



BESHOM HOLDINGS BERHAD

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**4QFY2022
Results Update**

24 Jun 2022

Contents Financial Highlights FYE2022

Review by Segment

FYE2022 vs. FYE2021

The Group's revenue was affected by the re-imposition of MCOs in the first half of the current financial year to combat the resurgence of the COVID-19 pandemic. For the year ended 30 April 2022, the Group posted lower revenue of RM209.6 million, a decrease of 22.8% as compared to the previous year's corresponding period of RM271.4 million. Higher revenue in the Retail division was not able to offset the overall drop in the Group revenue.

Gross profit margin improved to 41.2% from 38.8% in the previous year's corresponding period, thanks to a favourable change of sales mix, price adjustments on selected Wholesale products and profit from the sale of vintage tea during the year under review.

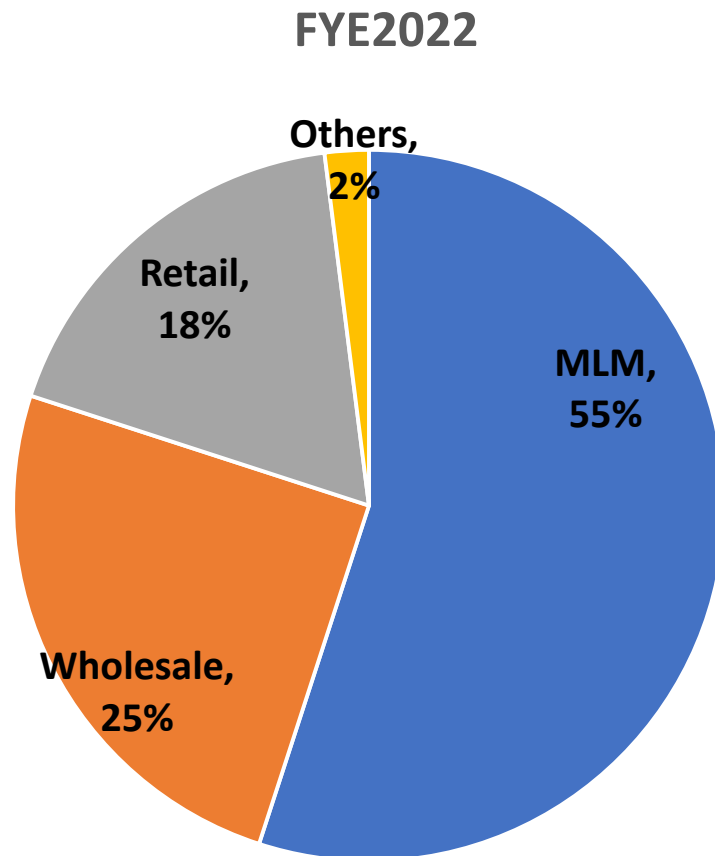
FYE2022 vs. FYE2021

	FYE2022 30 Apr 2022 (RM'mil)	FYE2021 30 Apr 2021 (audited) (RM'mil)	Variance +/-
Revenue	209.56	271.39	-22.8%
Pre-tax Profit	40.14	52.28	-23.2%
Profit After Tax	29.23	38.93	-24.9%
Net Margin (%)	13.9%	14.3%	-0.4%
EPS (sen)	9.60	13.39	-3.79 sen

Statement of Financial Position

	FYE2022 30 Apr 2022 (RM'mil)	FYE2021 30 April 2021 (audited) (RM'mil)
Net cash + Short term investment	117.29	113.45
Total assets	370.70	371.50
Total liabilities	41.31	48.40
Shareholders' equity	317.53	312.76
Net assets per share (RM)	1.06	1.08

Segment Revenue



Segment	FYE2022 30 Apr 2022		FYE2021 30 Apr 2021 (audited)	
	(RM'mil)	(%)	(RM'mil)	(%)
MLM	115.40	55%	172.45	63%
Wholesale	53.13	25%	58.55	22%
Retail	36.96	18%	35.80	13%
Others	4.07	2%	4.59	2%
Total	209.56	100%	271.39	100%



