



**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**

**4QFY2023  
Results Update**

23 June 2023

---

Contents      Financial Highlights FYE2023

---

Review by Segment

---

# FYE2023 vs. FYE2022

For the year ended 30 April 2023, the Group posted lower revenue of RM174.2 million which represented a decrease of 16.9% as compared to RM209.6 million in the previous financial year's corresponding period, reflecting continued challenges in the MLM division.

Reflecting lower revenue and higher marketing costs, the Group pre-tax profit decreased by 40.2% to RM24.1 million as compared to RM40.3 million in the previous year's corresponding period. Gross profit margin of 42% was slightly lifted by higher sales of selected Chinese medicated tonic and cooking wine which command higher margin.

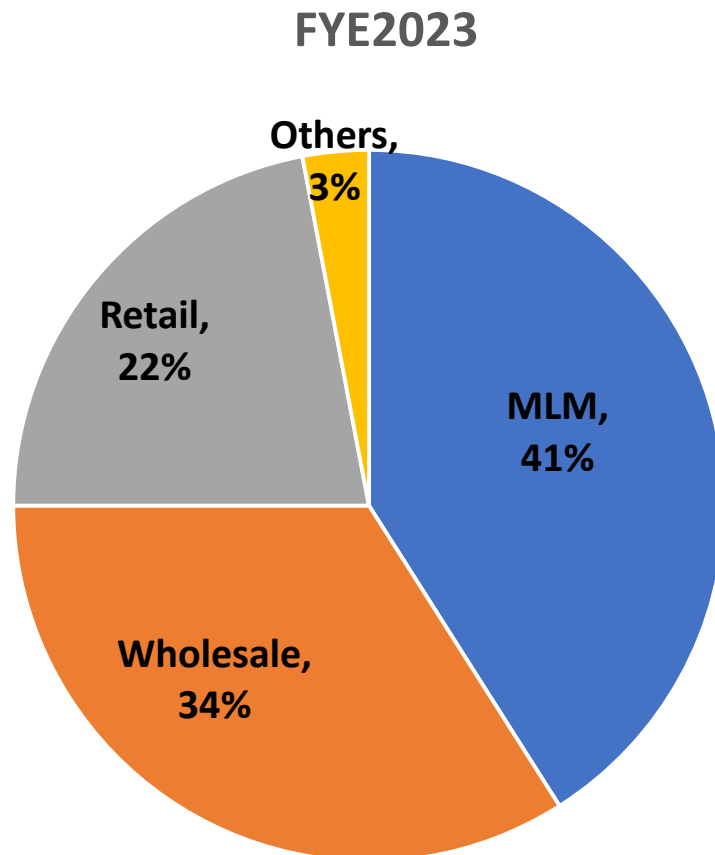
# FYE2023 vs. FYE2022

	<b>FYE2023 30 Apr 2023  (RM'mil)</b>	<b>FYE2022 30 Apr 2022 (audited) (RM'mil)</b>	<b>Variance +/-</b>
Revenue	174.16	209.56	<b>-16.9%</b>
Pre-tax Profit	24.10	40.30	<b>-40.2%</b>
Profit After Tax	16.59	28.93	<b>-42.7%</b>
Net Margin (%)	9.5%	13.8%	<b>-4.3%</b>
EPS (sen)	5.39	9.46	<b>-4.07 sen</b>

# Statement of Financial Position

	<b>FYE2023</b> <b>30 Apr 2023</b>  <b>(RM'mil)</b>	<b>FYE2022</b> <b>30 Apr 2022</b> <b>(audited)</b> <b>(RM'mil)</b>
Net cash + Short term investment	95.23	117.29
Total assets	353.55	370.14
Total liabilities	32.74	41.04
Shareholders' equity	308.77	317.06
Net assets per share (RM)	1.03	1.06

