

**MR D.I.Y. SUSTAINS GROWTH MOMENTUM*****PAT up 22.5% y-o-y to RM123.9 million******Dividend up 60.2% y-o-y to RM75.5 million***

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SELANGOR, 20 NOVEMBER 2023 – MR D.I.Y. Group (M) Berhad (“MR D.I.Y.”) continues its steady growth trajectory, reporting year-on-year (“y-o-y”) revenue and earnings growth for the third quarter ended 30 September 2023 (“3QFY2023”).

Revenue for 3QFY2023 rose 10.4% y-o-y to RM1.1 billion, primarily driven by contributions from new stores. Total transactions rose in tandem by 16.3% y-o-y to 41.6 million in 3QFY2023.

Gross profit (“GP”) margin for 3QFY2023 rose 3.9 percentage points (“p.p.”) y-o-y to 45.0%. This significant improvement was mainly due to the normalisation of freight costs as well as the impact of the price adjustment exercise carried out in FY2022. Consequently, GP increased 20.9% y-o-y to RM479.5 million.

Profit before tax for the period rose 24.1% y-o-y to RM167.0 million. Consequently, net earnings rose 22.5% y-o-y to RM123.9 million, while net earnings margin increased 1.1 p.p. to 11.6% compared to 10.5%.

For the nine-month financial period ended 30 September 2023 (“9MFY2023”), MR D.I.Y. registered cumulative revenue and net earnings (“PAT”) of RM3.2 billion and RM402.0 million respectively, up 10.0% and 19.3% respectively compared to the corresponding period in FY2022. The overall growth for the period is consistent with the above-mentioned factors.

Commenting on the results, MR D.I.Y.’s Chief Executive Officer Adrian Ong said, “Overall, the 3QFY2023 financial performance met our expectations, with the Group outperforming the retail trade by continuing to record y-o-y revenue and net earnings growth. This reflects the resilience of the

business, particularly during this environment of persistent rising inflationary and interest rates which has affected household disposable income and consumer sentiment, further exacerbated by the absence of any seasonal festivities during the quarter.

“As a homegrown Malaysian company and a value retailer, we understand how difficult it has been for many Malaysian households to deal with the rising cost of living. We are committed to ensuring that everyday household essentials remain affordable and accessible to all via our promise of ‘Always Low Prices’, with a broad range of products priced at the lowest in the market. In keeping to our promise, we recently launched a nationwide campaign entitled ‘Kecil dan Besar’ as a reminder to all Malaysians that whatever their needs, we have the products they need at the right prices.”

He added, “It is also imperative in this current operating environment that we continue to explore growth opportunities while achieving cost and operational efficiencies. To this end, we are simultaneously exploring several key initiatives, including the launch of new brands to capitalise on growth opportunities, as well as potential horizontal and vertical acquisitions to boost operational synergies, ensure future growth visibility and safeguard our supply chain. Warehouse automation, a project we started several years ago, is also a priority to enhance cost optimisation.”

In the 9MFY2023, the Group saw a net growth of 123 stores across its core three brands – MR. D.I.Y, MR. TOY and MR. DOLLAR - an increase of approximately 12% from December 2022 with the majority being MR DIY stores. This brings the Group’s total number of stores to 1,203 as at 30 September 2023. The Group’s store expansion for FY2023 remains largely on track, with at least 57 stores to be opened across all three brands in the fourth quarter of FY2023.

The Group also revealed its 5-year growth plan and store opening target of 2,000 stores by FY2028 across its core brands, with an emphasis on the flagship MR DIY brand. This 2,000-store target translates to approximately 19,000 of the population served per store.

The Group declared a quarterly interim dividend of RM75.5 million for 3QFY2023, up 60.2% compared to 3QFY2022. This represents a total cumulative dividend payout of RM207.6 million for 9MFY2023. The Group also announced a new quarterly dividend payout target of 50-65% going forward which reflects the strong cashflow generation by the Group.

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**PRESS RELEASE**

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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 more than 1,194 stores across Malaysia and 9 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)

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](http://www.mrdiy.com)

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