### 7-Eleven Malaysia Holdings Berhad

[Registration No: 201301028701 (1058531-W)]

Date: 29 MAY 2024

# Subject: UNAUDITED INTERIM FINANCIAL REPORT FOR THE FIRST QUARTER ENDED 31 MARCH 2024

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## UNAUDITED INTERIM FINANCIAL REPORT FOR THE FIRST QUARTER ENDED 31 MARCH 2024 CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

|  | CURRENT AND CUMULATIVE QUARTER 3 months ended |                      |
|--|---|----------------------|
|  | 31.03.2024<br>RM'000                          | 31.03.2023<br>RM'000 |
| Continuing operations                                      |   | 14 000               |
| Revenue  | 684,214                                       | 655,982              |
| Cost of sales  | (473,482)                                     | (453,483)            |
| Gross profit   | 210,732                                       | 202,499              |
| Other operating income                                     | 48,434  | 36,226               |
| Selling and distribution expenses                          | (188,963)                                     | (172,713)            |
| Administrative and other operating expenses                | (35,059)                                      | (30,699)             |
| Profit from operations                                     | 35,144  | 35,313               |
| Finance costs  | (16,755)                                      | (15,714)             |
| Share of results of joint ventures                         | (315)   | (1,501)              |
| Profit before tax from continuing operations               | 18,074  | 18,098               |
| Income tax expense   | (6,003)                                       | (7,433)              |
| Profit after tax from continuing operations                | 12,071  | 10,665               |
| Discontinued operations                                    |   |                      |
| Profit after tax from discontinued operations              |   | 6,055                |
| Profit for the financial period                            | 12,071  | 16,720               |
| Profit after tax attributable to:                          |   |                      |
| Equity holders of the Company                              |   |                      |
| - continuing operations                                    | 12,838  | 10,920               |
| - discontinued operations                                  | 12,838  | 4,755<br>15,675      |
| Non-controlling interest                                   | 12,000  | 10,070               |
| - continuing operations                                    | (767)   | (255)                |
| - discontinued operations                                  |   | 1,300                |
|  | (767)   | 1,045                |
| Total community in come for the                            | 12,071  | 16,720               |
| Total comprehensive income for the financial period        |   |                      |
| Equity holders of the Company                              |   |                      |
| - continuing operations                                    | 12,838  | 10,920               |
| - discontinued operations                                  | <u> </u>                                      | 4,755                |
|  | 12,838  | 15,675               |
| Non-controlling interest                                   |   |                      |
| - continuing operations                                    | (767)   | (255)                |
| - discontinued operations                                  | <u> </u>                                      | 1,300                |
|  | (767)   | 1,045                |
|  | 12,071  | 16,720               |
| Basic/diluted earnings per ordinary share (sen) (Note B11) |   |                      |
| - continuing operations                                    | 1.16  | 0.98                 |
| - discontinued operations                                  |   | 0.43                 |
|  | 1.16  | 1.41                 |

## UNAUDITED INTERIM FINANCIAL REPORT FOR THE FIRST QUARTER ENDED 31 MARCH 2024 CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

