

**MR D.I.Y. ACHIEVES 38% Y-O-Y REVENUE GROWTH FOR 2QFY22**

- Revenue up 38% year-on-year (“y-o-y”) to RM1,048.7 million for 2QFY22
 - Profit after tax (“PAT”) 65% y-o-y higher to RM135.2 million for 2QFY22
 - Quarterly dividend of RM56.6 million for 2QFY22
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SELANGOR, 4 AUGUST 2022 – MR D.I.Y. Group (M) Berhad (“MR D.I.Y.”), Malaysia’s largest home improvement retailer, today reported revenue of RM1,048.7 million for the 2nd quarter ended 30 June 2022 (“2QFY22”), an increase of 38% y-o-y compared to the corresponding period in 2021. The figure sets a new record in MR D.I.Y.’s quarterly revenue, following the last quarterly high of RM975.4 million, set in 4QFY21.

Announcing the results, MR D.I.Y. Group’s Chief Executive Officer Adrian Ong said, “The post-pandemic era has been defined by many changes in the retail business and customer behaviour; both are ever dynamic. With a network of close to 1,000 stores, it has become increasingly important for us to be able to read the signs quickly and to turn the insights we gain from our stringent use of data into quick and decisive actions. This allows us to make the most of the opportunities and pull back when the market slows, as it sometimes will. As a management team, we have been focused on managing these periodic flows, and our efforts have borne fruit.”

“I am extremely pleased with our team’s strong performance and our results through this period. We delivered an increase in comparable sales across all our brands, representing improvements from the prior quarter. We continue to make significant progress on other key strategic initiatives, including executing 46 net new stores during the quarter and are on track to achieving our target of 180 new stores for the full year,” added Ong.

He detailed that the record revenue was mainly derived from higher average monthly sales per store on the back of stronger sales from existing stores and strong sales performance from new stores opened in

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the first half of 2022. Consequently, PAT for 2QFY22 grew 65% y-o-y to RM135.2 million, driven mainly by the higher revenue.

For the six-month financial period ended 30 June 2022 (“1HFY22”), MR D.I.Y. registered cumulative revenue and PAT of RM1,953.9 million and RM235.7 million respectively, up 20% and 14% compared to the corresponding period in 2021. The overall growth for the period under review was mainly attributable to the strong sales in 2QFY22, driven by a particularly strong festive period performance in April and May 2022.

The Group saw net growth of 93 stores across its three brands – MR. D.I.Y, MR TOY, and MR DOLLAR - in 1HFY22, an increase of approximately 10% from December 2021 with the majority being MR D.I.Y. stores. This brings the Group’s total number of stores to 993 as at 30 June 2022. The Group aims to open a further 87 stores across all three brands in the second half of 2022.

On the way forward, Ong said, “Our strong performance across all indicators reflects the resilience of our business model and positive consumer response to our value proposition in a rising cost and inflationary environment. To stay relevant to customers, we are focused on innovation, creating new concepts that meet customers’ evolving needs. In May 2022, we introduced a new store format - MR D.I.Y. Plus. Our new format houses all three brands (MR. D.I.Y., MR DOLLAR and MR. TOY) under one roof, making it more convenient for families to shop for everything they need all in one location while enhancing our value proposition and making it more compelling for the entire family to visit our store. The response to it has been tremendous, with over 200,000 visitors to the store in the one month since it opened.

“He added that under the current operating environment, the Group also remained focused on optimising costs and achieving operational efficiencies, whilst seeking to ensure optimal levels of stock at stores to meet customers’ needs.

“We rely on our operating advantages – a flexible business model, strong cash flow, close direct relationships, and excellent payment terms with manufacturers to mitigate ongoing supply chain and cost pressures, all of which provide our customers with the best possible value on the market. It is clear that moving forward, the market is going to be more sensitive to external impact; we will need to

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accept this dynamic. Agility, responsiveness and a data driven approach will be key tenets of our management philosophy moving forward,” he said.

The Group has declared a quarterly interim dividend of RM56.6 million for 2QFY22. This represents a total cumulative dividend payout of RM100.5 million for 1HFY22 and reflects the continued strong financial position of the Group.

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MR D.I.Y. Group (M) Berhad (“MR D.I.Y.” or the “Company”) is a home-grown enterprise with 993 stores across Malaysia and in Brunei. The home improvement retailer is dedicated towards making a positive difference in the lives of its customers by offering value and convenience via 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 items).

The Company strives to put its customers first by providing good quality, value-for-money and a wide variety of products whilst 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

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