



BESHOM HOLDINGS BERHAD



4QFY2025
Results Update

30 June 2025

Contents Financial Highlights FYE2025

Review by Segment

FYE2025 vs. FYE2024

For the year ended 30 April 2025, the Group recorded revenue of RM155.1 million reflecting an increase of 2.6% as compared to RM151.1 million in the previous year's corresponding period. Higher revenue was mainly contributed from all the three main divisions.

The gross profit margin decreased by 1.2% to 40.5% mainly due to higher import costs and change in sales mix. The Group registered a pre-tax profit of RM12.6 million in the year under review, decreased by 13.3% as compared to RM14.5 million in the preceding year corresponding period.

FYE2025 vs. FYE2024

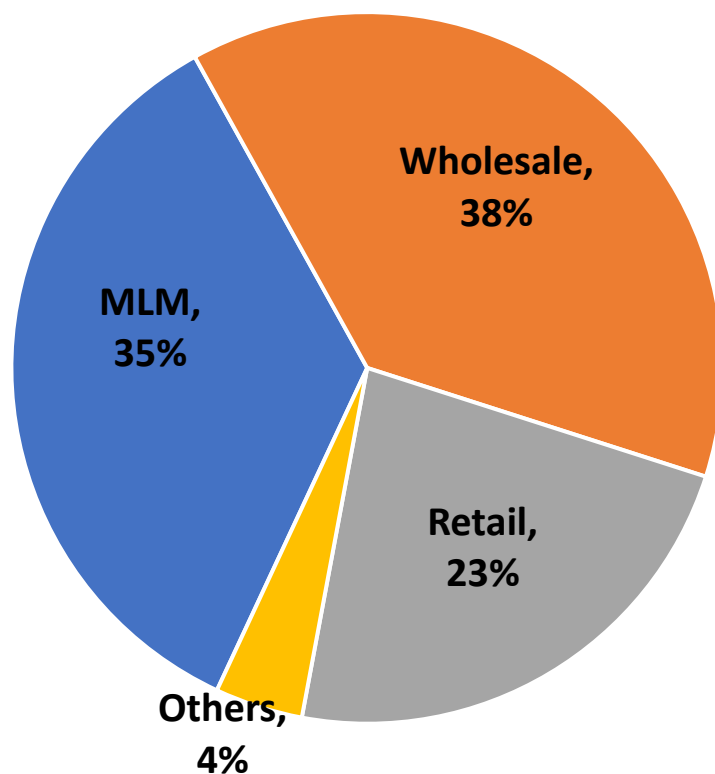
	FYE2025 30 Apr 2025 (RM'mil)	FYE2024 30 Apr 2024 (audited) (RM'mil)	Variance +/-
Revenue	155.13	151.13	+2.6%
Pre-tax Profit	12.56	14.48	-13.3%
Profit After Tax	8.68	10.98	-20.9%
Net Margin (%)	5.60%	7.27%	-1.67%
EPS (sen)	2.96	3.63	-0.67 sen

Statement of Financial Position

	FYE2025 30 Apr 2025 (RM'mil)	FYE2024 30 Apr 2024 (audited) (RM'mil)
Net cash + Short term investment	92.49	103.67
Total assets	357.99	349.65
Total liabilities	36.72	27.73
Shareholders' equity	309.88	310.08
Net assets per share (RM)	1.03	1.03

Segment Revenue

FYE2025



Segment	FYE2025 30 Apr 2025		FYE2024 30 Apr 2024 (audited)	
	(RM'mil)	(%)	(RM'mil)	(%)
Wholesale	59.44	38%	58.32	38%
MLM	53.86	35%	52.31	35%
Retail	35.70	23%	34.84	23%
Others	6.13	4%	5.66	4%
Total	155.13	100%	151.13	100%



