



BESHOM HOLDINGS BERHAD



**1HFY2026
Results Update**

19 December 2025

Contents Financial Highlights 1HFY2026

Review by Segment

1HFY2026 vs. 1HFY2025

For the first half of the financial year, the Group recorded a revenue of RM74.0 million reflecting a marginal decrease of 0.9% as compared to RM74.7 million in the previous year's corresponding period, reflecting continued challenges in both the MLM and Retail divisions. Amid heightened geopolitical tensions and global economic slowdown, coupled with domestic policy adjustments such as higher utility tariff rates and the expanded scope of Sales and Service tax (SST) charges, have dampened consumer sentiment resulting in more cautious spending particularly on non-discretionary products.

The gross profit decreased by 3.9% to RM27.9 million, attributed to the change in sales mix and increase in product & packaging costs. In line with lower revenue and gross profit, the Group pre-tax profit was RM4.4 million, decreased by 27.9% as compared to RM6.1 million in the preceding year's corresponding period.

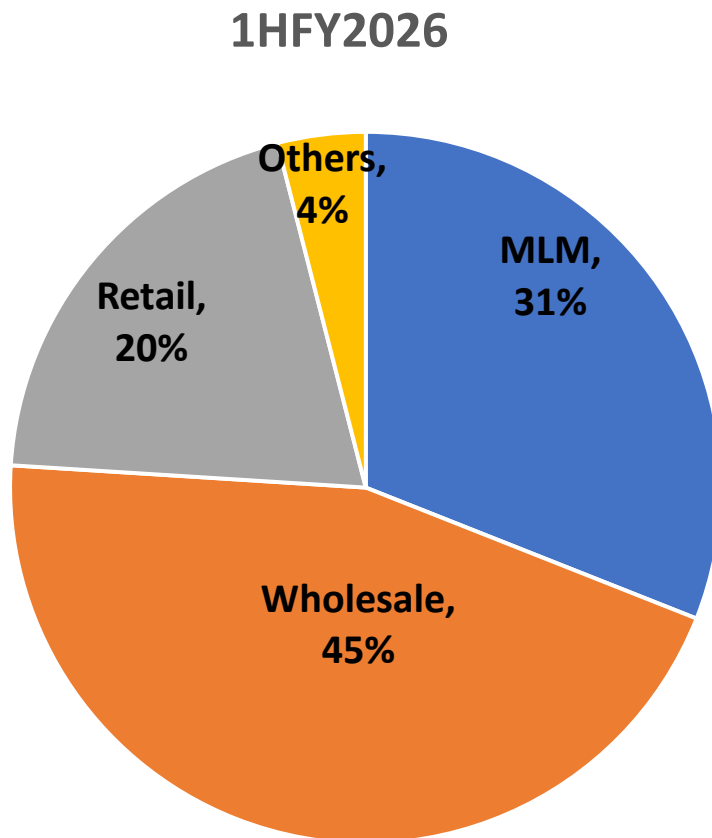
1HFY2026 vs. 1HFY2025

	1HFY2026 31 Oct 2025 (RM'mil)	1HFY2025 31 Oct 2024 (RM'mil)	Variance +/-
Revenue	74.03	74.72	-0.9%
Pre-tax Profit	4.37	6.06	-27.9%
Profit After Tax	3.08	4.31	-28.5%
Net Margin (%)	4.2%	5.8%	-1.6%
EPS (sen)	1.13	1.52	- 0.39 sen

Statement of Financial Position

	1HFY2026 31 Oct 2025 (RM'mil)	FYE2025 30 April 2025 (audited) (RM'mil)
Net cash + Short term investment	95.94	92.56
Total assets	359.86	355.18
Total liabilities	44.47	34.26
Shareholders' equity	304.48	309.51
Net assets per share (RM)	1.02	1.03

Segment Revenue



Segment	1HFY2026 31 Oct 2025		1HFY2025 31 Oct 2024	
	(RM'mil)	(%)	(RM'mil)	(%)
Wholesale	33.13	45%	28.33	38%
MLM	22.60	31%	27.85	37%
Retail	15.03	20%	15.42	21%
Others	3.27	4%	3.12	4%
Total	74.03	100%	74.72	100%



