

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

6th ANNUAL GENERAL MEETING

8 October 2026

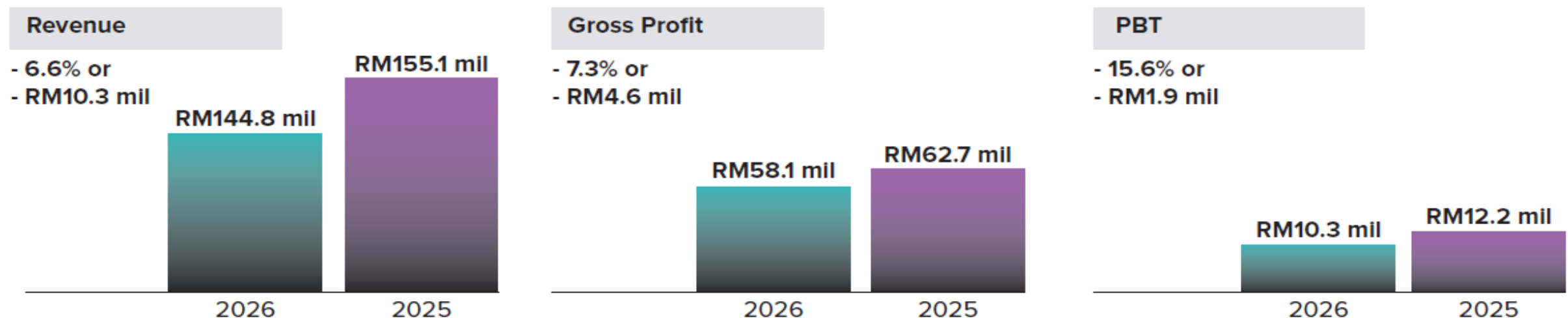


- ❖ **Section 1**
Financial Performance
- ❖ **Section 2**
Segmental Specific Review

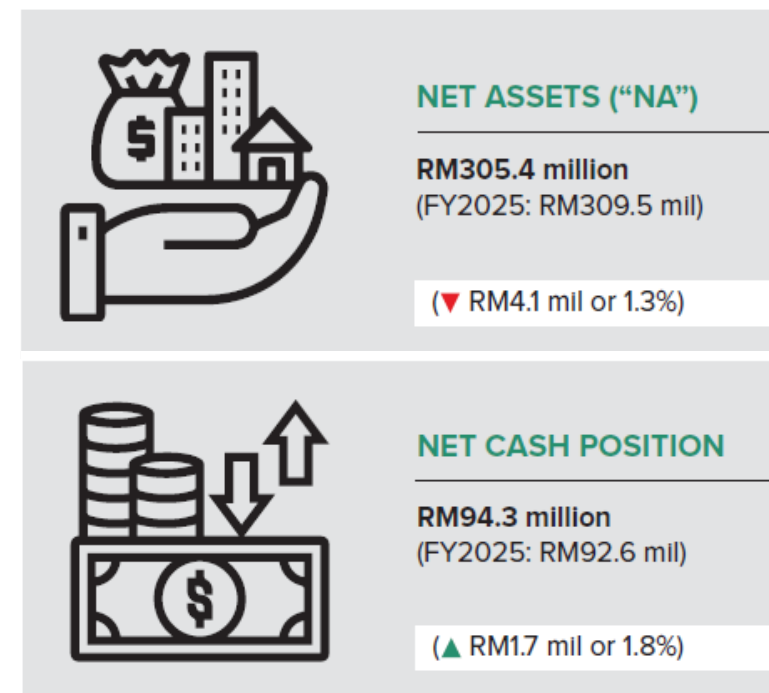
- ❖ **Section 3**
Sustainability
- ❖ **Section 4**
Outlook