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Review by
Segment

Wholesale

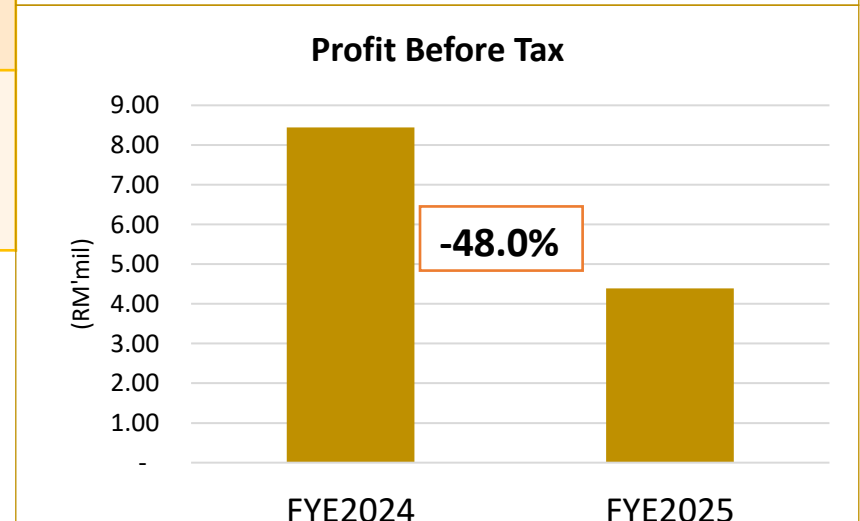
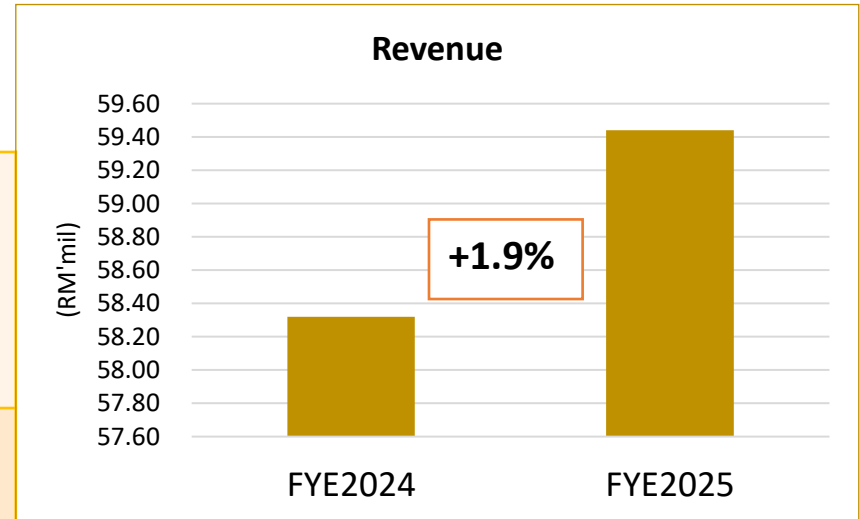
Multi Level Marketing (“MLM”)

Retail

Others

Wholesale

Wholesale Segment	FYE2025 30 Apr 2025 (RM'mil)	FYE2024 30 Apr 2024 (audited) (RM'mil)	Changes (%)
External Revenue	59.44	58.32	+1.9%
Profit Before Tax	4.39	8.44	-48.0%



