



BESHOM HOLDINGS BERHAD

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THE BEST STARTS FROM HOME

**9MFY2026  
Results Update**

26 March 2026

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Contents      Financial Highlights 9MFY2026

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Review by Segment

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# 9MFY2026 vs. 9MFY2025

For the nine month ended 31 January 2026, the Group recorded revenue of RM109.4 million, a decrease of 8.2% as compared to RM119.2 million in the previous year's corresponding period, reflecting challenges in MLM division. Amid heightened geopolitical tensions and global economic slowdown, coupled with domestic policy adjustments such as higher utility tariff rates and the expanded scope of Sales and Service tax (SST) charges, have dampened consumer sentiment resulting in more cautious spending particularly on non-essential products.

Another key factor affecting the Group's revenue was the timing difference of the Chinese New Year (CNY) festive season, which fell into the following quarter in the current financial year. The timing difference of the CNY festive season affected sales performance particularly for both the Wholesale and Retail divisions.

Despite gross profit margin improved by 1.3% from 38.0% to 39.3% mainly attributed to favourable exchange rate, the Group registered lower pre-tax profit of RM7.5 million in the period under review as compared to RM9.0 million in the preceding year corresponding period, decreased by 17.3% mainly due to lower revenue recorded.

# 9MFY2026 vs. 9MFY2025

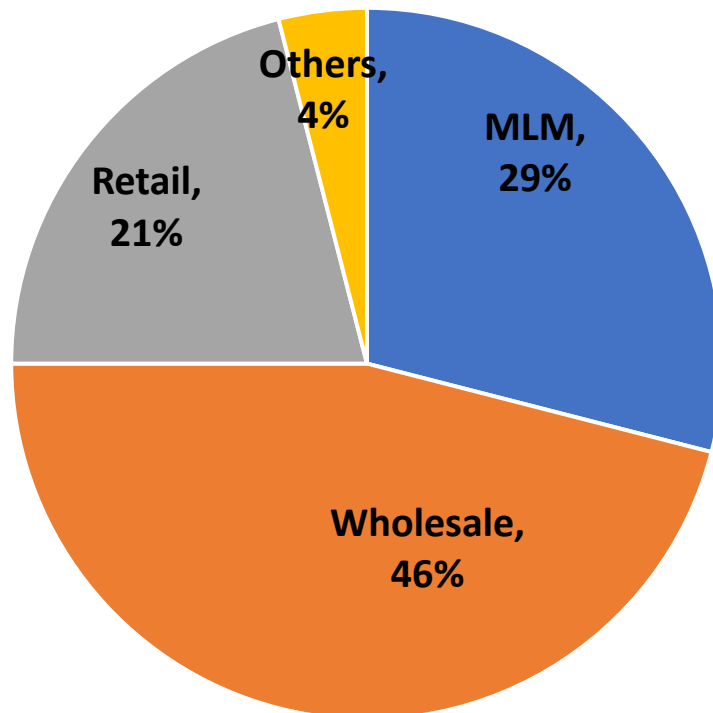
	9MFY2026 31 Jan 2026  (RM'mil)	9MFY2025 31 Jan 2025  (RM'mil)	Variance +/-
Revenue	109.40	119.17	<b>-8.2%</b>
Pre-tax Profit	7.48	9.04	<b>-17.3%</b>
Profit After Tax	5.42	6.34	<b>-14.5%</b>
Net Margin (%)	4.95%	5.32%	<b>-0.37%</b>
EPS (sen)	1.95	2.19	<b>-0.24 sen</b>

# Statement of Financial Position

	<b>9MFY2026</b> <b>31 Jan 2026</b>  <b>(RM'mil)</b>	<b>FYE2025</b> <b>30 April 2025</b> <b>(audited)</b> <b>(RM'mil)</b>
Net cash + Short term investment	92.66	92.56
Total assets	350.41	355.18
Total liabilities	36.13	34.26
Shareholders' equity	303.61	309.51
Net assets per share (RM)	1.01	1.03

