



**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**

**1QFY2023  
Results Update**

29 September 2022

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Contents      Financial Highlights 1QFY2023

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Review by Segment

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# 1QFY2023 vs. 1QFY2022

For the period ended 31 July 2022, the Group recorded revenue of RM48.3 million which was marginally lower by 1.8% as compared to the previous year's corresponding period of RM49.1 million, reflecting continued challenges in the MLM division. Gross profit margin decreased marginally from 42.3% to 41.7% due mainly to higher product and logistic costs and the weakening of the Malaysian Ringgit.

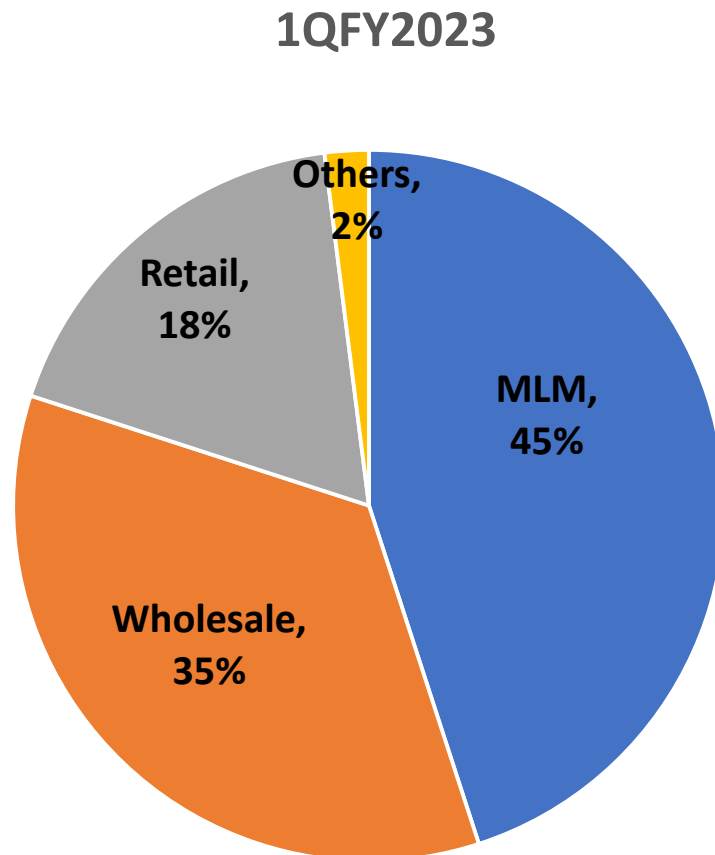
# 1QFY2023 vs. 1QFY2022

	1QFY2023 31 July 2022  (RM'mil)	1QFY2022 31 July 2021  (RM'mil)	Variance +/-
Revenue	48.26	49.14	<b>-1.8%</b>
Pre-tax Profit	9.49	9.39	<b>+1.1%</b>
Profit After Tax	7.10	7.05	<b>+0.7%</b>
Net Margin (%)	14.7%	14.3%	<b>+0.1%</b>
EPS (sen)	2.34	2.42	<b>-0.08 sen</b>