# Segment Revenue



Segment	FYE2023 30 Apr 2023		FYE2022 30 Apr 2022 (audited)	
	(RM'mil)	(%)	(RM'mil)	(%)
MLM	70.72	41%	115.40	55%
Wholesale	59.63	34%	53.13	25%
Retail	39.01	22%	36.96	18%
Others	4.79	3%	4.07	2%
<b>Total</b>	<b>174.16</b>	<b>100%</b>	<b>209.56</b>	<b>100%</b>



# **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

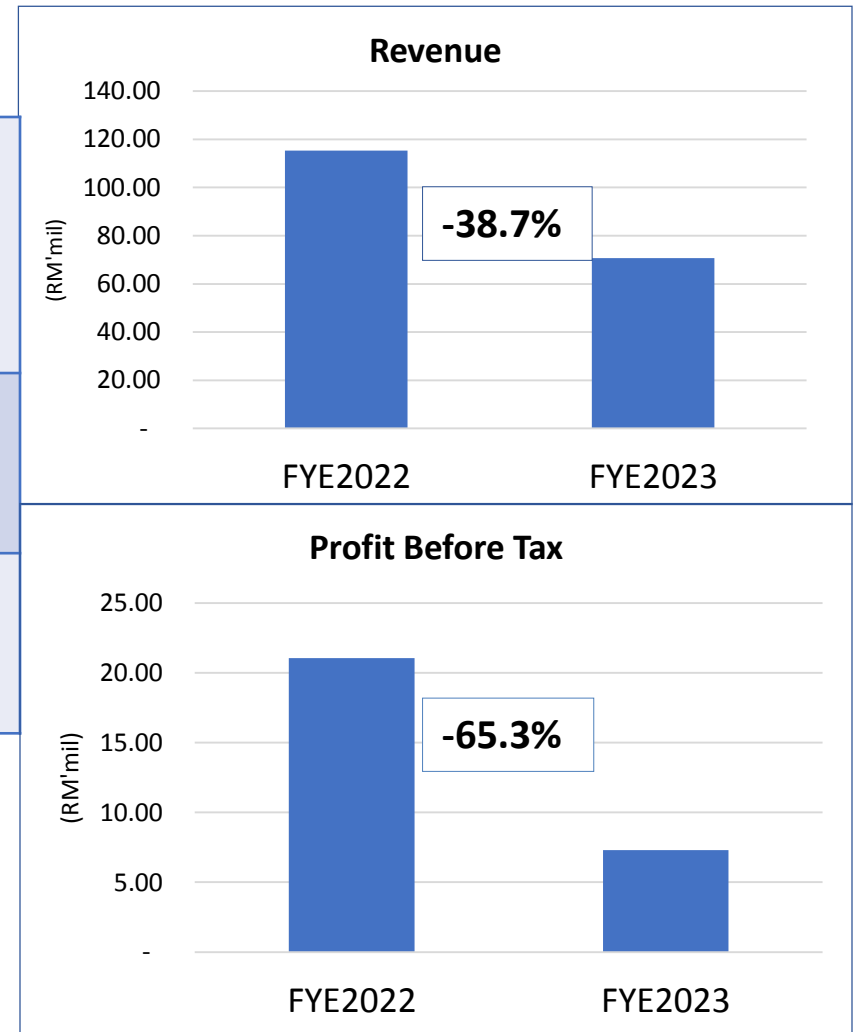
---

Others

---

## MLM

MLM Segment	FYE2023 30 Apr 2023  (RM'mil)	FYE2022 30 Apr 2022  (RM'mil)	Changes  (%)
External Revenue	70.72	115.40	<b>-38.7%</b>
Profit Before Tax	7.30	21.06	<b>-65.3%</b>