Table of Contents

Financial Performance

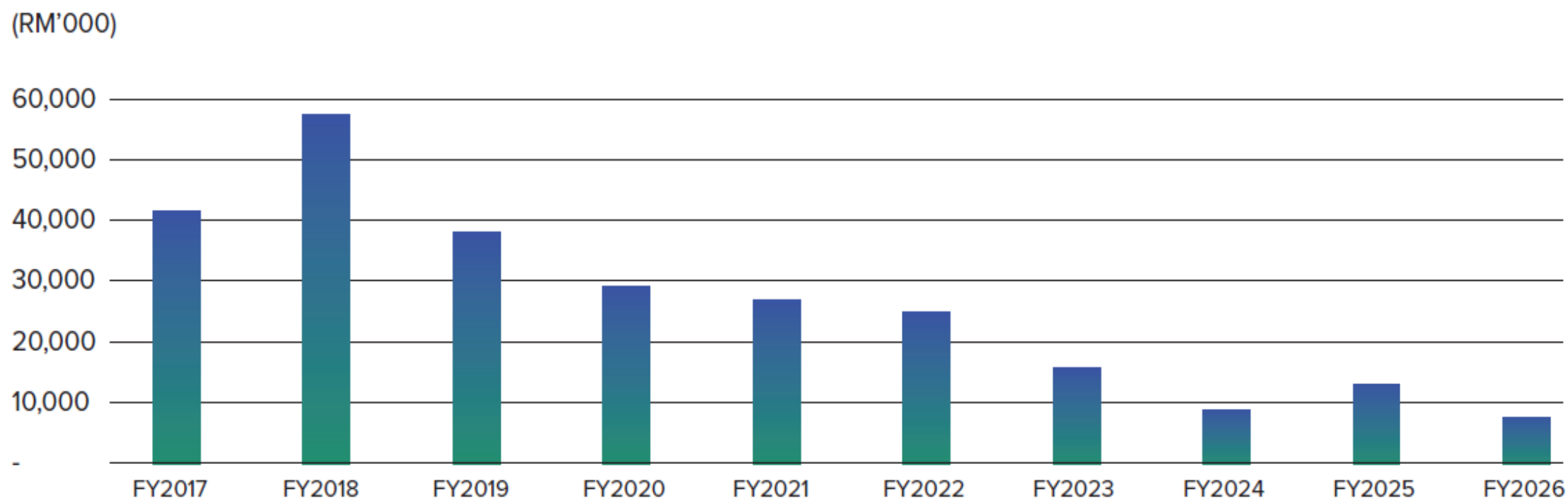


- The overall financial performance of the Group, in particular MLM and Retail segments, was affected by:
 - ❑ slower growth in discretionary lifestyle products
 - ❑ challenging consumer environment
- Reflecting strength, the Wholesale segment demonstrated its resilience
- Recent financial results have been challenging, but they do not reflect the Group's underlying long-term potential and remain resilient throughout different phases of the economic cycle



Consistent Dividend Payment

10 YEARS CASH DIVIDEND



10 years Total Cash Dividend
>RM260 million



10 years Average Cash
Dividend payout ratio
81%

Segmental Specific Review



B E S H O M

THE BEST STARTS FROM HOME

3 major operating segments, namely Wholesale, MLM and Retail
Other businesses, manufacturing, credit & leasing, investment and property holding

Wholesale



Wholesale
Segment

- Wholesale segment was the Group's best performing business segment which recorded revenue of RM65.5 mil and PBT of RM4.4 mil
- Wholesale segment strategically delivered strong results in FY2026 was supported by the following initiatives:

Events and promotions

– Multiple events and promotional activities held throughout the year served key pillars in enhancing market visibility

Product/market expansion

– Building on the previous year's efforts to expand SKUs and acquire new customers



Operational enhancements

– Cost optimisation and process improvements initiatives

Digital visibility

– Utilising social media platforms to accelerate digitalisation and enhance brand visibility and customer engagement

MLM



MLM
Segment

- **MLM segment recorded a weaker financial performance, and recorded revenue of RM40.5 mil and PBT of RM2.7 mil**
- **MLM segment's turnaround efforts has been affected by:**
 - ❑ **cautious consumer spending on discretionary products; and**
 - ❑ **structural challenges due to rapid expansion and growing dominance of e-commerce platforms**
- **Various measures to address the challenging operating environment, particularly “People” and “Products” to strengthen its business fundamentals and support sustainable growth**



PEOPLE



PRODUCTS

- **Apart from People and Product, operationally, the MLM segment also implemented various initiatives to enhance efficiency and strengthen cost control**

Retail



Retail
Segment

- Retail segment recorded revenue of RM32.3 mil and posted a loss of RM1.3 mil
- Retail segment was persistently affected by subdued retail environment, consumers prioritising essential purchases over discretionary products, lower sales of higher-margins products and increasing value-conscious seeking behaviours
- Retail segment implemented various strategies across both physical stores and e-commerce channels as follows:

Promotions

Thematic approach-driven by festive seasons, special occasions, and targeted products and marketing objectives



Products

To drive consumer appeal and sustain product demand



Network expansion

Outreach to customers physically and digitally



Sustainability

Creating Lasting Value for Stakeholders

To create lasting value for a broad range of stakeholders (shareholders and investors, employees, customers, distributors, supply chain partners and business associates, and the communities) and the natural environment.

