



4QFY2018 Results Update

27 June 2018



Contents Financial Highlights FYE2018

Review by Segment

FYE2018 vs. FYE2017

For the year ended 30 April 2018, the Group recorded a higher revenue of RM 461.8 million as compared to the previous financial year of RM 404.2 million, an increase of 14.2%. The increase was mainly attributed to the increase in revenue across all main divisions namely the Wholesale, Multi-level marketing (“MLM”) and Retail divisions.

- ✓ The Wholesale division outperformed other divisions with revenue increased by 20.9% to RM 63.7 million as compared to previous year of RM 52.6 million mainly attributable to higher sales generated from medicated tonic.
- ✓ The MLM division’s revenue increased by 14.1% to RM 352.5 million which was driven by higher sales for most of its products.
- ✓ Revenue from Retail division increased by 8.7% to RM 41.5 million.

FYE2018 vs. FYE2017

- ✓ The Group's pre-tax profit recorded at RM 101.6 million, however after recognizing employees' share option ("ESOS") expenses of RM 2.6 million, the profit before tax adjusted accordingly to RM 99.0 million as compared to previous year corresponding period of RM 78.3 million, increased by 26.5%. The increase in pre-tax profit was mainly contributed by the MLM and Wholesale divisions. The gain from resale of treasury shares amounting to approximately RM 2.0 million also contributed higher profit in the financial year under review. The Group's net margin improved by 1.6% to 16.3% mainly due from the higher sales of its premium products and improvement in product margin.

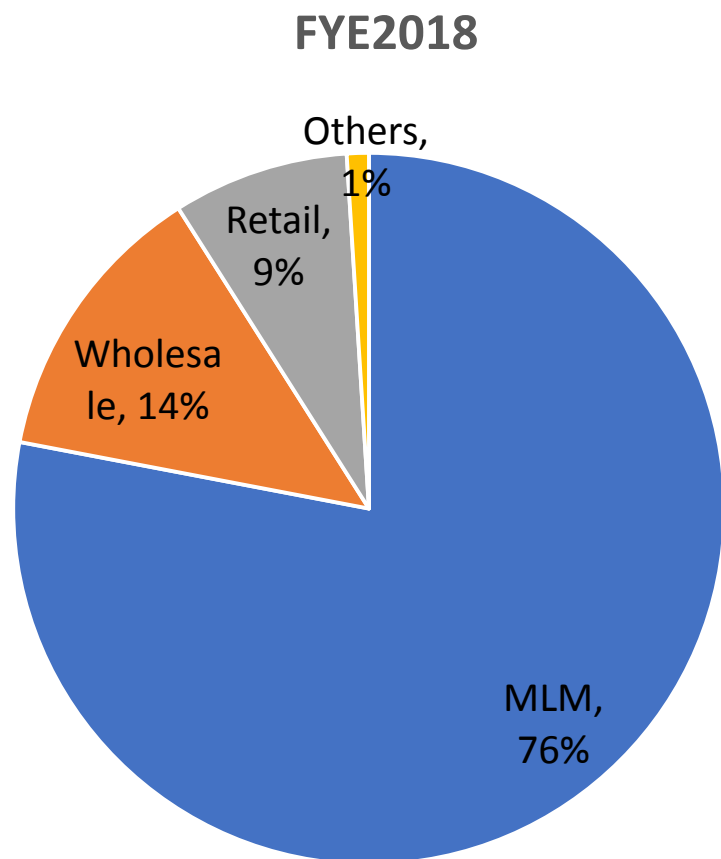
FYE2018 vs. FYE2017

	FYE2018 30 Apr 2018 (RM'mil)	FYE2017 30 Apr 2017 (audited) (RM'mil)	Variance +/-
Revenue	461.78	404.24	+14.2%
Pre-tax profit	99.03	78.27	+26.5%
Profit after tax	75.12	59.42	+26.4%
Net margin (%)	16.3%	14.7%	+1.6%
EPS (sen)	25.76	20.48	+5.28 sen