# Segment Revenue

9MFY2026



Segment	9MFY2026 31 Jan 2026		9MFY2025 31 Jan 2025	
	(RM'mil)	(%)	(RM'mil)	(%)
Wholesale	49.98	46%	46.58	39%
MLM	31.78	29%	40.73	34%
Retail	23.24	21%	27.34	23%
Others	4.40	4%	4.52	4%
<b>Total</b>	<b>109.40</b>	<b>100%</b>	<b>119.17</b>	<b>100%</b>



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Review by  
Segment

Wholesale

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Multi Level Marketing (“MLM”)

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Retail

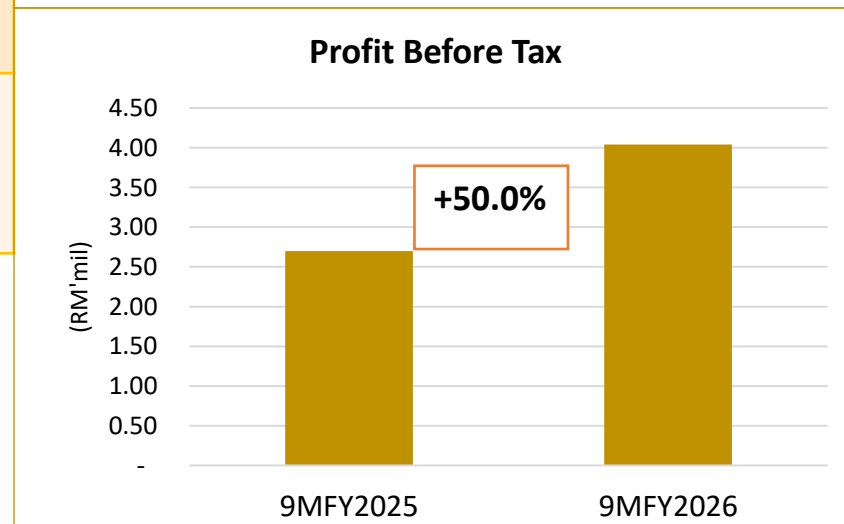
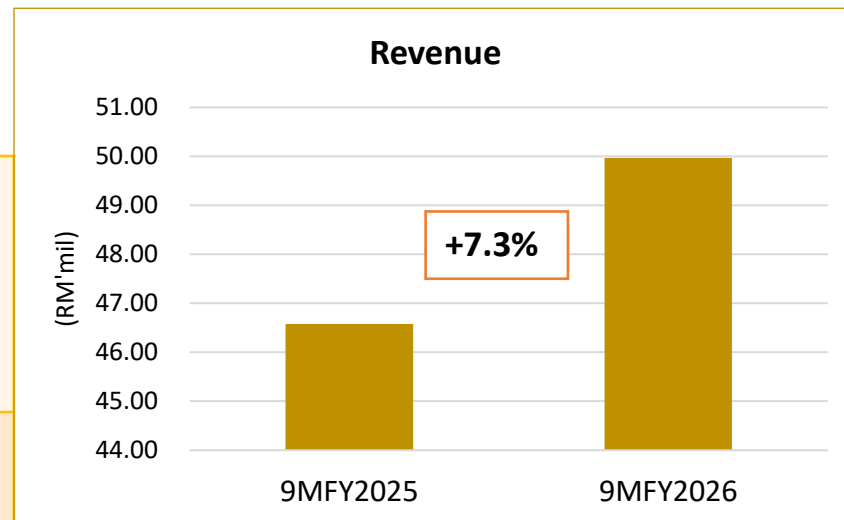
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Others

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# Wholesale

Wholesale Segment	9MFY2026 31 Jan 2026  (RM'mil)	9MFY2025 31 Jan 2025  (RM'mil)	Changes  (%)
External Revenue	50.0	46.58	<b>+7.3%</b>
Profit Before Tax	4.04	2.70	<b>+50.0%</b>