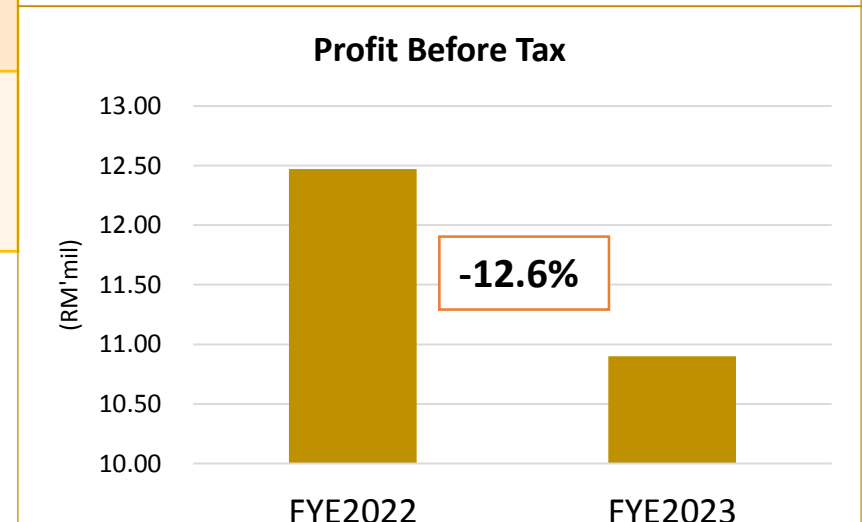
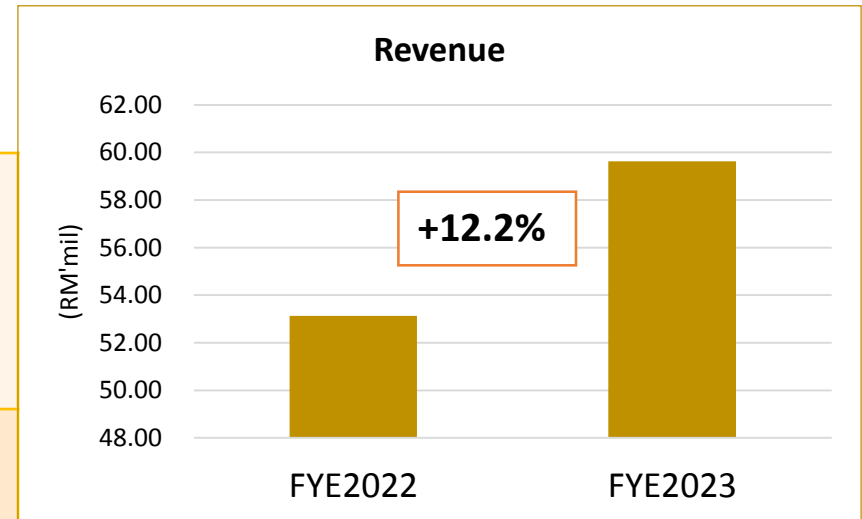
# MLM

The MLM division has faced continuous challenges during the year under review. Persistent inflationary pressures and weak purchasing power have hurt members' ability to spend especially on non-essential goods, dampening their response to various rebates, marketing and incentive trip campaigns. The emergence of new MLM companies and other marketing platforms has diluted our market shares as reflected in the slowdown of members' recruitment and renewal. Furthermore, uncertainties on global and domestic economic outlook have taken a big toll on consumer sentiment.

To rejuvenate business momentum, the division has carried out various physical events (including the 30th anniversary event) to rebuild drive and reinitil confidence among distributors, thus incurring additional marketing and promotion expenditure. Against the above background, divisional revenue and pre-tax profit decreased by 38.7% and 65.3% to RM70.7 million and RM7.3 million, respectively.

# Wholesale

Wholesale Segment	FYE2023 30 Apr 2023  (RM'mil)	FYE2022 30 Apr 2022  (RM'mil)	Changes  (%)
External Revenue	59.63	53.13	+12.2%
Profit Before Tax	10.90	12.47	-12.6%