|   | The Group   |             |
|---|-------------|-------------|
|   | Unaudited   | Audited     |
|   | As at       | As at       |
|   | 31.03.2024  | 31.12.2023  |
| Assets  | RM'000      | RM'000      |
| Non-current assets  |             |             |
| Property, plant and equipment                                       | 461,889     | 438,180     |
| Right of use assets   | 641,102     | 625,433     |
| Intangible assets   | 10,075      | 11,194      |
| Investment in joint ventures  | 3,157       | -           |
| Other investments   | 364,692     | 94,664      |
| Sundry receivables  | 42,057      | 42,057      |
| Deferred tax assets   | 15,266      | 14,616      |
|   | 1,538,238   | 1,226,144   |
| Current assets  |             |             |
| Inventories   | 373,032     | 356,157     |
|   |             |             |
| Sundry receivables  | 120,839     | 124,923     |
| Tax recoverable   | 16,996      | 15,065      |
| Other investment  | 39,762      | 9,512       |
| Cash and bank balances  | 290,803     | 799,474     |
|   | 841,432     | 1,305,131   |
| Total assets  | 2,379,670   | 2,531,275   |
| Equity and liabilities  |             |             |
| Equity attributable to equity holders of the Company                |             |             |
| Share capital   | 1,410,881   | 1,410,881   |
| Treasury shares   | (99,108)    | (99,108)    |
| Capital reorganisation deficit                                      | (1,343,248) | (1,343,248) |
| Reserves  | 104,875     | 104,875     |
| Retained profits  | 299,724     | 286,886     |
| retained profits  | 373,124     | 360,286     |
| Non-postualling interest  | (3,757)     | (2,990)     |
| Non-controlling interest  |             |             |
| Total equity  | 369,367     | 357,296     |
| Non-current liabilities   |             |             |
| Provisions  | 14,871      | 14,832      |
| Borrowings  | 449,712     | 449,688     |
| Lease liabilities   | 582,534     | 568,539     |
| Contract liabilities  | 10,719      | 11,336      |
| Deferred tax liabilities  | 5,461       | 4,811       |
| Deletted tax liabilities  | 1,063,297   | 1,049,206   |
|   |             | 1,049,200   |
| Current liabilities   |             |             |
| Provisions  | 1,452       | 1,418       |
| Borrowings  | 149,827     | 287,710     |
| Trade payables  | 466,472     | 498,418     |
| Other payables  | 221,885     | 229,874     |
| Lease liabilities   | 99,010      | 95,730      |
|   | •           |             |
| Contract liabilities  | 7,701       | 10,433      |
| Taxation  | 659         | 1,190       |
| <b>-</b>  | 947,006     | 1,124,773   |
| Total liabilities   | 2,010,303   | 2,173,979   |
| Total equity and liabilities  | 2,379,670   | 2,531,275   |
| Net assets per share attributable to ordinary equity holders of the |             |             |
| Company, based on number of outstanding shares                      |             |             |
| in issue with voting rights (sen)                                   | 33.64       | 32.47       |
|   |             |             |

## UNAUDITED INTERIM FINANCIAL REPORT FOR THE FIRST QUARTER ENDED 31 MARCH 2024 CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