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Review by
Segment

Multi Level Marketing (“MLM”)

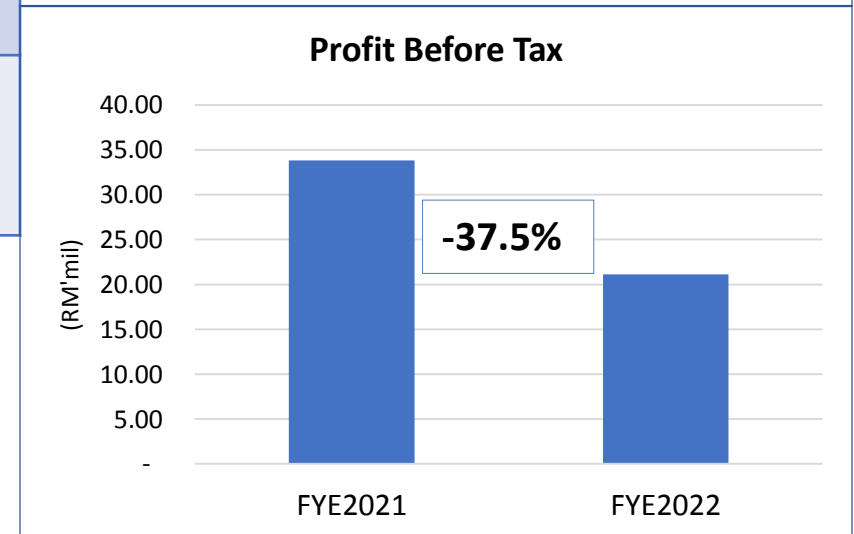
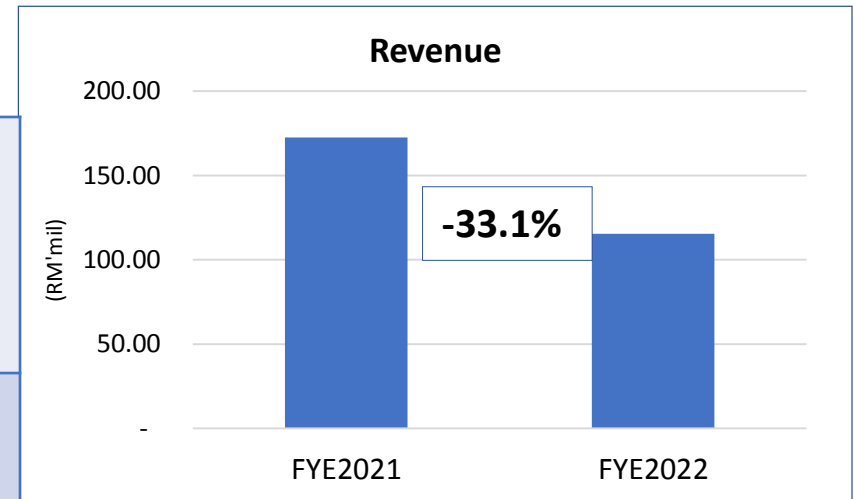
Wholesale

Retail

Others

MLM

MLM Segment	FYE2022 30 Apr 2022 (RM'mil)	FYE2021 30 Apr 2021 (RM'mil)	Changes (%)
External Revenue	115.40	172.45	-33.1%
Profit Before Tax	21.12	33.81	-37.5%