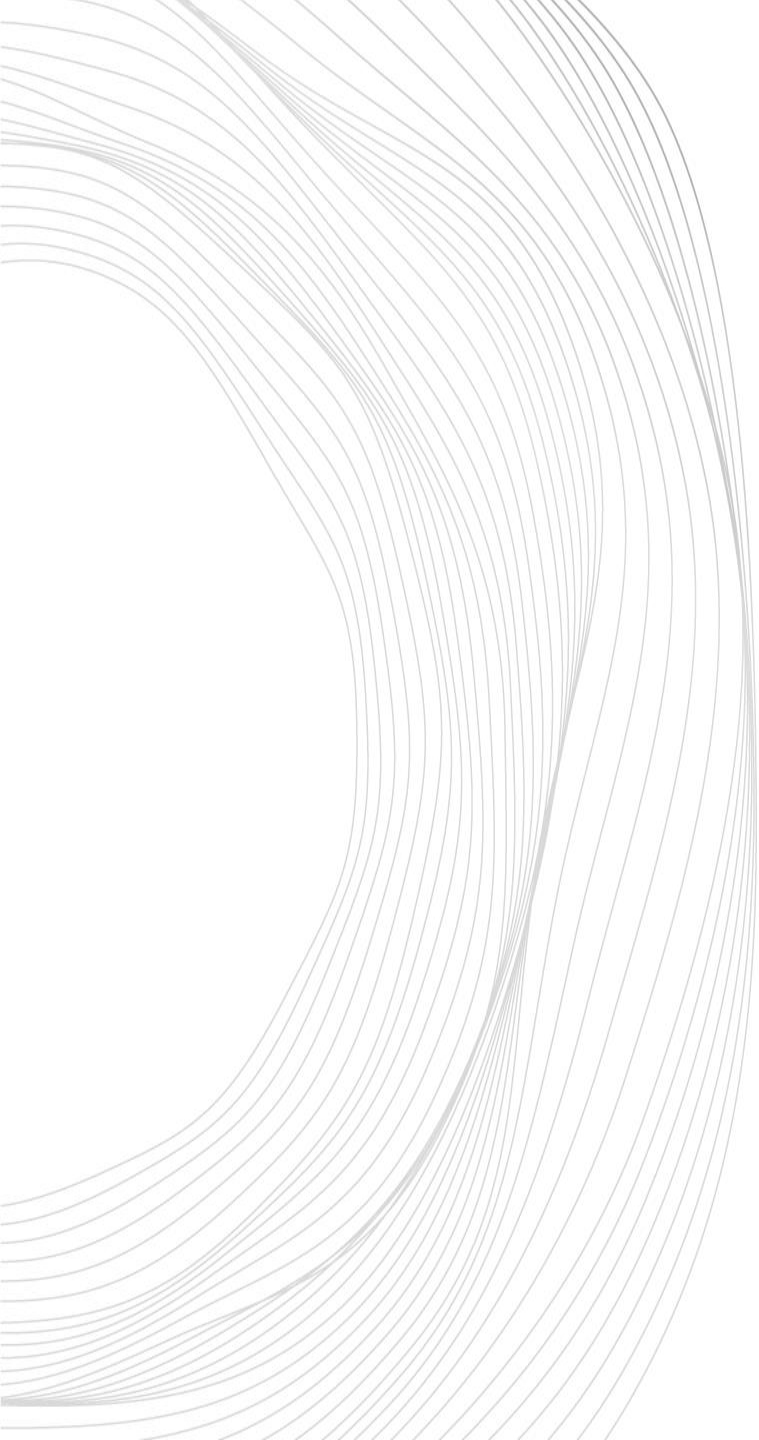
# Statement of Financial Position

	1QFY2023 31 July 2022  (RM'mil)	FYE2022 30 April 2022 (audited) (RM'mil)
Net cash + Short term investment	112.34	117.29
Total assets	372.10	370.14
Total liabilities	35.95	41.04
Shareholders' equity	324.03	317.06
Net assets per share (RM)	1.08	1.06

# Segment Revenue



Segment	1QFY2023 31 July 2022		1QFY2022 31 July 2021	
	(RM'mil)	(%)	(RM'mil)	(%)
MLM	21.49	45%	30.08	61%
Wholesale	16.99	35%	10.81	22%
Retail	8.66	18%	7.25	15%
Others	1.12	2%	1.00	2%
<b>Total</b>	<b>48.26</b>	<b>100%</b>	<b>49.14</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

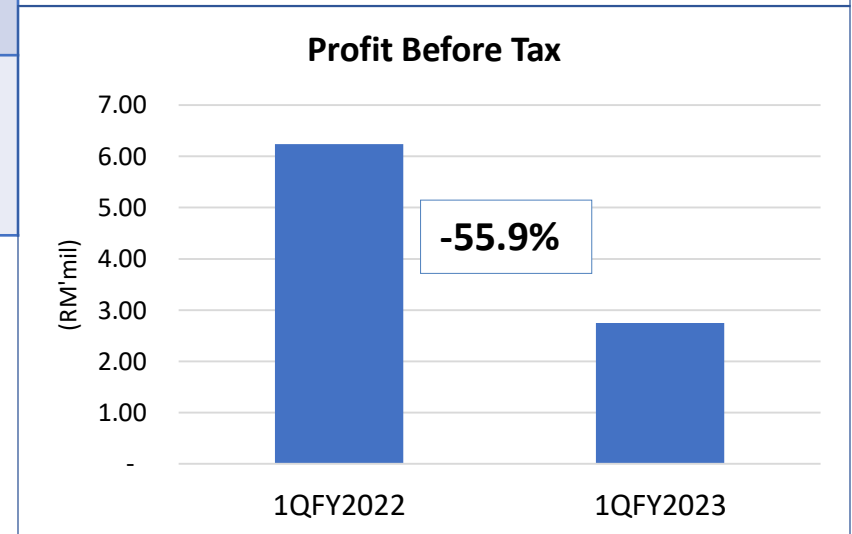
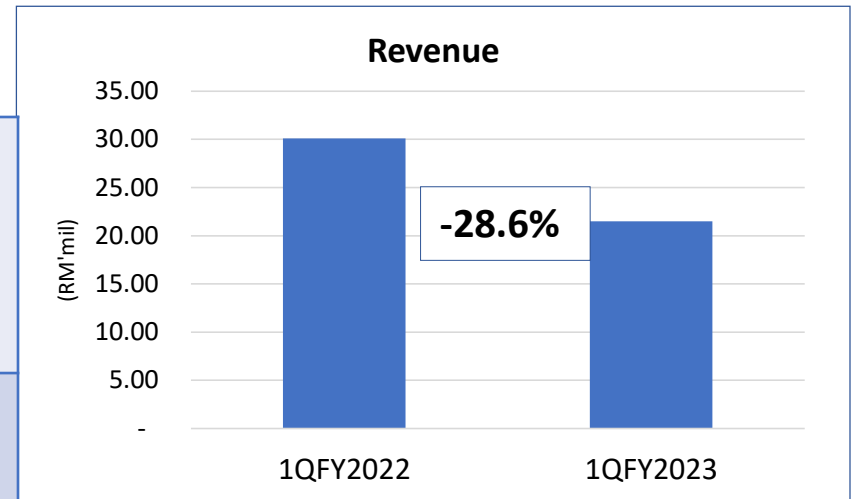
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Others

