



MR D.I.Y. CONTINUES TO RECORD REVENUE GROWTH

- Revenue up 4% year-on-year (“y-o-y”) to RM905.4 million for 1QFY22
- Profit after tax 19.5% y-o-y lower to RM97.3 million for 1QFY22
 - Quarterly dividend of RM44.0 million for 1QFY22
 - Inclusion in the MSCI All Country World Index

SELANGOR, 30 APRIL 2021 – MR D.I.Y. Group (M) Berhad (“MR D.I.Y.”) Revenue for 1QFY22 rose 4% y-o-y to RM905.2 million, mainly driven by contribution from new stores as the homegrown retailer’s store network grew 20% y-o-y to 947 stores. Total transactions rose 8% from 29.9 million to 32.3 million. Profit before tax in 1QFY22 stood 21% lower y-o-y at RM134.5 million, mainly due to cost factors outpacing revenue growth, impacting overall profit margins. Consequently, profit after tax for the quarter was 20% lower y-o-y to RM100.5 million, consistent with the above-mentioned factors.

During the quarter, the Group’s store network grew by a net 47 stores across its three brands, comprising 44 new MR D.I.Y./D.I.Y. Express stores, two new MR DOLLAR stores and one new MR TOY store. As at 31 March 2021, total number of stores stood at 947, comprising 841 MR D.I.Y./D.I.Y. Express stores, 51 MR TOY stores and 55 MR DOLLAR stores. The Group aims to open a further 133 stores across all brands in 2022.

The Group’s cash flow and balance sheet remained healthy in 1QFY22, with net cash flow from operations standing at RM79.6 million whilst the Group’s net gearing ratio remained a comfortable 0.01 times; having reduced significantly compared to 1Q2021 following further repayment of borrowings during the quarter.

Commenting on the results, MR D.I.Y. Chief Executive Officer Adrian Ong said, “As a Group, we have made significant progress over the last 2 years, despite facing various challenges including a pandemic, supply chain disruptions, escalating input and freight costs as well as a weakening currency.”

He said the emergence of the fourth wave of the COVID-19 pandemic in February 2022, with its highly viral Omicron variant, drove up infection rates. Foot traffic to stores and consumer spend were consequently lower as the public erred on the side of caution to reduce the risk of infection. The high number of cases also resulted in several MR D.I.Y. stores being closed intermittently for sanitisation and cleaning to ensure the health and safety of customers and staff.

“We remain committed to supporting our fellow Malaysians during this challenging period by ensuring that they have access to a broad assortment of everyday household essential items and at “Always Low Prices”. We have been able to maintain this commitment largely through our unrelenting focus on managing operational efficiencies, our flexible business model, and our close direct relationships with manufacturers and logistics providers. Our strong cash position and excellent payment terms mean we can also negotiate favourable prices with our suppliers; all these have enabled us to manage both our top and bottom lines effectively,” said Ong.

Ong went on to say that to stay on track for steady, sustainable growth, MR D.I.Y was constantly on the lookout for new and innovative ways to deliver a breadth of products at convenient locations and on accessible platforms. He said the Group used stringent data discipline to optimise its inventory and ensure the continued relevance of its products, while gradually growing its range of own brand products to customers more choice. It was also actively exploring partnerships with like-minded brands to find new ways to deliver MR DIY products to customers.

“We are positive about the future. The country’s move into the endemic phase, the gradual lifting of movement restrictions and the high vaccination rate thanks to the Government’s free vaccination programme have primed the country to a return to a new normal, and with it, the resurgence of the retail industry. We are confident that under such conditions, we will be able to deliver long-term sustainable growth and value to our stakeholders,” said Ong.

“Our strategies for growth remain consistent – the carefully-curated expansion of our store network across all brands, driving same-store-sales growth (SSSG), managing our supply chain and improving cost efficiencies and employing stringent data discipline. The home improvement industry is expected to grow at a CAGR of 10.4% over 5 years from 2021-2026 (Source: Frost & Sullivan), which indicates

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that there is significant scope for our business to further penetrate the home improvement retail market,” he added.

Adrian added, “I would like to thank our colleagues who have demonstrated exceptional commitment, dedication and focus throughout this period in ensuring that we continue to provide access to affordable and convenient everyday essentials to our customers.”

On 13 May 2022, it was announced that MR D.I.Y. will be admitted to the MSCI All Country World Index and MSCI Emerging Market Index as of the close on May 31, 2022. MR D.I.Y. is expected to be one of 34 constituents from Malaysia in the MSCI All Country World Index, yet another corporate milestone for the Group since its listing.

In line with the Group’s policy of paying quarterly dividends, MR D.I.Y. has declared a dividend of RM44.0 million for 1QFY22 representing a payout ratio of 43.8%.

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MR D.I.Y. Group (M) Berhad (“MR D.I.Y.” or the “Company”) is a home-grown enterprise with 941 stores across Malaysia and 6 in Brunei. The home improvement retailer is dedicated towards making a positive difference in the lives of its customers by offering value and convenience via its stores nationwide and online at www.mrdiy.com.my

All MR. D.I.Y. stores are managed directly and the retailer often works in collaboration with owners of shopfront properties or owners of malls. MR. D.I.Y. stores offer a wide selection of SKUs across five major categories, namely hardware; household and furnishing; electrical; stationery and sports equipment products; and others (comprising toys, car accessories, jewellery, cosmetics and food and beverage items).

The Company strives to put its customers first by providing good quality, value-for-money and a wide variety of products whilst holding true to the Company’s motto of “Always Low Prices”.

For more information on MR D.I.Y., please log on to www.mrdiy.com

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