B E S H O M

THE BEST STARTS FROM HOME

Review by
Segment

Wholesale

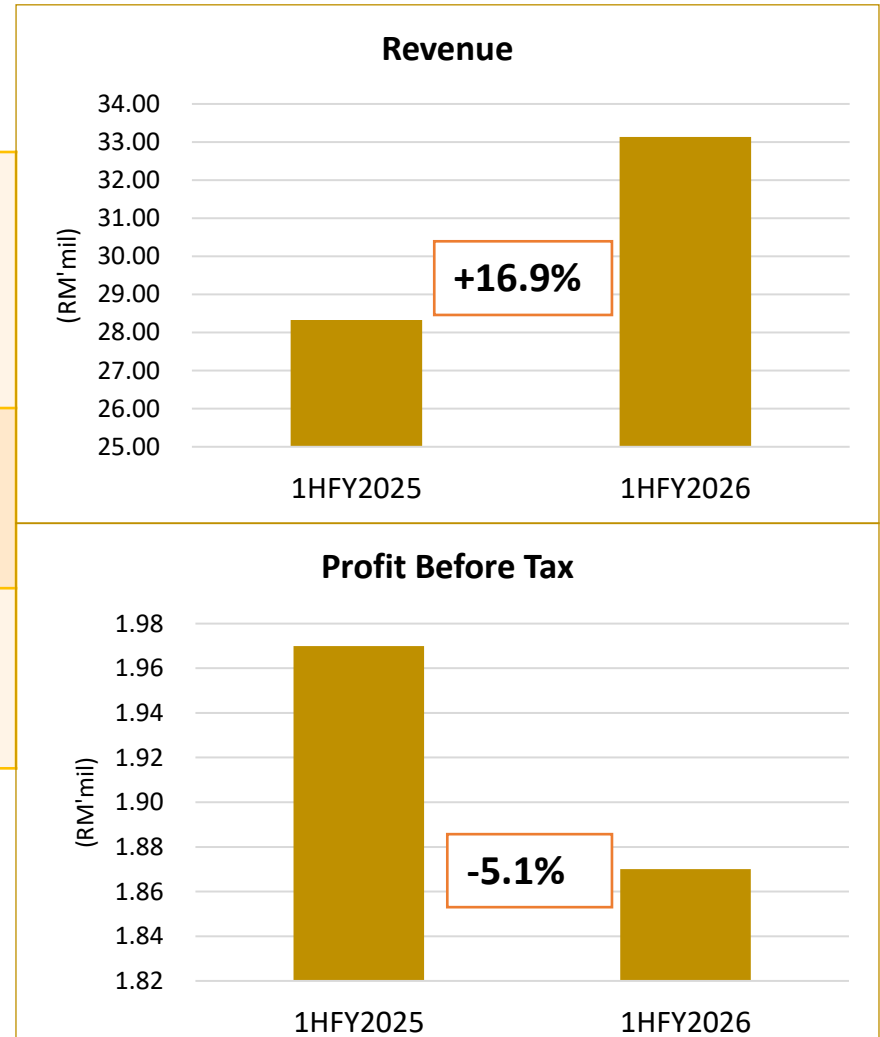
Multi Level Marketing (“MLM”)

Retail

Others

Wholesale

Wholesale Segment	1HFY2026 31 Oct 2025 (RM'mil)	1HFY2025 31 Oct 2024 (RM'mil)	Changes (%)
External Revenue	33.13	28.33	+16.9%
Profit Before Tax	1.87	1.97	-5.1%