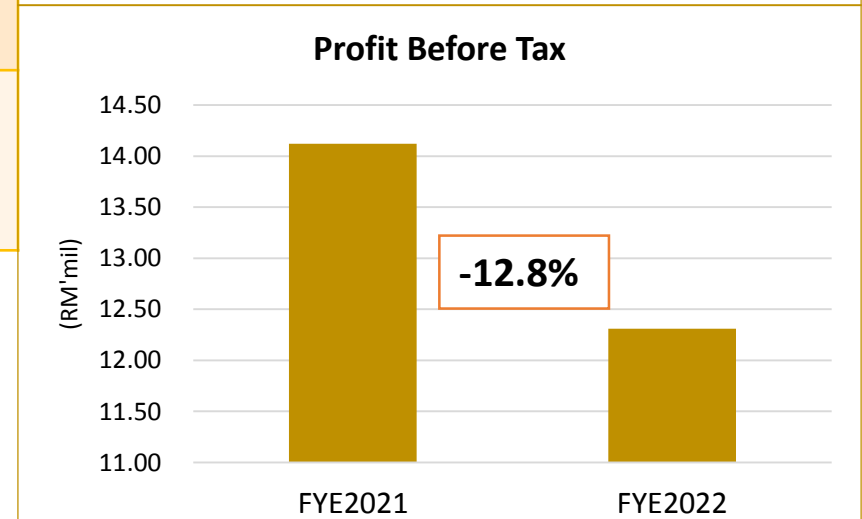
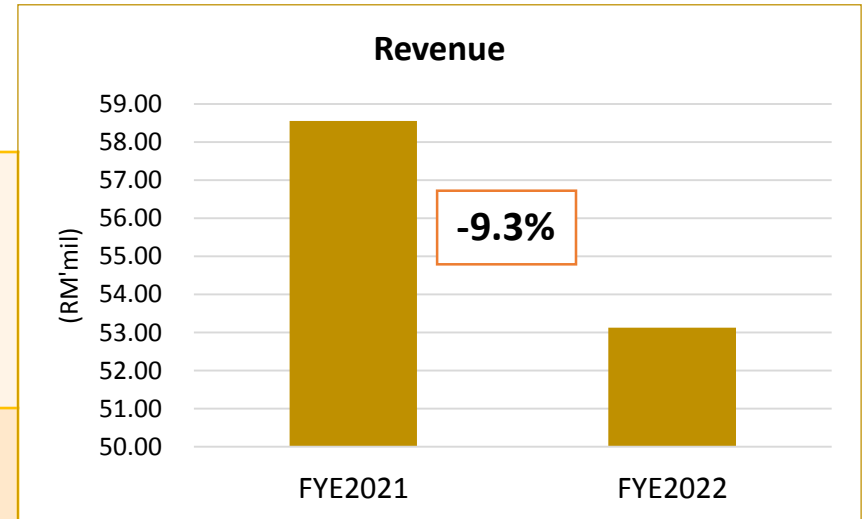
MLM

The MLM division has experienced a very challenging year. In the first half of the financial year, the division was badly affected by stringent SOPs imposed by the Government to disallow physical marketing activities and mega events. Despite the reopening of economy and social activities in the 3rd quarter, rising inflationary pressures have significantly affected members' purchasing power and willingness to spend especially on non-essential goods, while new members' recruitment and renewal were also slow.

For the FYE 2022, divisional revenue and pre-tax profit decreased by 33.1% and 37.5% to RM115.4 million and RM21.1 million, as compared to RM172.5 million and RM33.8 million respectively in the preceding year's corresponding period. Revenue in the previous year's corresponding period was boosted by overwhelming response to Duit Raya and other sales campaigns and supported by a higher distributor base.

Wholesale

Wholesale Segment	FYE2022 30 Apr 2022 (RM'mil)	FYE2021 30 Apr 2021 (RM'mil)	Changes (%)
External Revenue	53.13	58.55	-9.3%
Profit Before Tax	12.31	14.12	-12.8%