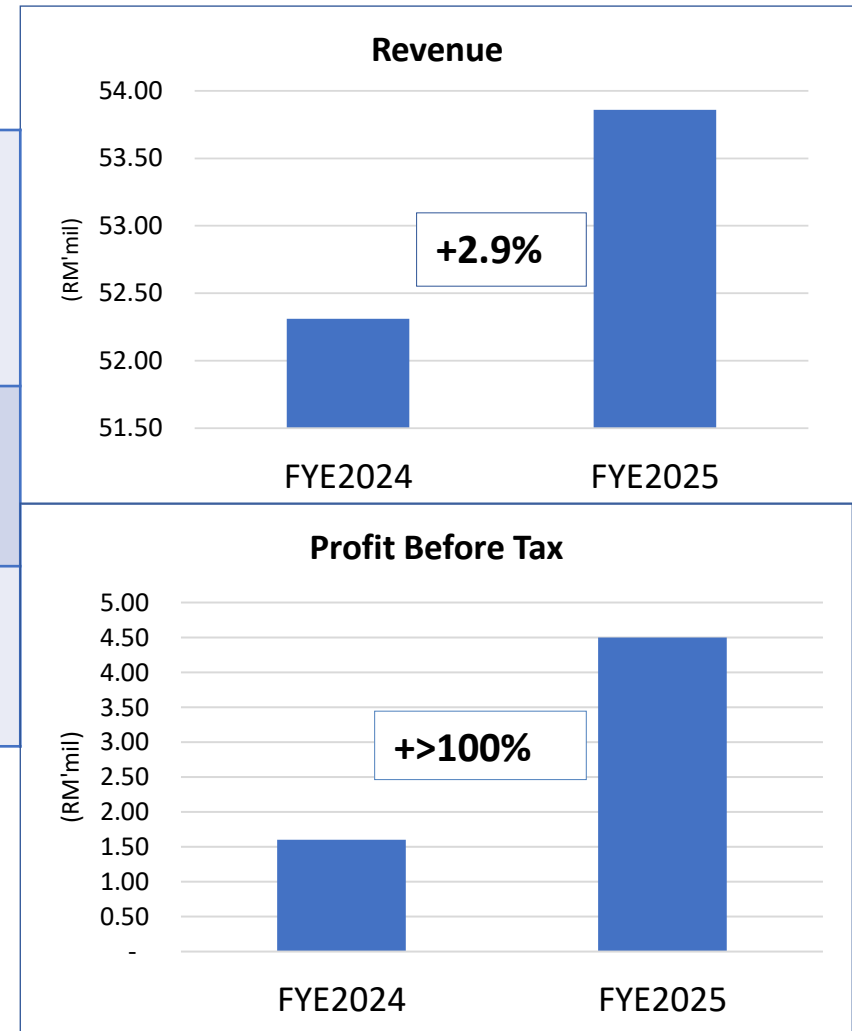
Wholesale

Despite the Wholesale division recorded higher sales from one of its new range of wellness products, the increase was offset by lower sales of other products particularly Chinese medicated tonic and vintage tea, resulting the revenue increased marginally by 1.9% to RM59.4 million.

The division posted a pre-tax profit of RM4.4 million, declined by about 48.0% primarily due to lower gross margin which was impacted by higher import costs and unfavourable sales mix, coupled with higher marketing costs incurred.

MLM

MLM Segment	FYE2025 30 Apr 2025 (RM'mil)	FYE2024 30 Apr 2024 (audited) (RM'mil)	Changes (%)
External Revenue	53.86	52.31	+2.9%
Profit Before Tax	4.50	1.60	+>100%



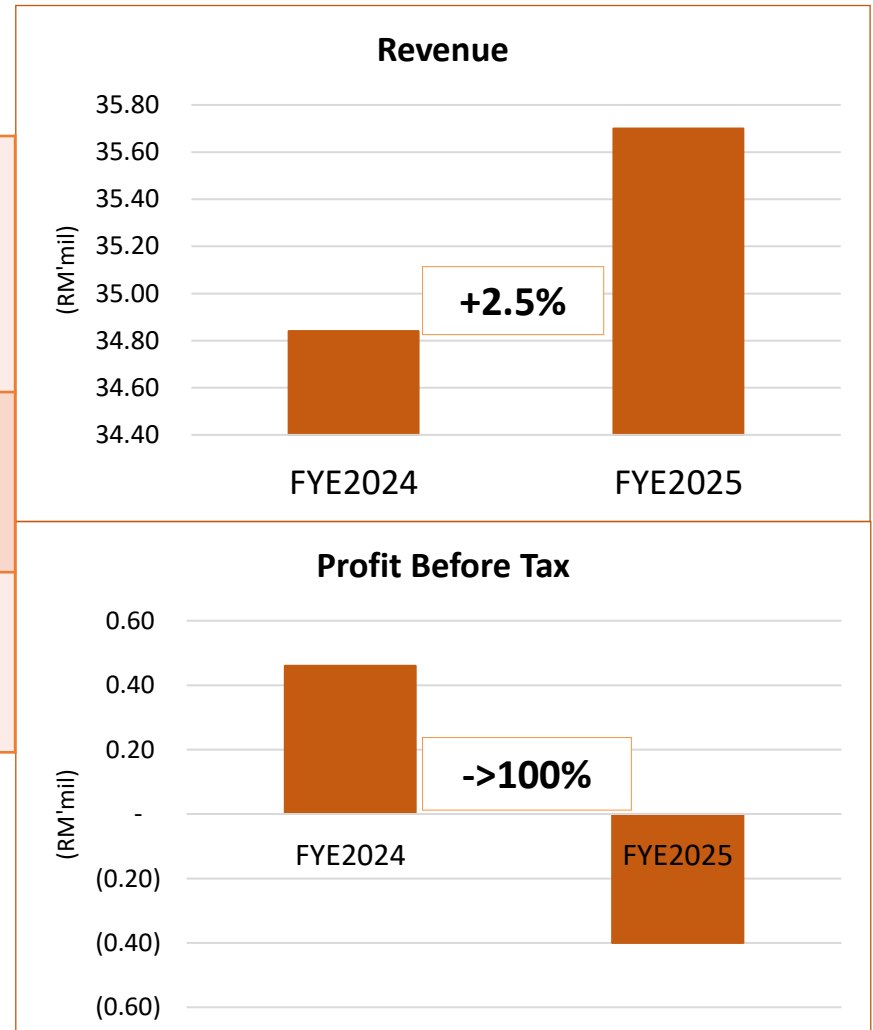
MLM

Despite the MLM division focusing on targeted product promotions particularly for the Fashion & Beauty series of products, the increase in sales was offset by lower sales of other products, resulting divisional revenue increased marginally by 2.9% to RM53.9 million. The implementation of several cost saving disciplines including enhancement in inventory management and resources optimisation contributed to higher pre-tax profit of RM4.5 million, as compared to the preceding year of RM1.6 million.