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## MLM

MLM Segment	1QFY2023 31 July 2022  (RM'mil)	1QFY2022 31 July 2021  (RM'mil)	Changes  (%)
External Revenue	21.49	30.08	<b>-28.6%</b>
Profit Before Tax	2.75	6.24	<b>-55.9%</b>





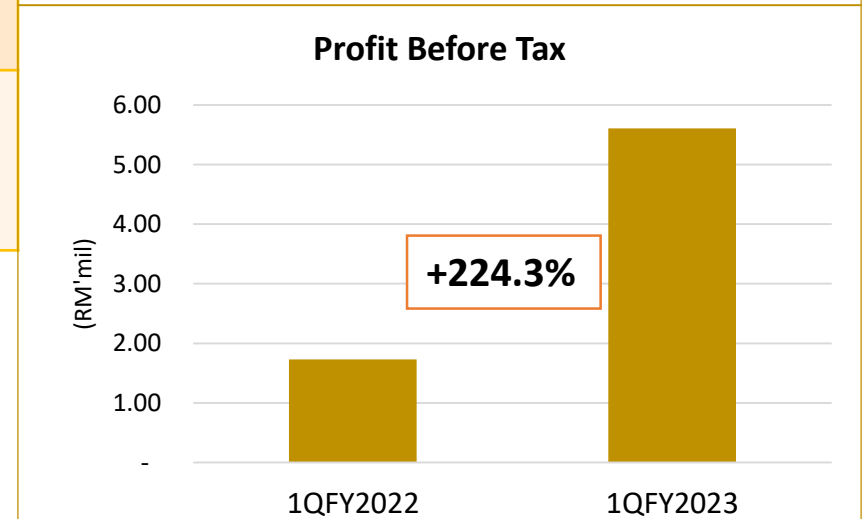
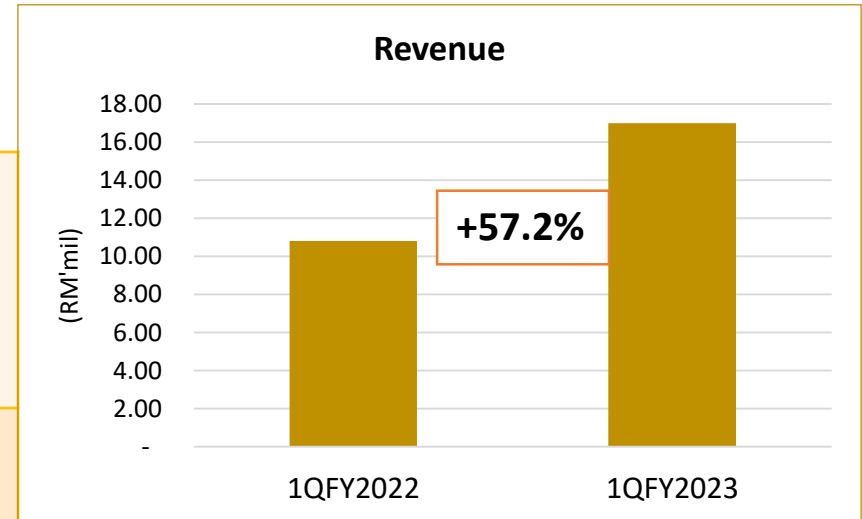
# MLM

MLM revenue and pre-tax profit decreased from RM30.1 million and RM6.2 million in the preceding year's corresponding quarter to RM21.5 million and RM2.7 million respectively.

