



BESHOM HOLDINGS BERHAD

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**1HFY2025  
Results Update**

20 December 2024

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Contents      Financial Highlights 1HFY2025

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Review by Segment

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# 1HFY2025 vs. 1HFY2024

For the first half of the financial year, the Group recorded revenue of RM74.7 million, increased marginally by 2.2% as compared to RM73.1 million in the previous year's corresponding period. The increase in revenue was mainly attributed to higher sales from MLM division. However, gross profit margin decreased from 40.9% to 38.9% which was impacted by higher import cost and change in sales mix, resulted lower pre-tax profit of RM6.1 million recorded.

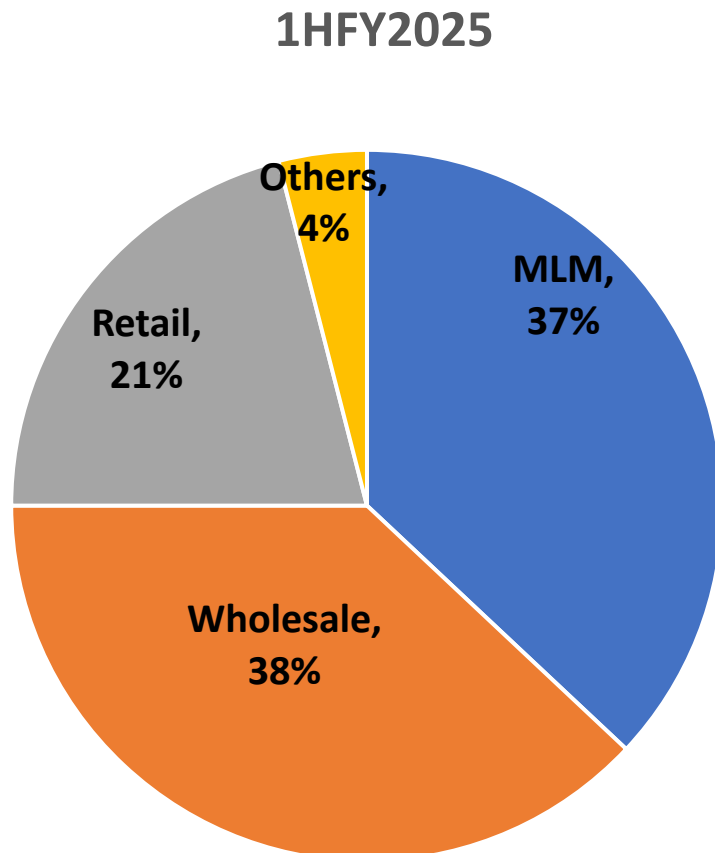
# 1HFY2025 vs. 1HFY2024

	1HFY2025 31 Oct 2024  (RM'mil)	1HFY2024 31 Oct 2023  (RM'mil)	Variance +/-
Revenue	74.72	73.07	+2.2%
Pre-tax Profit	6.06	6.74	-10.1%
Profit After Tax	4.31	4.85	-11.1%
Net Margin (%)	5.8%	6.6%	-0.8%
EPS (sen)	1.52	1.59	-0.07 sen