Strong and Healthy Balance Sheet

	FYE2018 30 Apr 2018 (RM'mil)	FYE2017 30 Apr 2017 (audited) (RM'mil)
Net cash + Short term investment	126.93	135.04
Total Assets	396.84	364.30
Total Liabilities	77.46	68.13
Shareholders' Equity	308.35	284.81
Net Assets per share (sen)	106 sen	98 sen

Segment Revenue



Segment	FYE2018 30 Apr 2018		FYE2017 30 Apr 2017	
	(RM'mil)	(%)	(RM'mil)	(%)
MLM	352.54	76%	308.95	76%
Wholesale	63.66	14%	52.64	13%
Retail	41.48	9%	38.15	10%
Others	4.10	1%	4.50	1%
Total	461.78	100%	404.24	100%



Review by
Segment

Multi Level Marketing (“MLM”)

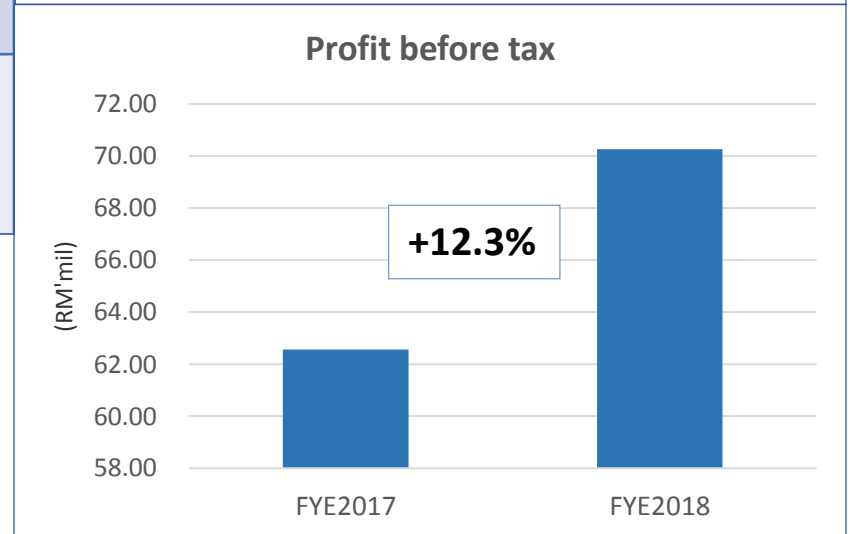
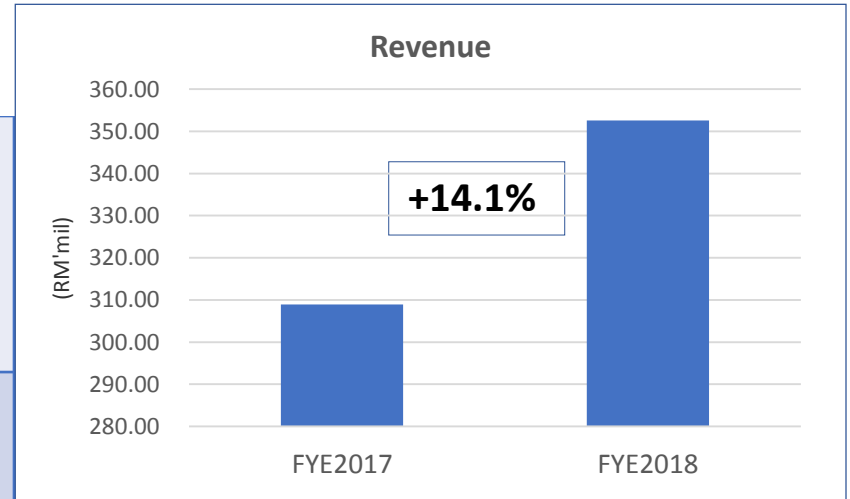
Wholesale

Retail

Others

MLM

MLM Segment	FYE2018 30 Apr 2018 (RM'mil)	FYE2017 30 Apr 2017 (RM'mil)	Changes (%)
External Revenue	352.54	308.95	+14.1%
Profit before tax	70.26	62.56	+12.3%