The MLM division will continue to carry out more sales driven activities, effective training program and re-strategies its promotion campaign to boost productivity of its distributors.

Retail

Retail Segment	FYE2025 30 Apr 2025 (RM'mil)	FYE2024 30 Apr 2024 (audited) (RM'mil)	Changes (%)
External Revenue	35.70	34.84	+2.5%
Profit Before Tax	-0.40	0.46	->100%



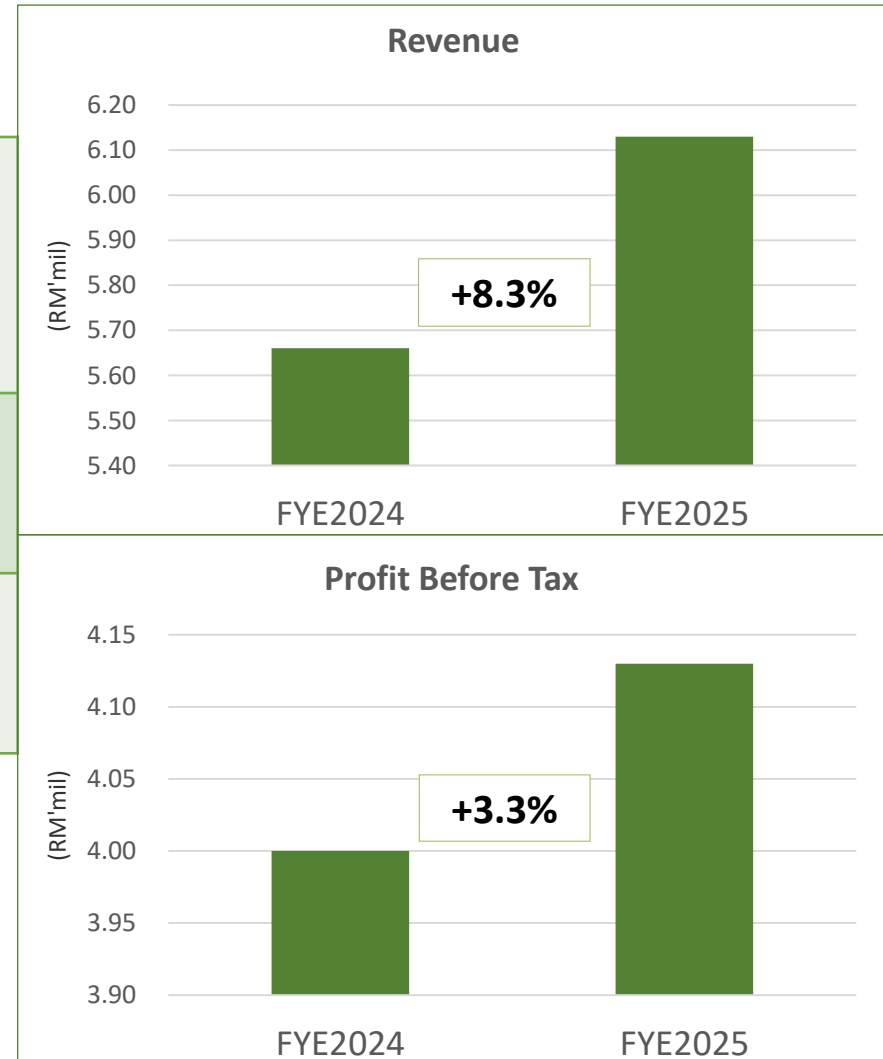
Retail

Challenges persist in view of uncertainties in global and domestic economy, consumers remained cautious in spending particularly on high value health supplements. Despite various promotion campaigns were carried out during the year, revenue increased marginally by 2.5% to RM35.7 million.

The division recorded a loss of RM0.4 million as a result of decreased sales in high margin products coupled with increased operating expenses, and higher advertising and marketing costs incurred.

"Others" segment

"Others" Segment	FYE2025 30 Apr 2025 (RM'mil)	FYE2024 30 Apr 2024 (audited) (RM'mil)	Changes (%)
External Revenue	6.13	5.66	+8.3%
Profit Before Tax	4.13	4.00	+3.3%



"Others" segment

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

Higher rental income generated from investment properties was offset by higher operating costs of other segments, resulted pre-tax profit maintained at about RM4.1 million in the financial year under review.

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Thank you

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