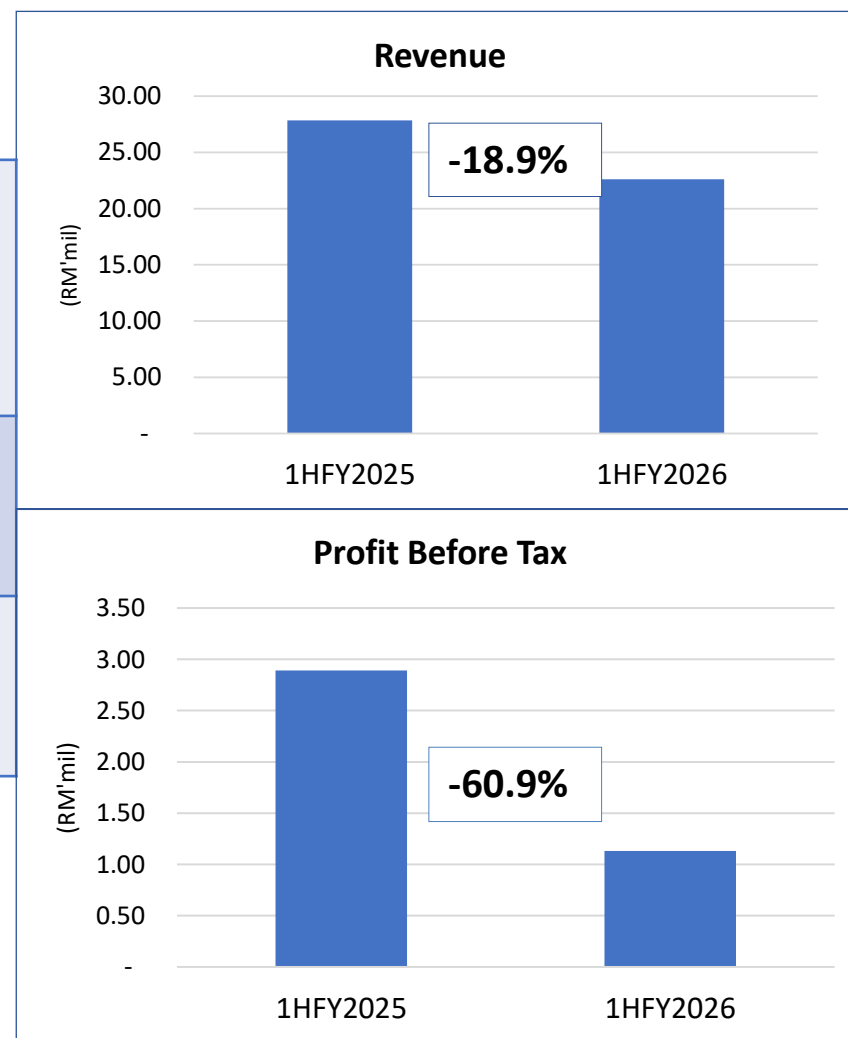
Wholesale

Wholesale revenue increased by 16.9% to RM33.1 million as compared to the preceding year's corresponding period of RM28.3 million. The increase was primarily driven by increased sales of wellness products, however this was partially offset by lower sales of Chinese medicated tonic and reduced orders from duty free shops. Customers remained cautious with goods ordering and inventory management amid the challenging economic environment and low purchasing power.

Despite the increase in revenue, pre-tax profit maintained at about RM1.9 million mainly attributed to lower sales of high profit margin products.

MLM

MLM Segment	1HFY2026 31 Oct 2025 (RM'mil)	1HFY2025 31 Oct 2024 (RM'mil)	Changes (%)
External Revenue	22.60	27.85	-18.9%
Profit Before Tax	1.13	2.89	-60.9%



MLM

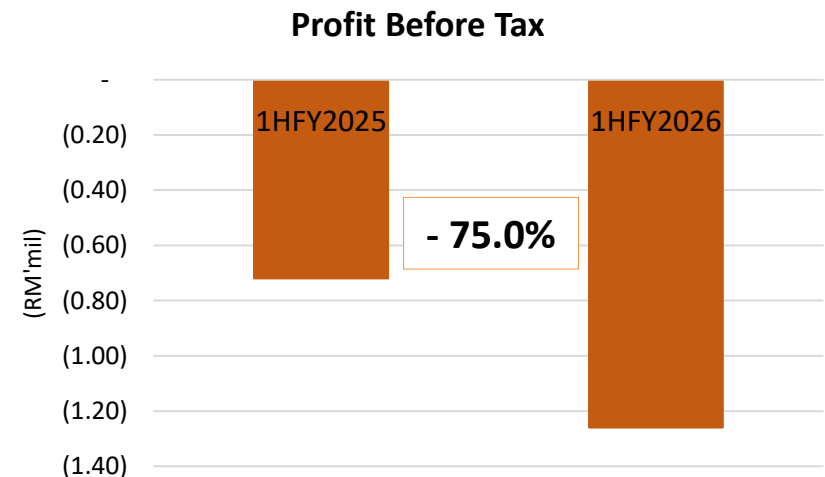
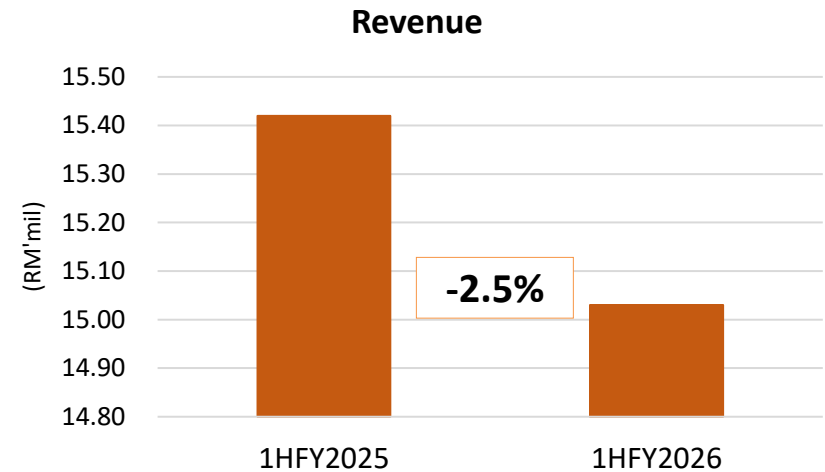
B E S H O M

The division recorded lower revenue and pre-tax profit of RM22.6 million and RM1.1 million, a decrease of 18.9% and 60.9% respectively in the period under review. The elevated cost of living and lower purchasing power have affected members' ability to sell despite various promotional activities and incentive campaigns carried out during the period under review. Furthermore, the division continued to face competition pressure from other MLM players and the gig economy particularly in the area of member recruitment.

