



MR D.I.Y: 1QFY2024 PROFIT UP 13% Y-O-Y TO RM145 MILLION

1QFY2024 Revenue up 9% to RM1.1 billion

1QFY2024 dividend up 67% y-o-y at RM94.5 million, record 65% payout ratio

SELANGOR, 9 MAY 2024— Malaysia’s largest home improvement retailer MR D.I.Y Group Berhad (“MR D.I.Y”) continues to report commendable revenue and earnings, with profit after tax (“PAT”) for the first quarter ended 31 March 2024 (“1QFY2024”) up by 13.4% year-on-year (“y-o-y”) to RM144.9 million.

Revenue for 1QFY2024 rose 9.2% to RM1.1 billion compared to 1QFY2023, driven primarily by a 15.4% growth in new stores. Transaction volume rose in tandem by 15.8% to 44.2 million as the Company continued to strategically expand its store network across its core brands, from 1,125 stores in 1QFY2023 to 1,292 stores as of 31 March 2024.

Gross profit (“GP”) margin for 1QFY2024 rose 1.5 percentage points (“p.p.”) y-o-y to 45.8%. The improvement was mainly due to the normalisation of freight costs. Correspondingly, GP increased 12.9% y-o-y to RM523.3 million mainly due to the higher revenue and the higher GP margin.

Profit before tax (“PBT”) rose 13.1% y-o-y to RM195.1 million in 1QFY2024 due to the higher GP. Consequently, net earnings margin for 1QFY2024 was 12.7% compared to 12.2% in the corresponding quarter of FY2023.

Commenting on the results, MR. D.I.Y.’s Chief Executive Officer Adrian Ong said, “We continue to see strong momentum in our business and are very encouraged by the solid start to FY2024. We are seeing the Group deliver solid growth across all key indicators and for multiple periods, which not only reflects the strength and resilience of our business model but also our compelling value proposition that resonates with Malaysians from all walks of life. While inflationary pressures may have abated in

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recent months, we are conscious that conditions remain challenging for many households. We remain committed to making everyday household essentials affordable and accessible to all.”

Ong added, “We are confident of our prospects given the commendable results in 1QFY2024, and we expect these positive results to be further supported by improving consumer sentiment and our role as the customer’s go-to retailer for everyday essentials. Our growing store network makes us increasingly accessible to more and more Malaysians, and our plan in 2024 is to further cement this proximity by opening 180 new stores in 2024 and surpass our target of 2,000 stores by 2028.”

MR D.I.Y declared a dividend of RM94.5 million for 1QFY2024, a 66.9% improvement compared to the corresponding first quarter of FY2023. The 1QFY2024 dividend is equivalent to a payout ratio of 65.2% 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 1,292 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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For more information, please contact: - Owen Yu; Tel: +60 16-228 7910; Email: owen.yu@mrdiy.com