The reopening of economic and social sectors is posing additional challenges to the MLM division after two years of restrictions on physical events which have significantly dampened marketing momentum. Amidst already weak members' sentiment, rising inflationary pressure is taking a further toll on the ability and willingness to spend, thus further affecting members' recruitment and renewal. The recovery of business momentum and drive among distributors/members may take longer than anticipated, further noting that lingering concerns over the risk of COVID-19 infection have discouraged the active participation in physical events.

# Wholesale

Wholesale Segment	1QFY2023 31 July 2022  (RM'mil)	1QFY2022 31 July 2021  (RM'mil)	Changes  (%)
External Revenue	16.99	10.81	+57.2%
Profit Before Tax	5.61	1.73	+224.3%



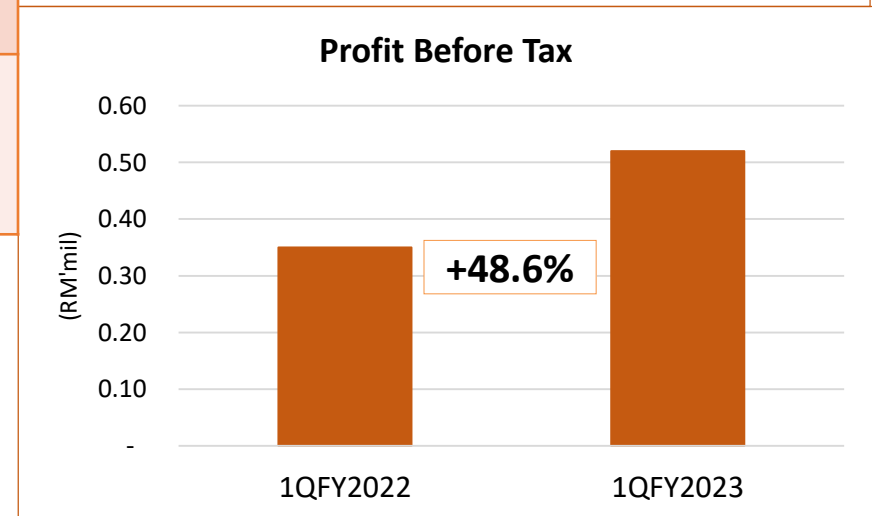
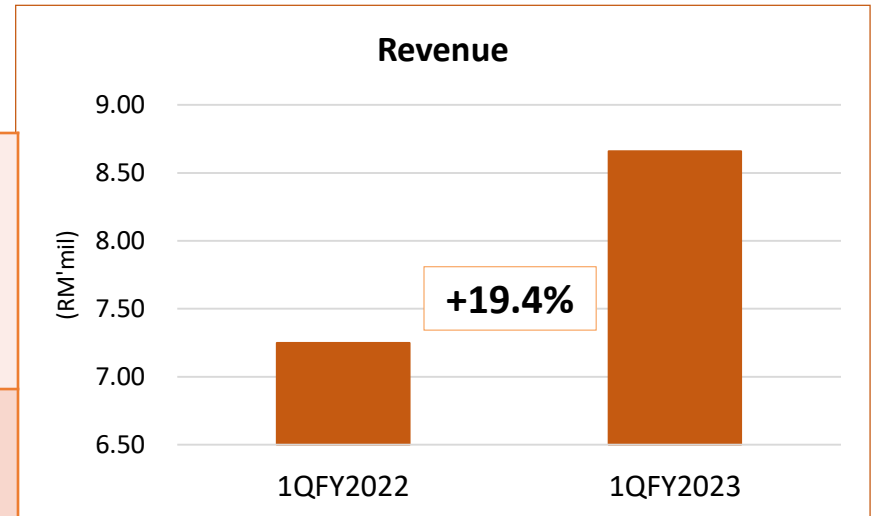
# Wholesale

Wholesale revenue rebounded by over 50% to RM17.0 million from the depressed base of RM10.8 million in the preceding year's corresponding quarter when business activities were restricted due to the various phases of MCOs and the delivery of non-essential goods was disallowed during the lockdown period. The division also conducted a pre-price increase "last-buy" sales promotion on selected Chinese medicated tonic and cooking wine during the quarter under review, further lifting revenue. In addition, sales to duty free shops increased substantially as a result of borders reopening and the resumption of tourism activities.