Integrating Sustainability Across Our Operations

To integrate sustainability considerations across our value chain and business operations to create the greatest value and pride for our customers, business partners, employees and shareholders.

Regulatory Requirements, ESG Standards & Best Practices

Our operational processes and management practices are guided by applicable regulatory requirements, recognised environmental, social and governance (“**ESG**”) standards, and relevant international best practices.

Sustainability in Risk Management

We incorporate sustainability considerations into our risk management process to more effectively identify, assess and manage sustainability-related risks and opportunities across the Group.



OUR MISSION

We are committed to healthcare culture and improving human's well-being.

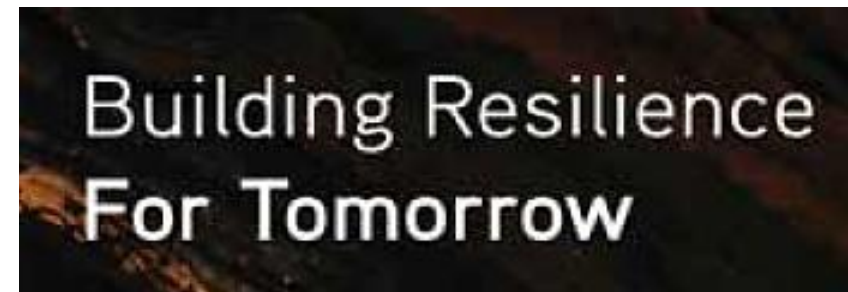
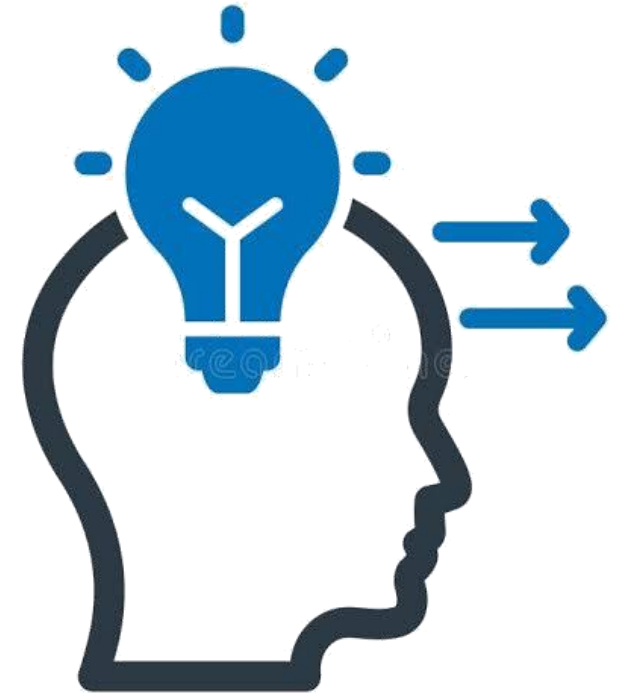


OUR VISION

We aim to become the premier healthcare company in Malaysia, thereby bringing the greatest value and pride to our customers, business partners employees and shareholders.

Looking Ahead

- BESHOM has built the business foundation **over 5 decades** and is well positioned with established assets, capabilities and experience across the Group that give us a unique competitive advantage
- We will continue to execute productivity initiatives and investments in technology to digitise operations to
 - ❑ ensure our product offering resonate with the customers and markets we serve
 - ❑ deliver consistent quality and product availability;
 - ❑ continue to improve customer experience across our stores and online channels; and
 - ❑ manage our cost base effectively



The background of the image is a close-up, high-resolution photograph of a wood grain. The grain is characterized by wavy, flowing lines in various shades of brown, from dark chocolate and mahogany to lighter tan and beige tones. The texture is organic and detailed, with visible growth rings and natural imperfections in the wood.

THANK YOU

Building Resilience
For Tomorrow