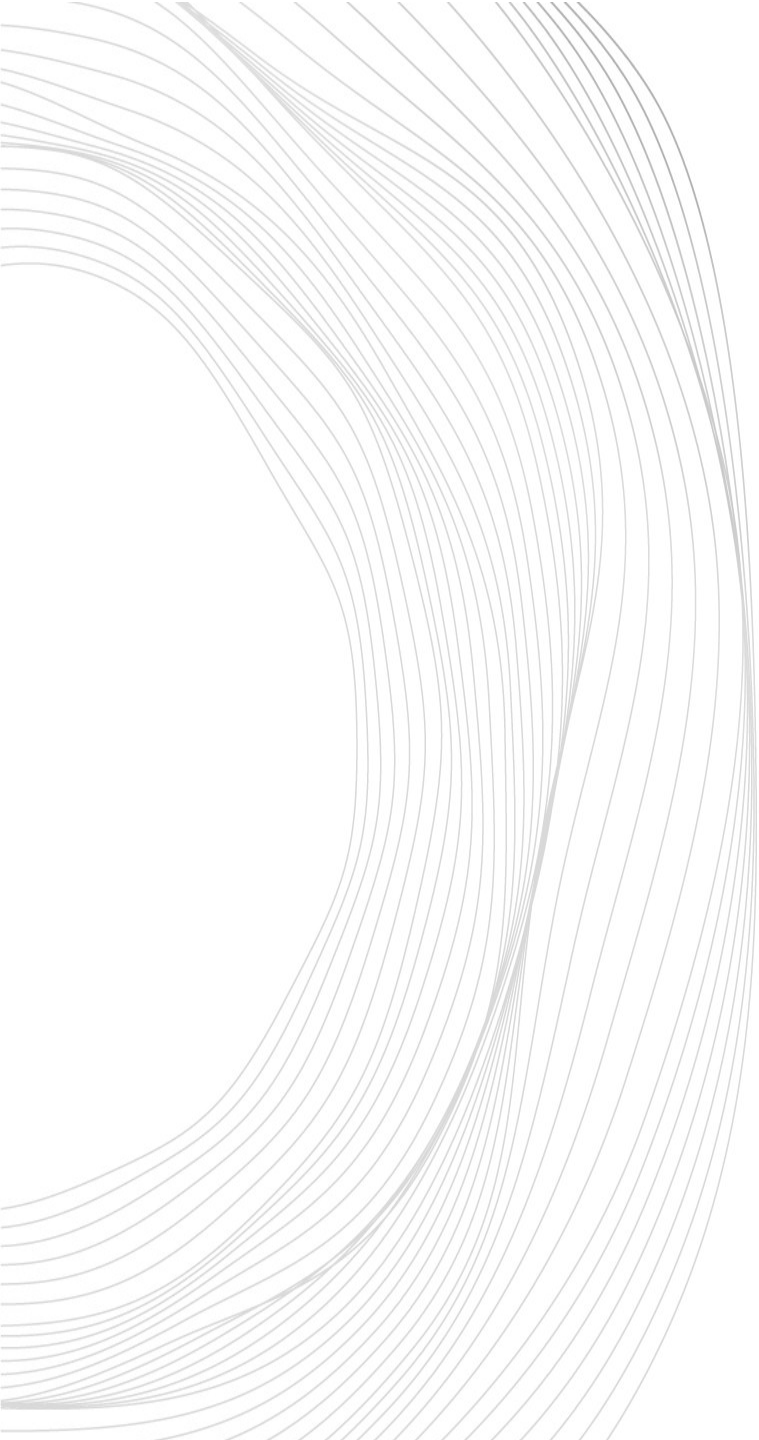
# Statement of Financial Position

	<b>1HFY2025</b> <b>31 Oct 2024</b>  <b>(RM'mil)</b>	<b>FYE2024</b> <b>30 April 2024</b> <b>(audited)</b> <b>(RM'mil)</b>
Net cash + Short term investment	107.71	103.67
Total assets	362.87	349.65
Total liabilities	39.39	27.73
Shareholders' equity	312.08	310.08
Net assets per share (RM)	1.04	1.03

# Segment Revenue



Segment	1HFY2025 31 Oct 2024		1HFY2024 31 Oct 2023	
	(RM'mil)	(%)	(RM'mil)	(%)
MLM	27.85	37%	25.77	35%
Wholesale	28.33	38%	28.99	40%
Retail	15.42	21%	15.46	21%
Others	3.12	4%	2.85	4%
<b>Total</b>	<b>74.72</b>	<b>100%</b>	<b>73.07</b>	<b>100%</b>



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Review by  
Segment

Multi Level Marketing (“MLM”)