MLM

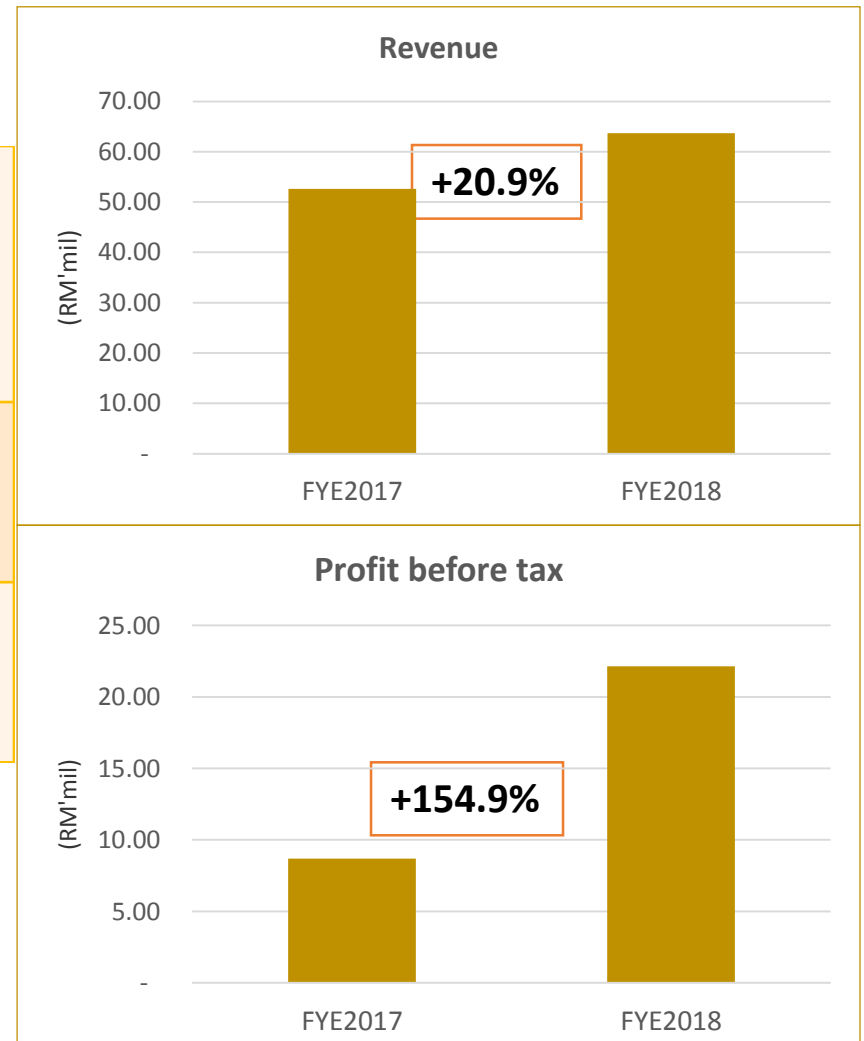
The division recorded higher revenue and pre-tax profit of RM 352.5 million and RM 70.3 million as compared to previous year of RM 308.9 million and RM 62.6 million, increased by 14.1% and 12.3% respectively. The increase in revenue was mainly derived from higher sales for most of the products.

- ✓ During the financial year, the division had introduced several new products under food & beverage, cosmetic & skincare, personal care and lifestyle related range of products. These new products had further contributed to the increase in revenue and profit.
- ✓ The 25th year anniversary grand sales promotion during the financial year had further boost up sales as compared to the preceding year.

Despite the ESOS expenses of RM 0.6 million being recognised in the current financial year and increased in marketing development costs by about RM 4.5 million, the pre-tax profit increased by 12.3% from RM 62.6 million to RM 70.3 million which was driven by higher revenue and wider product range introduced during the financial year.