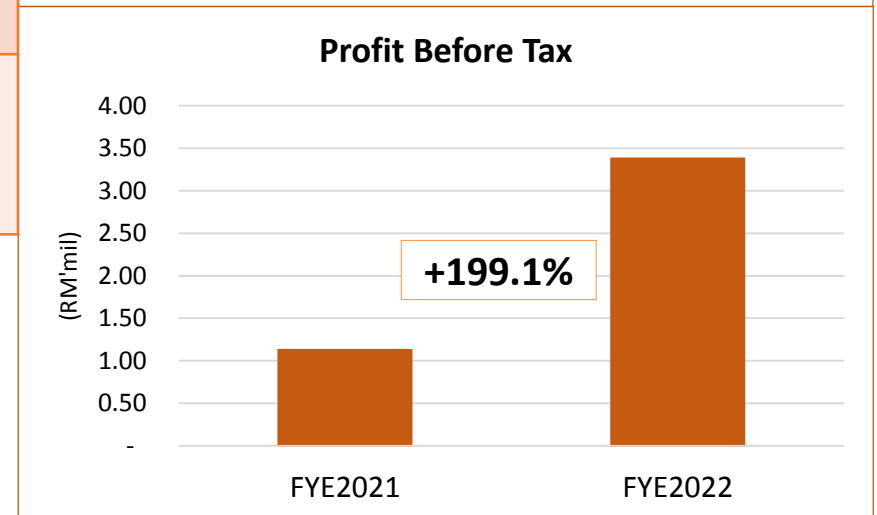
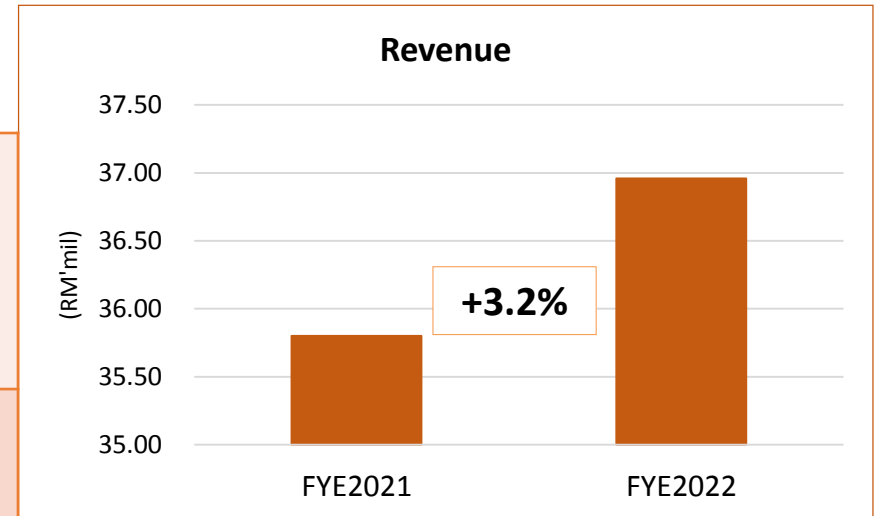


Wholesale

For the FYE 2022, the Wholesale division recorded lower revenue and pre-tax profit of RM53.1 million and RM12.3 million, down by 9.3% and 12.8% as compared to the preceding year's corresponding period of RM58.6 million and RM14.1 million, respectively. The performance of the Wholesale division was affected by various COVID restrictions imposed during the first half of the financial year. Despite the reopening of the economy in the second half of the financial year, the subsequent increase in sales was not able to offset the larger drop in the first six months of the financial year.

Retail

Retail Segment	FYE2022 30 Apr 2022 (RM'mil)	FYE2021 30 Apr 2021 (RM'mil)	Changes (%)
External Revenue	36.96	35.80	+3.2%
Profit Before Tax	3.38	1.13	+199.1%