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Wholesale

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Retail

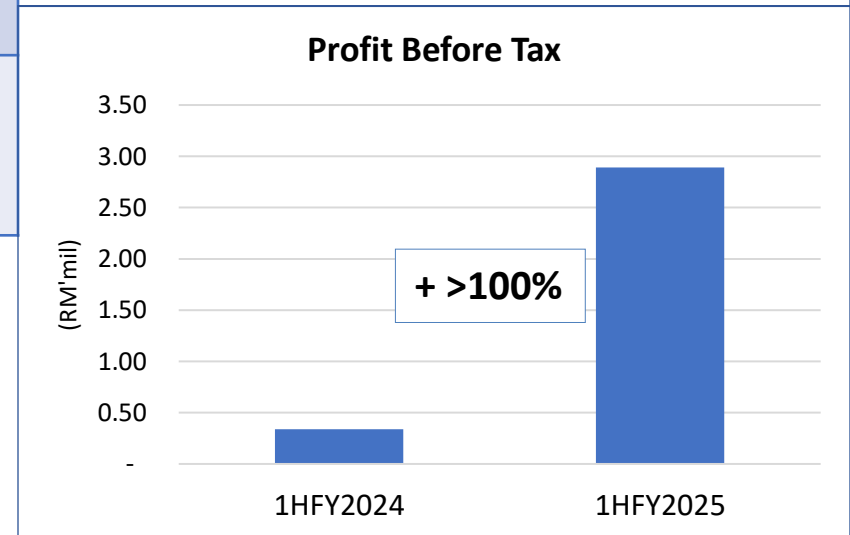
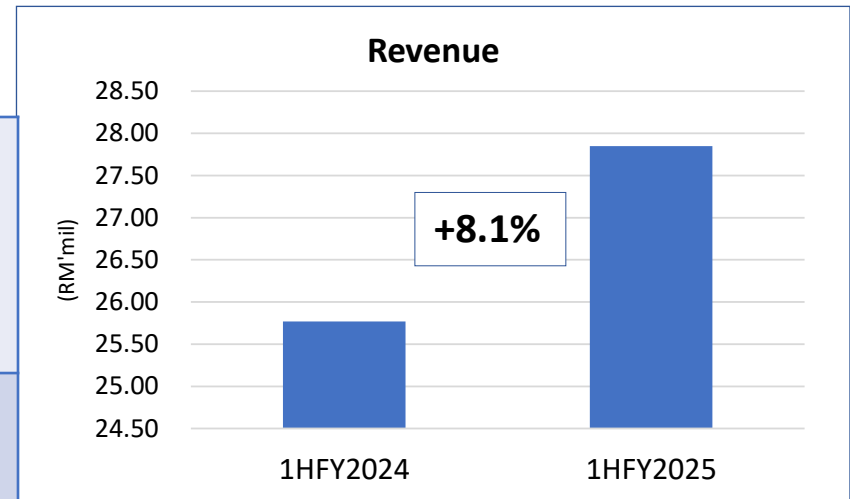
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Others

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# MLM

MLM Segment	1HFY2025 31 Oct 2024  (RM'mil)	1HFY2024 31 Oct 2023  (RM'mil)	Changes  (%)
External Revenue	27.85	25.77	<b>+8.1%</b>
Profit Before Tax	2.89	0.34	<b>+&gt;100%</b>



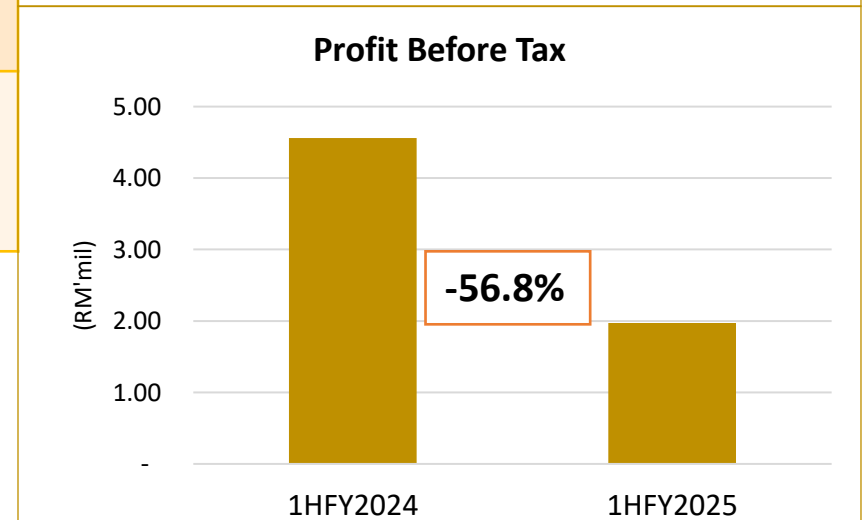
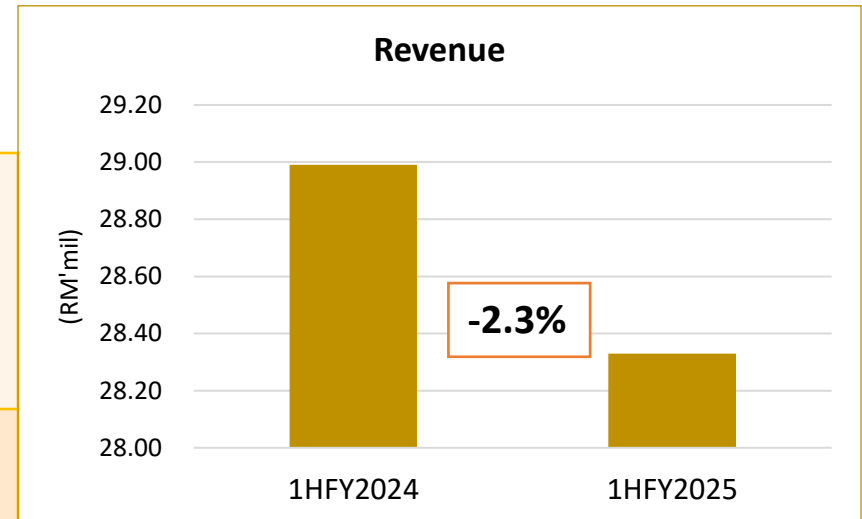
# MLM