Wholesale

Wholesale Segment	FYE2018 30 Apr 2018 (RM'mil)	FYE2017 30 Apr 2017 (RM'mil)	Changes (%)
External Revenue	63.66	52.64	+20.9%
Profit before tax	22.15	8.69	+154.9%



Wholesale

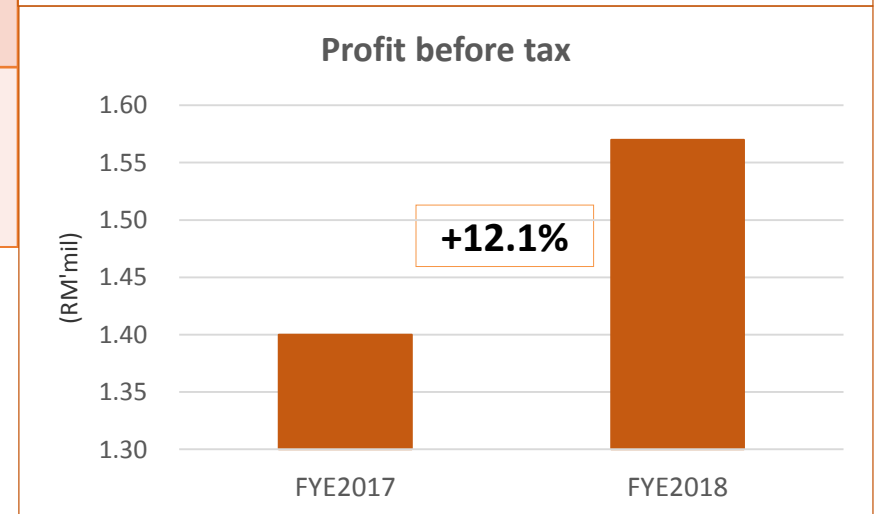
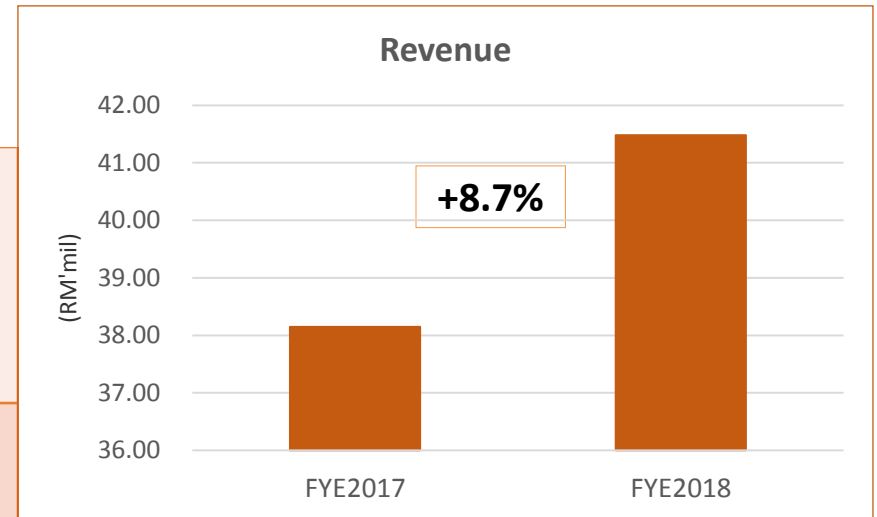
The division registered higher revenue of RM 63.7 million as compared to previous year of RM 52.6 million, representing an increased of 20.9%.

- ✓ The mega event held together with the grand promotion of its key products received an over-whelming response which contributed higher revenue and profit to the division.

Despite ESOS expenses of RM 1.4 million being recognised in the current financial year, the pre-tax profit increased by RM 13.5 million to RM 22.2 million mainly attributed to higher contribution from sales of premium Chinese medicated tonic, patented medicine and vintage Puer tea. Furthermore, higher profit generated from inter-segment sales to MLM and Retail divisions also helped to contribute to its bottom line. Besides, gain from the resale of treasury shares amounting to approximately RM 2.0 million was added on to the profit.