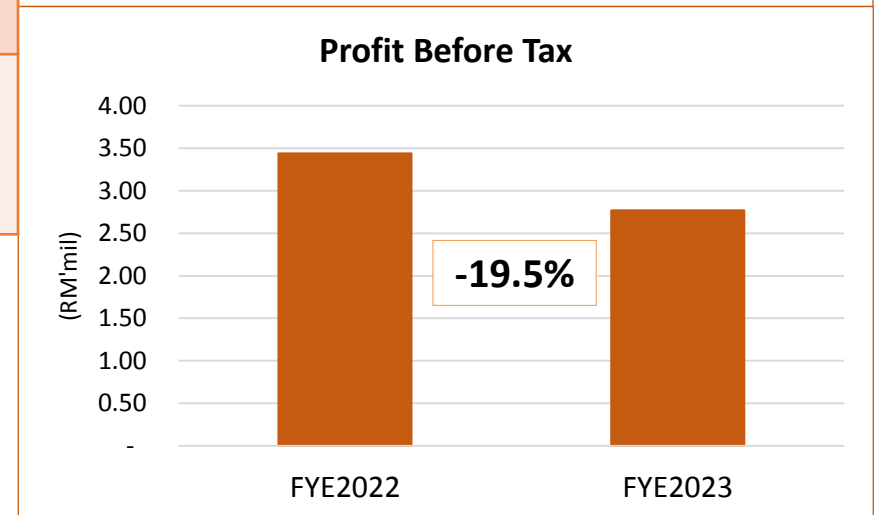
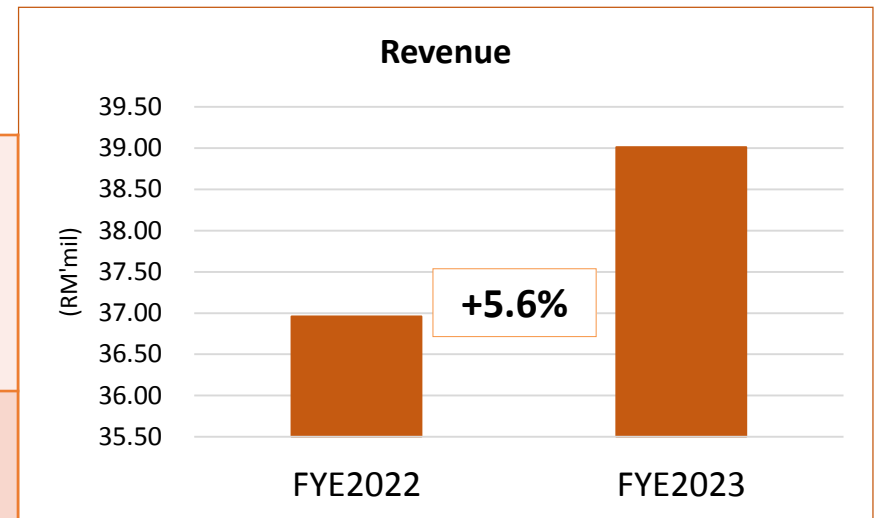
# Wholesale

During the financial year under review, Wholesale division revenue increased by 12.2% to RM59.6 million as compared to the preceding year's corresponding period of RM53.1 million. Higher revenue was mainly boosted by the "last-buy" sales promotion prior to the price increase for selected Chinese medicated tonic and cooking wine during the financial year under review. The implementation of a revised incentive scheme has effectively motivated salesmen to aggressively push sales. In addition, sales to duty free shops have increased substantially following the resumption of tourism activities.

However, higher sales & marketing costs incurred on new FMCG products and branding exercise, coupled with lower contribution from inter-segment sales, resulted in pre-tax profit decreasing by 12.6% to RM10.9 million.

# Retail

Retail Segment	FYE2023 30 Apr 2023 (RM'mil)	FYE2022 30 Apr 2022 (RM'mil)	Changes (%)
External Revenue	39.01	36.96	+5.6%
Profit Before Tax	2.77	3.44	-19.5%



