and higher contribution from inter-segment sales, the pre-tax profit decreased by 22.7% to RM8.4 million.

Retail

Retail Segment	FYE2024 30 Apr 2024 (RM'mil)	FYE2023 30 Apr 2023 (audited) (RM'mil)	Changes (%)
External Revenue	34.73	39.01	-11.0%
Profit Before Tax	0.46	2.77	-83.4%



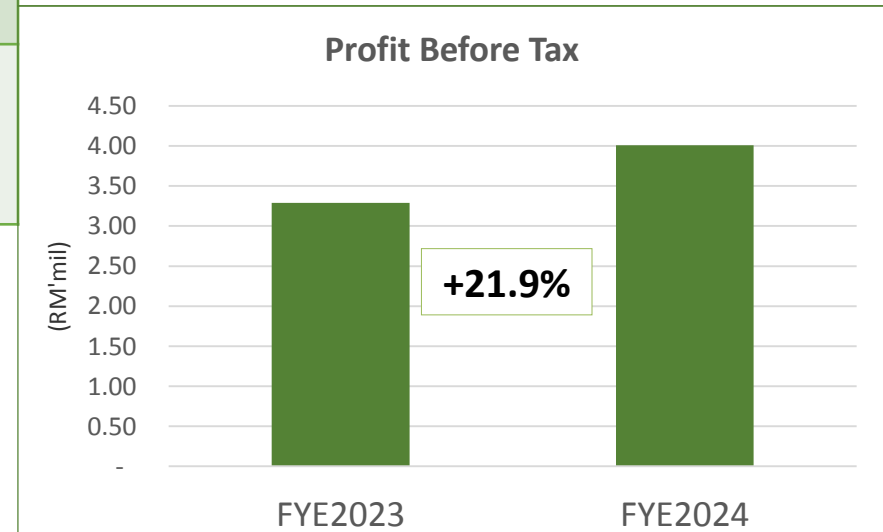
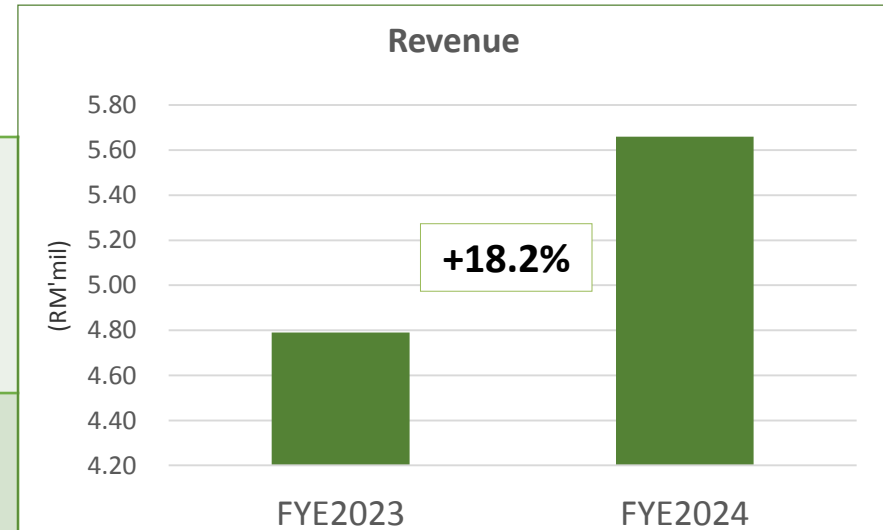
Retail

The retail industry in Malaysia continues to face challenges amid rising cost of living which has adversely affected the purchasing power of consumers especially spending less on non-essential goods. The division registered 11.0% decrease in revenue to RM34.7 million as compared to RM39.0 million in the previous year's corresponding period.

In tandem with lower revenue recorded and higher operating costs arose from higher personnel costs following the revision of minimum wages coupled with lower contribution from premium house brand products, the division recorded lower pre-tax profit of RM0.5 million as compared to RM2.8 million in the previous year's corresponding period.

"Others" segment

"Others" Segment	FYE2024 30 Apr 2024 (RM'mil)	FYE2023 30 Apr 2023 (audited) (RM'mil)	Changes (%)
External Revenue	5.66	4.79	+18.2%
Profit Before Tax	4.01	3.29	+21.9%



"Others" segment

Revenue from the Other division is primarily derived from the rental of investment properties, manufacturing of health supplements and credit & leasing business.

During the financial year under review, pre-tax profit increased by 21.9% to RM4.0 million mainly attributed to a gain on disposal of investment properties and cost optimisation measures carried out in other division resulted lower operating costs incurred.

B E S H O M

THE BEST STARTS FROM HOME

Thank you

Wisma Hai-O, Lot 11995, Batu 2, Jalan Kapar, 41400 Klang, Selangor Darul Ehsan, Malaysia

T. +603-3342 3322 | F. +603-3342 8285 | E. info@beshom.com

www.beshom.com