Retail

Retail Segment	FYE2018 30 Apr 2018 (RM'mil)	FYE2017 30 Apr 2017 (RM'mil)	Changes (%)
External Revenue	41.48	38.15	+8.7%
Profit before tax	1.57	1.40	+12.1%



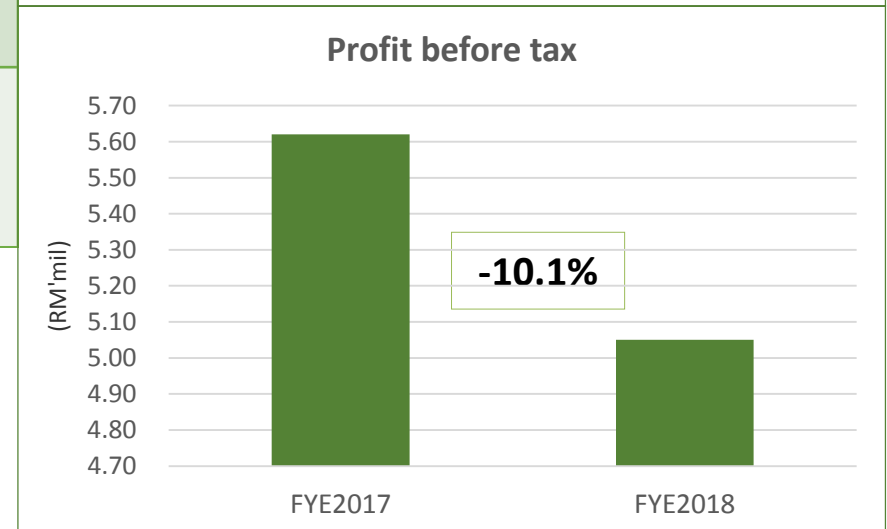
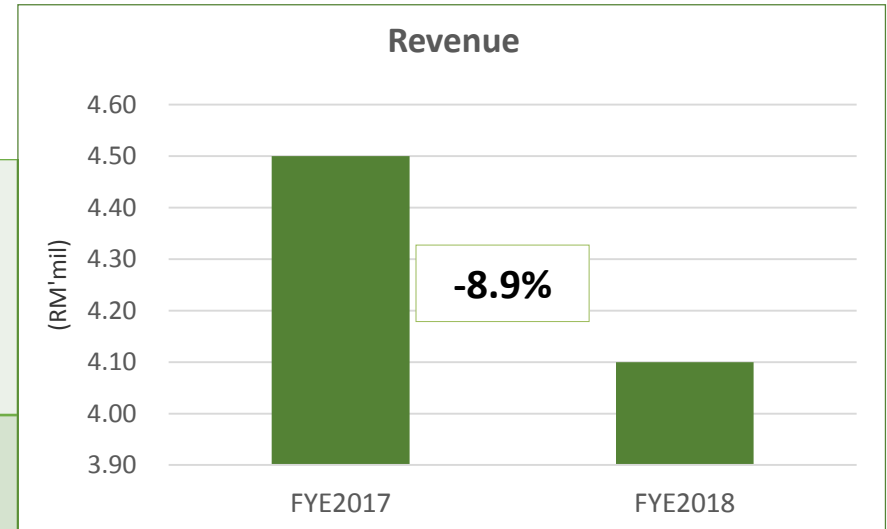
Retail

The revenue and pre-tax profit registered an increase of 8.7% and 12.1% to RM 41.5 million and RM 1.6 million respectively as compared to previous year.

- ✓ The aggressive promotion campaigns carried out during the financial year coupled with the implementation of effective sales incentive scheme across all outlets had helped to boost up the sales for the division.

“Others” segment

“Others” Segment	FYE2018 30 Apr 2018 (RM'mil)	FYE2017 30 Apr 2017 (RM'mil)	Changes (%)
External Revenue	4.10	4.50	-8.9%
Profit before tax	5.05	5.62	-10.1%



“Others” segment

“Others” segment revenue are mainly comprised of rental income from investment properties, manufacturing activities and credit & leasing business. The main contributors are from the manufacturing and properties segments.

The manufacturing segment is mainly focus on the inter-segment’s OEM sales for MLM and Retail divisions. Revenue registered in “Others” division remained at about RM 4 million as compared to the preceding year’s corresponding quarter. The pre-tax profit was lowered by about 10.1%, from RM 5.6 million to RM 5.1 million due to lower intersegment sales in the manufacturing division and after the recognition of the one off ESOS expenses of RM 0.1 million.



Thank You

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