To mitigate these challenges, the division will continue to review and strengthen its member recruitment and retention strategies, enhance its events activities to improve and drive business momentum.

Retail

Retail Segment	1HFY2026 31 Oct 2025 (RM'mil)	1HFY2025 31 Oct 2024 (RM'mil)	Changes (%)
External Revenue	15.03	15.42	-2.5%
Profit Before Tax	-1.26	-0.72	-75.0%



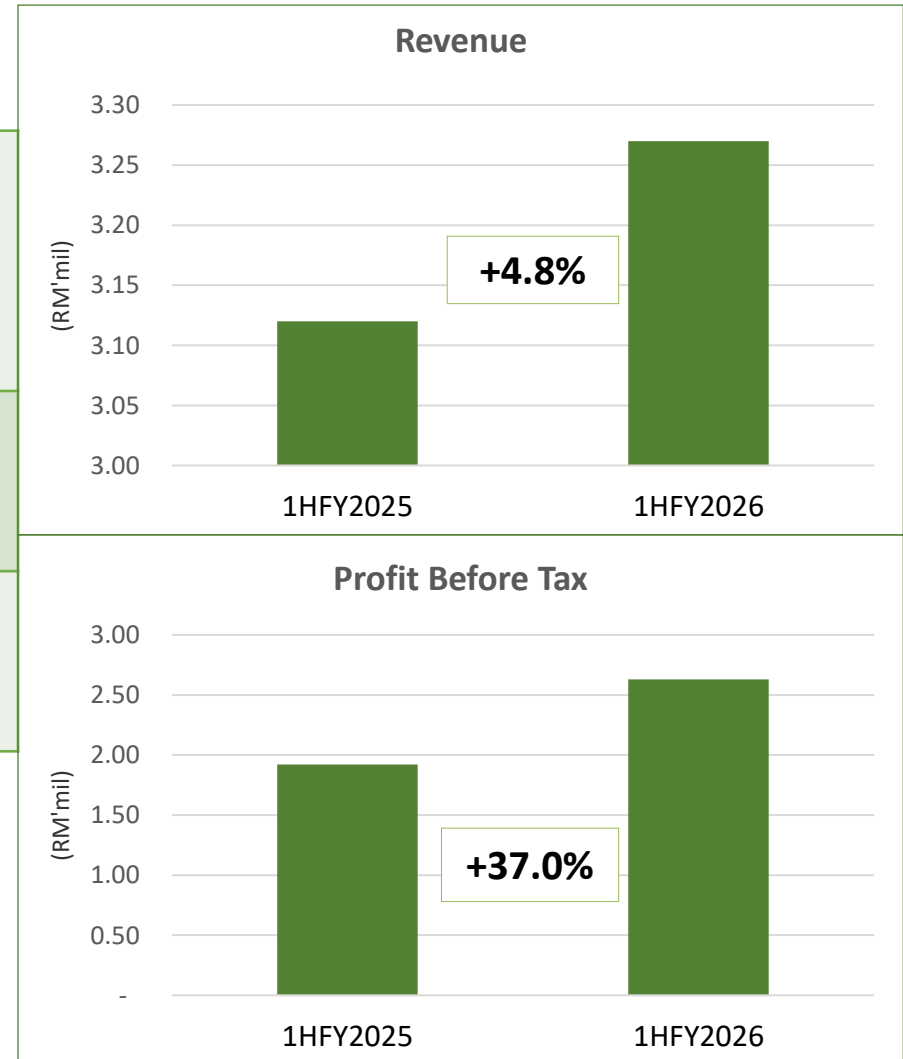
Retail

Divisional revenue decreased marginally by 2.5% to RM15.0 million and recorded higher losses of RM1.3 million. The weaker performance was primarily due to a lower contribution from house brand products which carried higher margins. Elevated cost of living and reduced disposable income continued to weigh on consumer spending, resulting in consumer scale back spending on non-essential goods. In addition, the increase in operating expenses particularly outlet rentals and personnel costs further dampened the performance of the division during the period under review.

Despite these challenges, the division continued to leverage on e-commerce platforms, supported by an aggressive promotional campaign, which contributed positively to the top line.

"Others" segment

"Others" Segment	1HFY2026 31 Oct 2025 (RM'mil)	1HFY2025 31 Oct 2024 (RM'mil)	Changes (%)
External Revenue	3.27	3.12	+4.8%
Profit Before Tax	2.63	1.92	+37.0%



"Others" segment

Revenue from the Other division is primarily derived from the rental of investment properties, manufacturing of health supplements and credit & leasing business.

Despite the lower contribution from manufacturing activities, higher rental income from investment properties resulting in a 37.0% increased in pre-tax profit to RM2.6 million for the period under review.

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

www.beshom.com