The MLM division is focusing on targeted product promotions, particularly for the PB Thera series products which has resulted in higher revenue recorded. Furthermore, the division has implemented several cost saving disciplines including enhancement in inventory management and optimisation of resource utilisation.

Hence, the division recorded higher revenue and pre-tax profit of RM27.9 million and RM2.9 million for the period under review as compared to the preceding year's corresponding quarter of RM25.8 million and RM0.3 million respectively.

# Wholesale

Wholesale Segment	1HFY2025 31 Oct 2024  (RM'mil)	1HFY2024 31 Oct 2023  (RM'mil)	Changes  (%)
External Revenue	28.33	28.99	-2.3%
Profit Before Tax	1.97	4.56	-56.8%



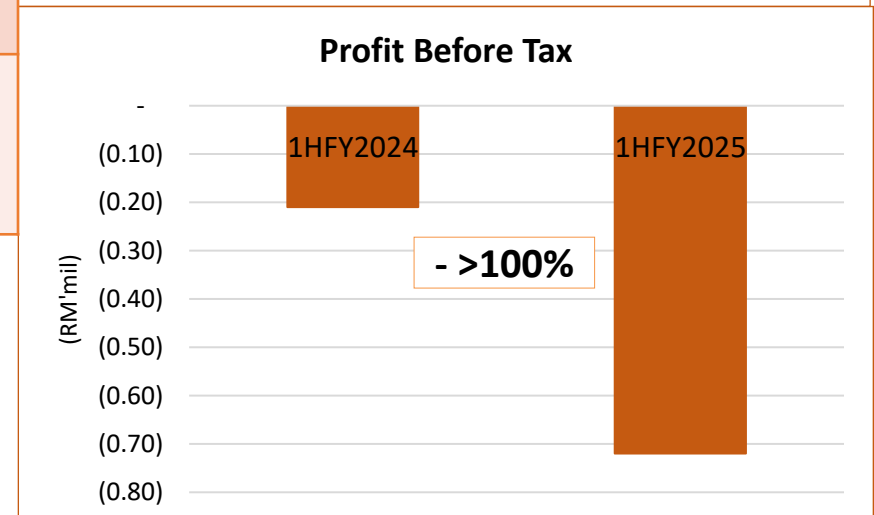
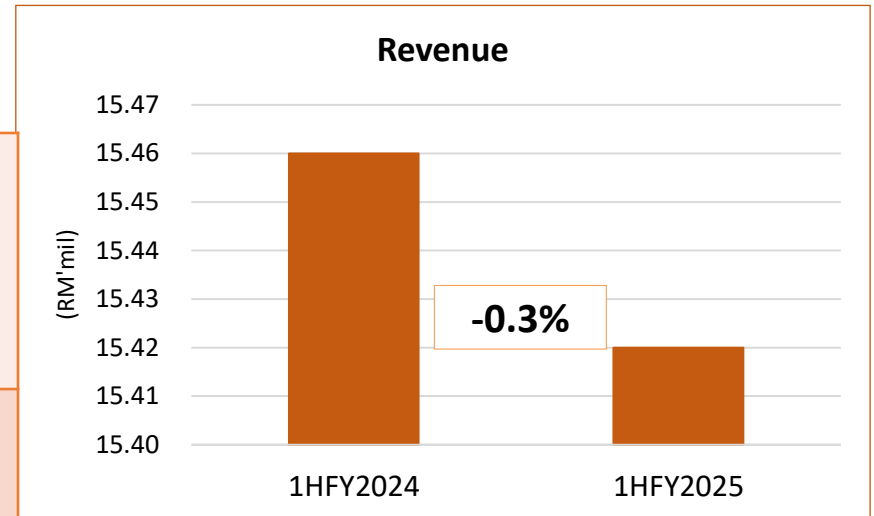
# Wholesale

Divisional revenue decreased marginally by about 2.3% to RM28.3 million as compared to the preceding year's corresponding period of RM29.0 million. During the period under review, the division recorded higher sales from a new range of wellness products but it was offset by lower sales of Chinese medicated tonic and vintage tea.