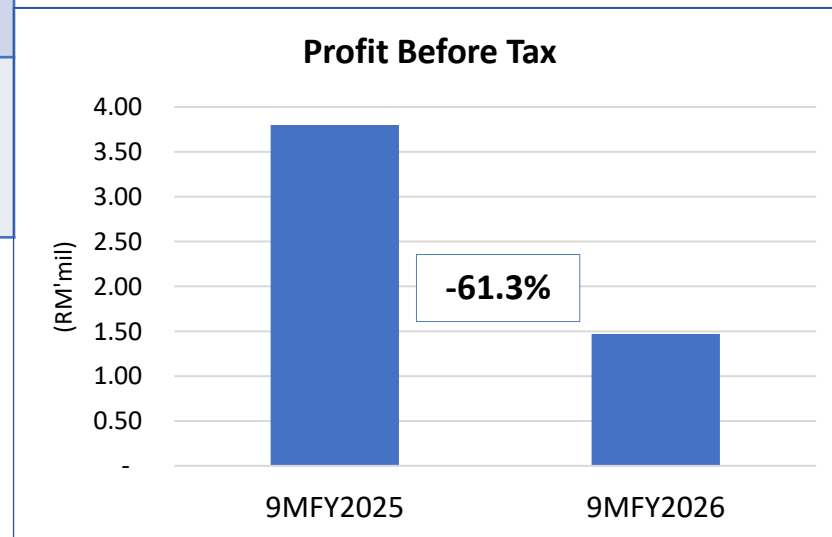
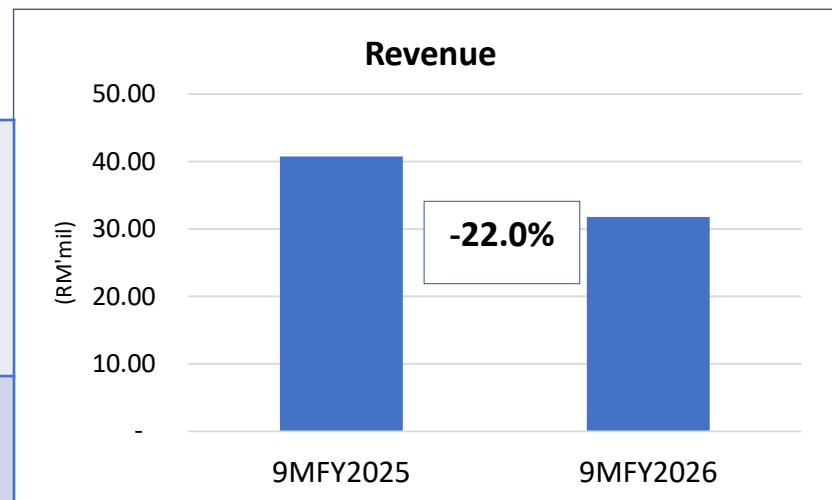
# Wholesale

Divisional revenue increased by 7.3% to RM50.0 million as compared to the preceding year's corresponding period of RM46.6 million. The increase was mainly driven by higher sales of wellness products, partially offset by lower sales of Chinese medicated tonic and reduced orders from duty-free shops.

Higher revenue coupled with an improved profit margin due to favourable exchange rate, and on-going cost optimisation measure, resulted the pre-tax profit increased by 50.0% to RM4.0 million.

# MLM

MLM Segment	9MFY2026 31 Jan 2026  (RM'mil)	9MFY2025 31 Jan 2025  (RM'mil)	Changes  (%)
External Revenue	31.78	40.73	<b>-22.0%</b>
Profit Before Tax	1.47	3.80	<b>-61.3%</b>



