



## MR D.I.Y. QUARTERLY PROFIT RISES TO RECORD RM174 MILLION

SELANGOR, 5 MAY 2025 - MR D.I.Y. Group Berhad ("MR D.I.Y."), Malaysia's largest home improvement retailer, delivered a strong start to the financial year, reporting a 20.2% year-on-year ("y-o-y") increase in profit after tax ("PAT") to RM174.1 million for the first quarter ended 31 March 2025 ("1QFY2025") – a record high for the Group.

Revenue for the quarter grew 10.0% y-o-y to RM1.3 billion, driven by like-for-like store sales growth and new store openings during the quarter. Transaction volume rose 9.1% to 48.2 million, supported by the strategic expansion of its store network from 1,292 stores in 1QFY2024 to 1,465 stores as of 31 March 2025.

Gross profit ("GP") margin improved by 2.0 percentage points ("p.p.") y-o-y to 47.8%, reflecting lower average inventory costs arising from the economies of scale from our global procurement, and the strengthening of the Malaysian Ringgit. As a result, GP rose 14.9% y-o-y to RM601.2 million.

Profit before tax ("PBT") increased 20.0% y-o-y to RM234.1 million, underpinned by the higher GP, while PAT climbed 20.2% to RM174.1 million. Net earnings margin stood at 13.9%, up from 12.7% in the same quarter last year.

Commenting on the results, Chief Executive Officer Adrian Ong said, "We are very encouraged by the strong start to FY2025, especially in the face of ongoing uncertainties. Our operational improvements are bearing fruit, with meaningful progress reflected in key financial indicators. Notably, throughput at our automated warehouse has increased significantly since its launch in August 2024. While there is still work to be done, we are confident that we are on the right path – driving operational efficiency and delivering long-term sustainable value to our stakeholders."

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Ong added, “Despite market volatility driven by geopolitical tensions and tariff disputes, our financial position remains solid – at this time, we do not expect the current US tariffs to impact us. We will continue to stay agile and responsive to evolving market conditions and customer needs, all while championing value. Our 1QFY2025 results reaffirm our resilience.”

He said that looking ahead, MR D.I.Y plans to open 190 new stores across its core and sub-brands in 2025. These will include innovative retail concepts and expanded product offerings – further reinforcing the Group’s its position as the value retailer of choice for all Malaysians.

Reflecting its confidence in its prospects, the Group has declared a dividend of RM132.6 million for 1QFY2025, up 40% y-o-y and representing a 76.1% payout ratio.

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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 “Group”) is Malaysia’s largest home improvement retailer, with a growing footprint of 1,465 stores across Malaysia and Brunei. As a proudly home-grown enterprise, MR D.I.Y is committed to making a positive difference in the lives of its customers by offering convenience, quality, and value both in-store and online at [www.mrdiy.com.my](http://www.mrdiy.com.my)

All MR. D.I.Y. stores are directly managed by the Group, and are often established in collaboration with shopfront property owners and mall operators. The stores offer an extensive range of stock-keeping units (SKUs) across five major categories: hardware; household and furnishings; electrical; stationery and sports equipment; and others – including toys, car accessories, jewellery, cosmetics and food and beverages.

Driven by its customer-first philosophy, MR D.I.Y operates a dynamic and responsive retail model focused on delivering variety, quality, and value-for-money – staying true to its promise of “Always Low Prices”.

For more information on MR D.I.Y., please log on to [www.mrdiy.com](http://www.mrdiy.com)

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**MEDIA ENQUIRIES:**

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