



MR D.I.Y. pays full year dividend of RM473 million, up 56.5% y-o-y

SELANGOR, **27 FEBRUARY 2025** – Malaysia’s largest home improvement retailer MR D.I.Y Group Berhad (“MR D.I.Y.”) has raised its dividend payout ratio for the fourth quarter ended 31 December 2024 (“4QFY2024”) to 115.7%, up 80.3% year-on-year (“y-o-y”). The dividend payout of RM170.3 million is equivalent to a payout ratio of 115.7% of profit after tax (“PAT”). Total cumulative dividends for FY2024 stood at RM472.9 million, equivalent to 83.1% of PAT payout.

Announcing the move, MR. D.I.Y.’s Chief Executive Officer Adrian Ong said, “The higher payout exceeds the target range of 50-65%, signalling MR D.I.Y.’s positive cash position, strong cash flow and steady profitability. It also reflects our confidence in the company’s future earnings while directly benefiting our loyal shareholders with higher returns on their investments. Most importantly, it gives us the resources to strategically invest in sustainable growth and aim for a higher dividend payout ratio, to balance the interest of all stakeholders.”

Revenue for 4QFY2024 grew 2.6% y-o-y to RM1.2 billion, driven by a 13.8% increase in store count, which rose from 1,261 stores in 31 December 2023 to 1,435 stores at 31 December 2024. Transaction volume also increased by 5.9% y-o-y to 47.1 million. Revenue growth was partially offset by negative like-for-like sales and a 3.0% y-o-y decline in average basket size, reflecting weaker consumer sentiment.

Gross profit (“GP”) margin for 4QFY2024 improved by 0.9 percentage points (“p.p.”) y-o-y to 46.7%, mainly due to lower purchasing cost arising from favourable exchange rate in the latter half of FY2024. As a result, GP rose 4.6% y-o-y to RM549.3 million, driven by higher revenue.

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Profit before tax (“PBT”) for 4QFY2024 declined by 7.8% y-o-y to RM195.6 million, primarily due to higher administrative and other operating expenses. Administrative expenses rose 25.0% y-o-y to RM55.7 million, while other operating expenses increased 12.0% y-o-y to RM291.0 million. This was mainly driven by higher staff costs associated with the Group’s expanding retail network and increased central costs, particularly from the automated warehouse facility during the quarter.

Net earnings for 4QFY2024 decreased 7.2% y-o-y to RM147.2 million, largely due to these factors. Consequently, the net earnings margin declined by 1.3 p.p. (“p.p.”) to 12.5% compared to 13.8% in the corresponding quarter of FY2023.

For the financial year ended 31 December 2024 (“FY2024”), the Group recorded cumulative revenue of RM4.7 billion and PAT of RM568.9 million, reflecting y-o-y growth of 6.7% and 1.5%, respectively, compared to FY2023.

Commenting on the results, MR. D.I.Y.’s Chief Executive Officer Adrian Ong said, “2024 has been a year of moderation, but also one of strategic opportunity. While consumer sentiment and household disposable income remained subdued, we used this period to sharpen our approach – reassessing our product mix, strengthening our value proposition, and deepening our engagement with customers. We have actively diversified our offerings through meaningful collaborations with like-minded, growth-focused retailers and established local brands, ensuring we stay ahead of evolving customer needs. At the same time, we remain agile, continuously advocating for value while responding to shifting consumer dynamics. Our focus remains on disciplined cost management – enabling us to innovate and invest in areas that create meaningful impact for our customers.

Ong added, “Looking ahead, we are confident in our ability to navigate the current landscape, leveraging our extensive network, and deep understanding of what constitutes everyday essentials for different consumer segments across the country. As households remain cautious with spending – trading down on price where possible and seeking out value – we are well-positioned to meet their needs. This transition period presents challenges, but we see it as an opportunity to reinforce our leadership position as Malaysia’s preferred household retailer. Our confidence in our long-term growth remains unwavering.”

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MR D.I.Y. declared a dividend of RM142.0 million for 4QFY2024, taking the full year's dividend payout to RM472.9 million, a 56.5% improvement compared to the previous year. The full-year dividend is equivalent to a payout ratio of 83.1% of PAT.

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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 a home-grown enterprise with 1,435 stores in Malaysia and 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

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).

The Group 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 Group'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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