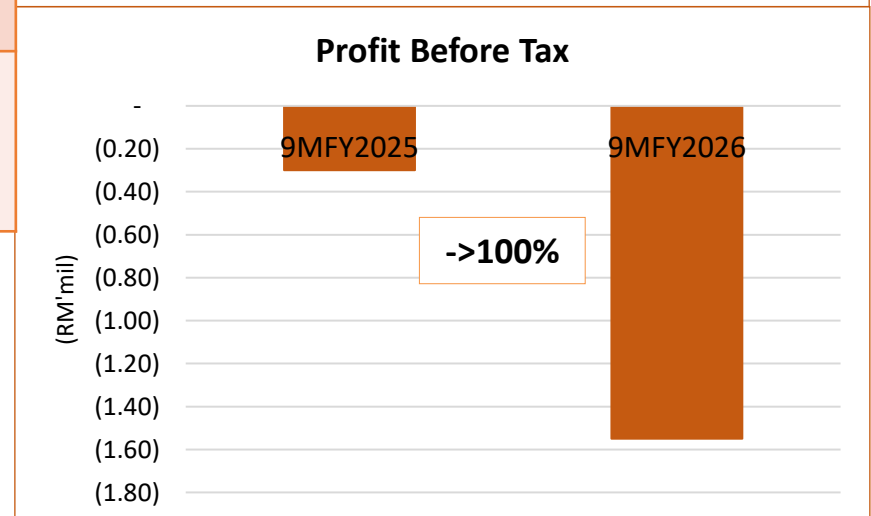
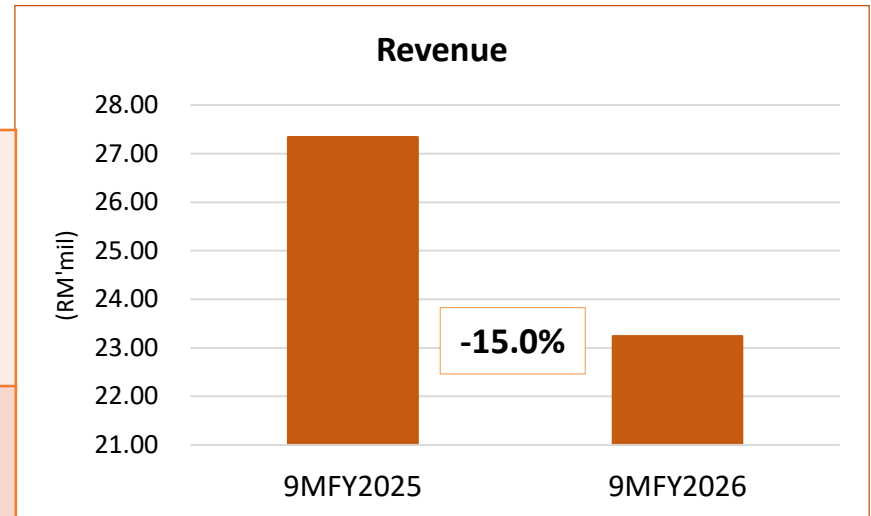
# MLM

Amid a challenging business environment, the division continued to face headwinds arising from the elevated cost of living and lower purchasing power, which affected members' ability to sell despite the various promotional activities and incentive campaigns carried out during the period under review. This is evident from the less encouraging response to the overseas incentive trip sales campaign launched in the period under review. Furthermore, the division continued to experience competition pressure from other MLM players and growing gig economy particularly in the area of member recruitment. To mitigate these challenges, the division will continue to review and strengthen its member recruitment and retention strategies, enhance the effectiveness of its activities to improve and drive business momentum.

In view of the above, the division registered lower revenue and pre-tax profit of RM31.8 million and RM1.5 million, a decrease of 22.0% and 61.3% respectively in the period under review.