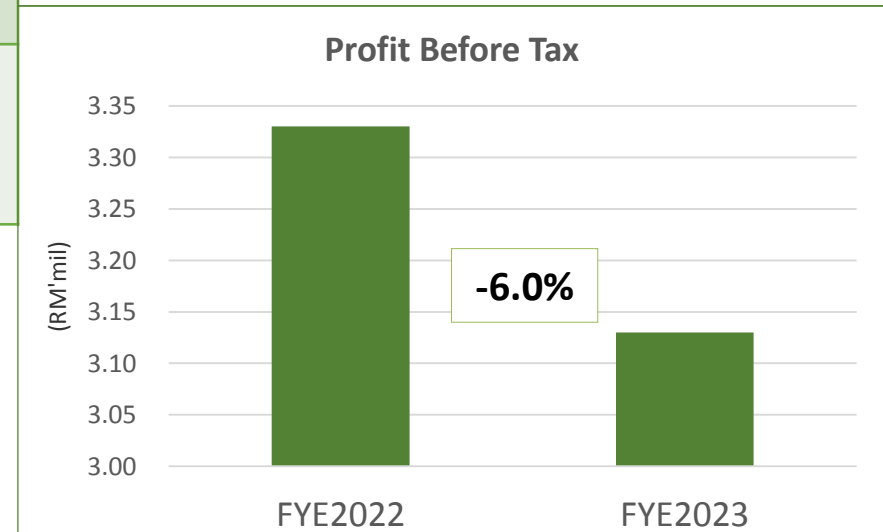
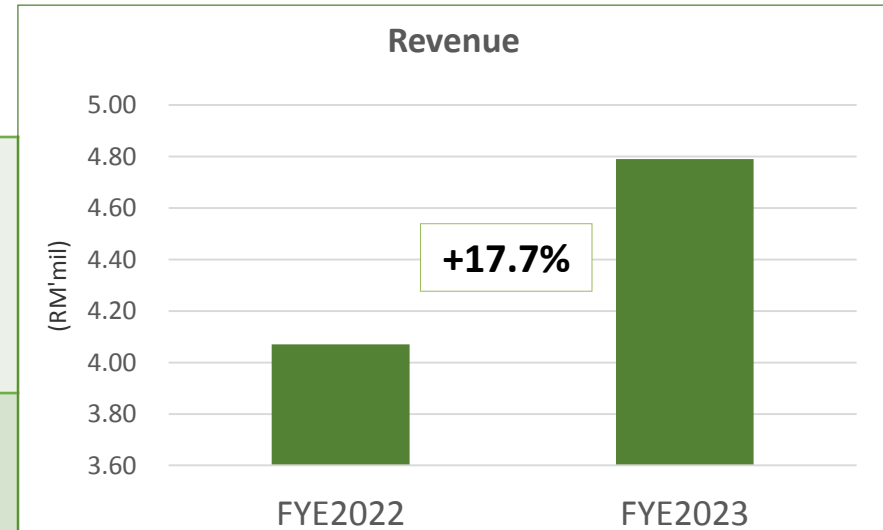
# Retail

The division achieved higher revenue of RM39.0 million, an increase of 5.6% as compared to RM36.9 million in the previous year's corresponding period. The comparison was against a lower base in the previous year's corresponding period which was affected by the imposition of various phases of MCOs.

Despite higher revenue, pre-tax profit fell by 19.5% to RM2.8 million due to higher operating costs with all outlets having resumed business on full scale operations. The reinstatement to full rentals and the revision of minimum wages have further elevated operating costs and negatively impacted the bottom line.

# "Others" segment

"Others" Segment	FYE2023 30 Apr 2023  (RM'mil)	FYE2022 30 Apr 2022  (RM'mil)	Changes  (%)
External Revenue	4.79	4.07	+17.7%
Profit Before Tax	3.13	3.33	-6.0%



# "Others" segment

Revenue comprises mainly rental income from investment properties, manufacturing of health supplements and credit & leasing business. The main revenue contributor is from the rental of investment properties.

Higher rental income generated from investment properties was offset by lower manufacturing contribution as a result of reduced inter-segment orders. Correspondingly, pre-tax profit decreased by 6.0% to RM3.1 million.

# 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](mailto:info@beshom.com)

[www.beshom.com](http://www.beshom.com)

