



## MR D.I.Y. DELIVERS IMPRESSIVE Q3 RESULTS

- Revenue grew 32% y-o-y to RM740.2 million for third quarter 2020
  - PAT up 54% y-o-y to RM113.5 million for third quarter 2020
    - Declared interim 3Q20 dividend of RM45.8 million
- Strong nine-months net operating cash flow of RM360.8 million

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**SELANGOR, 5 NOVEMBER 2020** – Newly listed **MR D.I.Y. Group (M) Berhad** (“MR D.I.Y.”), Malaysia’s largest home improvement retailer today reported revenue and profit after tax (“PAT”) of RM740.2 million and RM113.5 million, respectively for the third quarter financial period ended 30 September 2020 (“3Q20”), a significant increase of 32% and 54%, respectively compared to the corresponding period in 2019.

The impressive 3Q20 results come on the back of higher average monthly sales per store which rose 7%, compared to the corresponding quarter in 2019. The higher PAT growth was a result of the higher average monthly sales per store, coupled with lower operating expenses as a percentage of revenue, which declined from 18.4% to 17.3% in the current quarter.

For the nine-months financial period ended 30 September 2020 (“9M20”), MR D.I.Y. registered revenue and PAT of RM1.79 billion and RM228.9 million respectively, up 8% and 1%, respectively compared to corresponding period in 2019. The overall growth was attributable to the strong performance in the latter part of 2Q20 and the strong 3Q20 results, net of the impact of the store closures in March and April 2020 as a result of the Movement Control Order (“MCO”) and Conditional Movement Control Order (“CMCO”).

The Group added a record 48 new stores during the third quarter of 2020, an increase of approximately 100% from the average store additions in each of the preceding two quarters. The Group currently has

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688 stores comprising 656 MR D.I.Y., 28 MR TOY and 4 MR DOLLAR stores; up from the 579 MR D.I.Y. and 14 MR TOY stores it had at the end of 2019. The Group aims to open an aggregate of approximately 307 stores across all brands in 2020 and 2021.

The Group's cash flow and balance sheet remain healthy as evidenced by its net cash flow from operations of RM360.8 million whilst the Group's net gearing ratio remains a comfortable 0.69 times and, which will improve significantly in future periods when the equity raised during the IPO of approximately RM301 million is taken into account.

The Group has adopted a policy to pay quarterly dividends and declared an interim dividend of RM45.8 million, which reflects the strong financial position and performance of the Group despite the outbreak of the COVID-19 pandemic earlier this year.

Commenting on the results, MR D.I.Y. chief executive officer Adrian Ong said, "We are delighted to report strong 3Q20 results despite the challenges of the current operating environment. The COVID-19 pandemic has impacted lives in many ways, and perhaps most of all in consumer behaviour. Malaysians are more conscious now about how, where, and what they buy. As a homegrown enterprise focused on meeting the needs of our customers, we realise the importance of providing convenience, choice, accessibility, and quality products at "Always Low Prices" to value-seeking Malaysians; more so during this trying period, when livelihoods are impacted."

"Going forward, our strategy is to continue to focus on creating sustainable growth by expanding our store network across our three brands: MR D.I.Y., MR TOY and MR DOLLAR; driving more foot traffic into our stores to increase revenue as well as expanding our e-commerce business. It's a multi-pronged strategy that we are confident will deliver results."

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### **About MR D.I.Y. Group (M) Berhad**

MR D.I.Y. Group (M) Berhad ("MR D.I.Y." or the "Company") is a home-grown enterprise with 684 stores across Malaysia and 4 in Brunei. The home improvement retailer has dedicated to make a positive difference in the lives of its valued customers by offering convenience at all its stores nationwide and online at [www.mrdiy.com.my](http://www.mrdiy.com.my)

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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 operating an innovative business that is flexible when it comes to providing a wide variety of products, good quality and value-for-money, 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](http://www.mrdiy.com)

### **MEDIA ENQUIRIES:**

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