# Retail

Retail Segment	9MFY2026 31 Jan 2026  (RM'mil)	9MFY2025 31 Jan 2025  (RM'mil)	Changes  (%)
External Revenue	23.24	27.34	-15.0%
Profit Before Tax	-1.55	-0.30	->100%



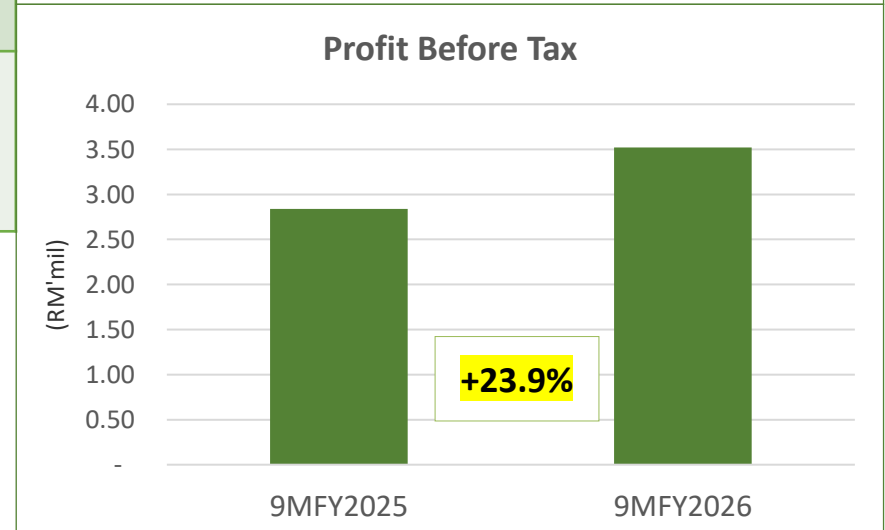
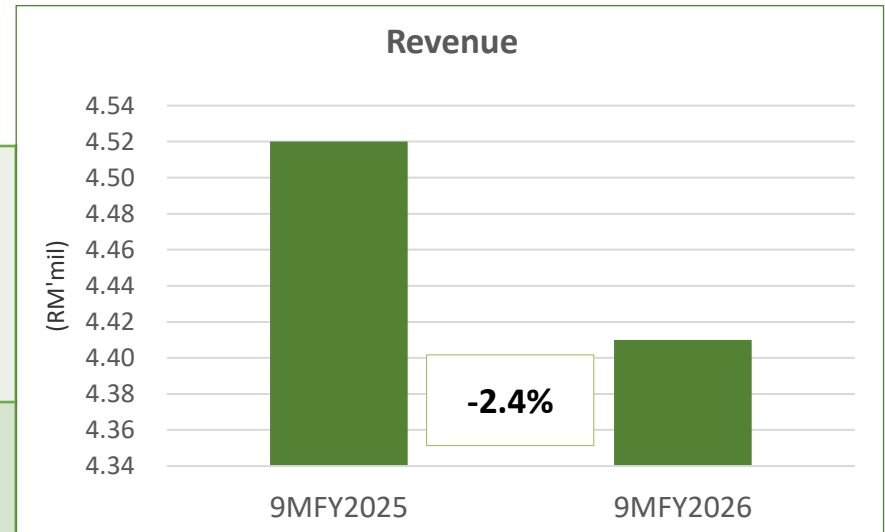
# Retail

Divisional revenue decreased by 15.0% to RM23.2 million and recorded a loss of RM1.6 million. The decline was mainly attributable to the timing of the CNY festive season, where a portion of the festive sales fell into the subsequent quarter in the current financial year as compared to the higher base in previous year's corresponding period. Besides, lower contribution from house brand products which carried higher margins further dampened the performance of the division. Subdued consumer sentiment and reduced disposable income continued to weigh on consumer spending, resulting in consumer scale back spending on non-essential goods.

Despite these challenges, the division continued to leverage on e-commerce platforms, supported by an aggressive promotional campaign, which contributed positively to the top line.

# "Others" segment

"Others" Segment	9MFY2026 31 Jan 2026  (RM'mil)	9MFY2025 31 Jan 2025  (RM'mil)	Changes  (%)
External Revenue	4.41	4.52	-2.4%
Profit Before Tax	3.52	2.84	<b>+23.9%</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.

Despite the lower contribution from manufacturing activities, higher rental income from investment properties resulted in a 23.9% increased in pre-tax profit to RM3.5 million for the period under review.

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**Thank you**

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