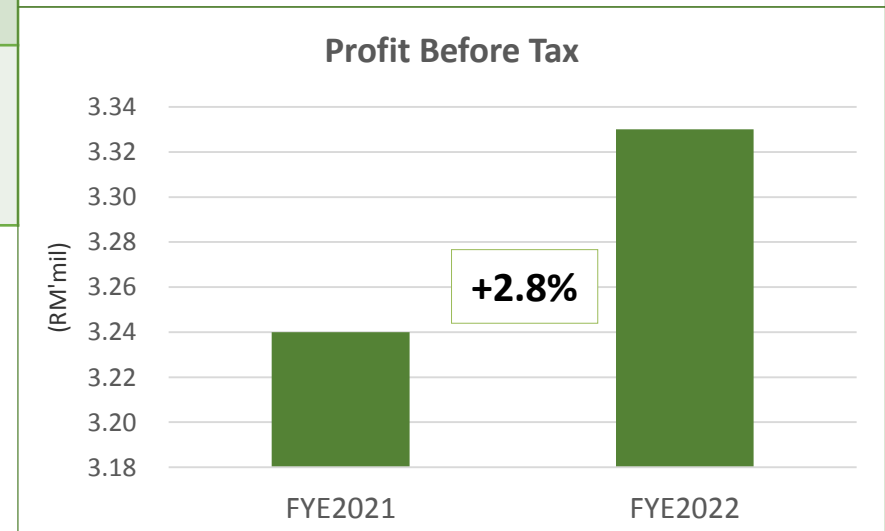
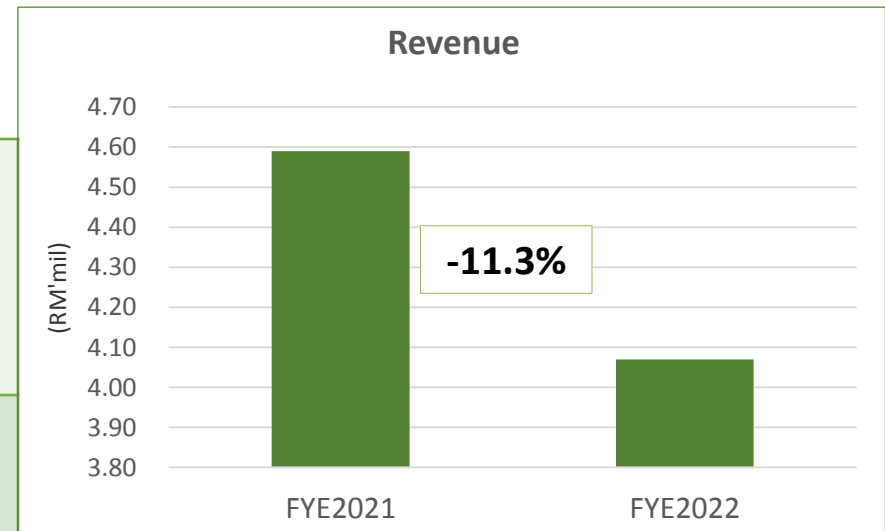
Retail

For the FYE 2022, divisional revenue increased by 3.2% to RM37.0 million as compared to preceding year's corresponding period of RM35.8 million. The aggressive members' promotion campaign carried out at the outlets and via various e-commerce platforms during the financial year, coupled with the implementation of effective sales incentive scheme across all outlets, have helped to boost revenue.

To counter persistent challenges especially during the lock-down period in the first half of the financial year, the division has intensified marketing activities via various sales campaigns and aggressive promotions especially on online platforms. Its premium house brand products received good response as consumers were more health conscious especially during the pandemic and hence, more willing to spend on health supplements. In tandem with higher revenue and higher margin for house brand products alongside ongoing cost optimization measures, the pre-tax profit increased more than doubled to RM3.4 million during the financial year under review.

"Others" segment

"Others" Segment	FYE2022 30 Apr 2022 (RM'mil)	FYE2021 30 Apr 2021 (RM'mil)	Changes (%)
External Revenue	4.07	4.59	-11.3%
Profit Before Tax	3.33	3.24	+2.8%



"Others" segment

Revenue comprises mainly rental income from investment properties, health supplement manufacturing and credit & leasing business. The main contributors are manufacturing and rental income from investment properties.

During the year under review, despite lower revenue from the manufacturing division, pre-tax profit was maintained at RM3.3 million after offsetting higher operating costs for the newly formed investment holding company which was classified under this division.

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THE BEST STARTS FROM HOME

Thank you

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