Pre-tax profit dropped from RM4.6 million to about RM2.0 million mainly attributed to lower gross profit margin which was impacted by higher import costs and change in sales mix.

# Retail

Retail Segment	1HFY2025 31 Oct 2024  (RM'mil)	1HFY2024 31 Oct 2023  (RM'mil)	Changes  (%)
External Revenue	15.42	15.46	-0.3%
Profit Before Tax	-0.72	-0.21	->100%

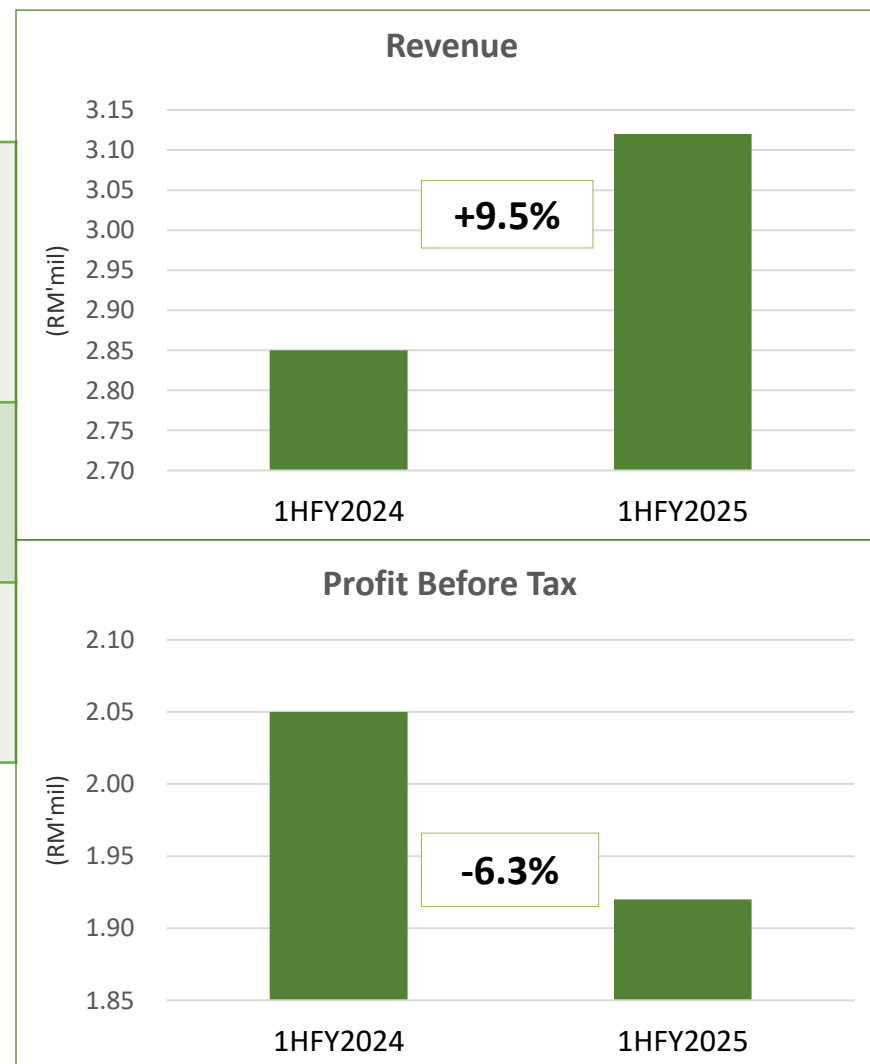


# Retail

Despite the divisional revenue was maintained at RM15.4 million, it recorded higher losses of RM0.7 million. This was mainly due to lower sales of house brand products which carried higher margins during the period under review. In addition, increased operating costs mainly from higher personnel costs and A&P expenses further impacted the bottom line. The challenging economic condition and persistent inflation also put pressure on household purchasing power, causing the retail consumers to be more cautious in spending, especially on discretionary products.

# "Others" segment

"Others" Segment	1HFY2025 31 Oct 2024  (RM'mil)	1HFY2024 31 Oct 2023  (RM'mil)	Changes  (%)
External Revenue	3.12	2.85	<b>+9.5%</b>
Profit Before Tax	1.92	2.05	<b>-6.3%</b>



# "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 period under review, pre-tax profit maintained at about RM2.0 million. Despite higher rental income generated from investment properties, it was offset by lower contribution from the manufacturing activities.

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Thank you

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