Pre-tax profit increased two fold to RM5.6 million in tandem with higher revenue, and boosted by a gain from disposal of vintage tea amounting to RM1.7 million.

# Retail

Retail Segment	1QFY2023 31 July 2022  (RM'mil)	1QFY2022 31 July 2021  (RM'mil)	Changes  (%)
External Revenue	8.66	7.25	+19.4%
Profit Before Tax	0.52	0.35	+48.6%

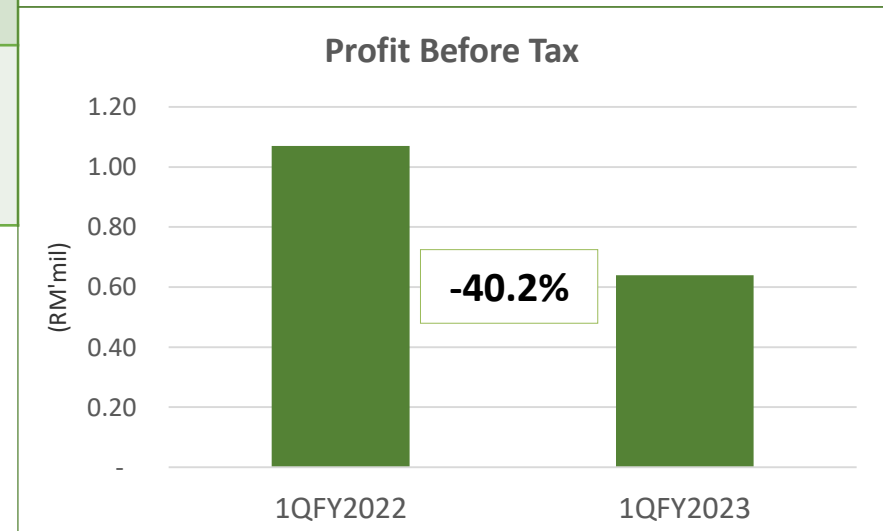
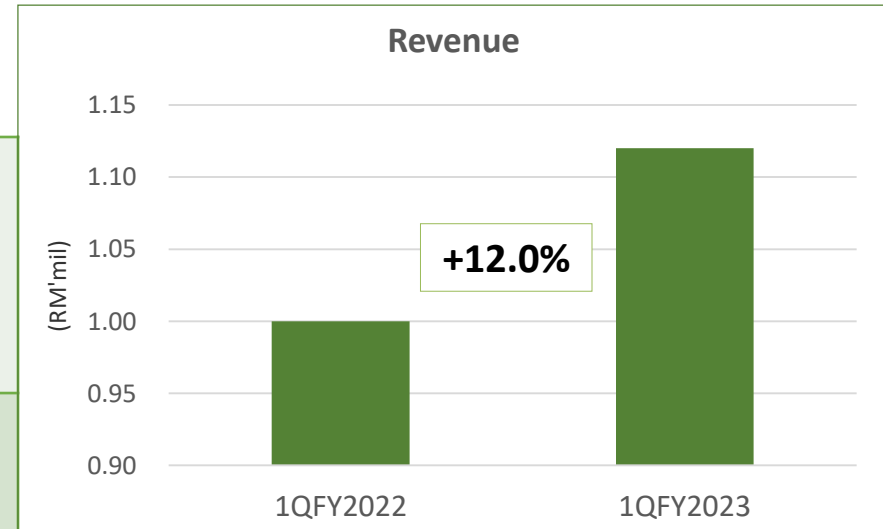


# Retail

The Retail division posted a 19.4% increase in revenue to RM8.7 million and a 48.6% increase in pre-tax profit to RM0.5 million, as compared to the previous year's corresponding quarter of RM7.3 million and RM0.3 million respectively. The comparison was against a lower base in the previous year's corresponding quarter which was affected by the imposition of various phases of MCOs. Higher contribution from house brand products which carried higher margin, especially immunity-boosting products, further aided the performance.

# "Others" segment

"Others" Segment	1QFY2023 31 July 2022  (RM'mil)	1QFY2022 31 July 2021  (RM'mil)	Changes  (%)
External Revenue	1.12	1.00	+12.0%
Profit Before Tax	0.64	1.07	-40.2%



# "Others" segment

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

During the period under review, pre-tax profit decreased by 40.2% to RM0.6 million due mainly to lower contribution from the manufacturing division as a result of reduced orders received from customers in view of depressed market sentiments.

# B E S H O M

THE BEST STARTS FROM HOME

**Thank you**

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