#### Attributable to Equity Holders of the Company

|  | Share<br>capital<br>RM'000 | Treasury<br>shares<br>RM'000 | Capital<br>reorganisation<br>deficit<br>RM'000 | Fair value<br>adjustment<br>reserve<br>RM'000 | Asset<br>revaluation<br>reserve<br>RM'000 | Retained<br>profits<br>RM'000 | Total<br>RM'000 | Non-<br>controlling<br>interest<br>RM'000 | Total<br>equity<br>RM'000 |
|--|----------------------------|------------------------------|--|---|---|-------------------------------|-----------------|---|---------------------------|
| At 1 January 2024  |                            |                              |  |   |   |                               |                 |   |                           |
| As previously stated   | 1,410,881                  | (99,108)                     | (1,343,248)                                    | 58,524  | 46,351                                    | 286,886                       | 360,286         | (2,990)                                   | 357,296                   |
| Total comprehensive income   | -                          | -                            | -  | -   |   | 12,838                        | 12,838          | (767)                                     | 12,071                    |
| At 31 March 2024   | 1,410,881                  | (99,108)                     | (1,343,248)                                    | 58,524  | 46,351                                    | 299,724                       | 373,124         | (3,757)                                   | 369,367                   |
| At 1 January 2023  |                            |                              |  |   |   |                               |                 |   |                           |
| As previously stated   | 1,485,138                  | (194,302)                    | (1,343,248)                                    | 37,338  | 45,599                                    | 103,636                       | 134,161         | 96,080                                    | 230,241                   |
| Total comprehensive income   |                            | , ,                          |  |   |   |                               |                 |   |                           |
| for the year   | -                          | -                            | -  | 21,186  | 5,133                                     | 261,766                       | 288,085         | 8,352                                     | 296,437                   |
| Transaction with owners:   |                            |                              |  |   |   |                               |                 |   |                           |
| Acquisition of subsidiaries  | -                          | -                            | -  |   |   | -                             | -               | 402                                       | 402                       |
| Acquisition of joint venture   |                            |                              |  |   |   |                               |                 |   |                           |
| from non-controlling interests   | -                          | -                            | -  | -   | -   | -                             | -               | (2,610)                                   | (2,610)                   |
| Acquisition of treasury shares   | -                          | (1,960)                      | -  |   |   | -                             | (1,960)         | -   | (1,960)                   |
| Cancellation of treasury shares  | (74,257)                   | 97,154                       | -  |   |   | (22,897)                      | -               | -   | -                         |
| Changes in subsidiary's ownership interests that do not result in a                      |                            |                              |  |   |   | ()                            | ()              |   |                           |
| loss of control  | -                          | -                            | -  | -   | (4.004)                                   | (57)                          | (57)            | 143                                       | 86                        |
| Disposal of subsidiary Dividends on ordinary shares, representing total transaction with | •                          | •                            | -  | -   | (4,381)                                   | 4,381                         | -               | (83,664)                                  | (83,664)                  |
| owners   | -                          | -                            | -  | -   | -   | (59,943)                      | (59,943)        | -   | (59,943)                  |
| Dividends paid to non-controlling interests  | _                          |                              | -  |   | -   | -                             |                 | (21,693)                                  | (21,693)                  |
| At 31 December 2023  | 1,410,881                  | (99,108)                     | (1,343,248)                                    | 58,524  | 46,351                                    | 286,886                       | 360,286         | (2,990)                                   | 357,296                   |

## UNAUDITED INTERIM FINANCIAL REPORT FOR THE FIRST QUARTER ENDED 31 MARCH 2024 CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

|  | CUMULATIVE<br>3 months       |                               |
|--|------------------------------|-------------------------------|
|  | 31.03.2024<br>RM'000         | 31.03.2023<br>RM'000          |
| Cash flows from operating activities   |                              |                               |
| Cash receipts from customers and other receivables Cash paid to suppliers and employees              | 741,033<br>(718,315)         | 998,526<br>(948,255)          |
| Cash generated from operations<br>Interest paid<br>Tax paid  | 22,718<br>(7,806)<br>(8,465) | 50,271<br>(7,897)<br>(12,113) |
| Net cash generated from operating activities   | 6,447                        | 30,261                        |
| <del>-</del>   | 0,117                        | 00,201                        |
| Cash flows from investing activities   |                              | (2.604)                       |
| Acquisition of subsidiaries Investment in joint ventures Changes in subsidiary's ownership interests | (3,472)                      | (3,621)<br>(3,758)            |
| that do not result in a loss of control  | _                            | (84)                          |
| Purchase of property, plant and equipment  | (44,255)                     | (33,380)                      |
| Proceeds from disposal of property, plant and equipment  | 80                           | 162                           |
| Dividend income received   | -<br>- 000                   | 300                           |
| Interest received  | 5,262                        | 1,526                         |
| Increase in pledge fixed deposits with licensed bank   | -                            | (19)                          |
| (Placement)/Withdrawal with broker under a Discretionary   | (200 270)                    | 20.000                        |
| Investment Fund, net Withdrawal short term fund  | (300,278)                    | 20,000                        |
|  | (242,662)                    | 35,044                        |
| Net cash (used in)/generated from investing activities   | (342,663)                    | 16,170                        |
| Cash flows from financing activities   |                              |                               |
| Dividends paid to non-controlling interests  | <u>-</u>                     | (16,458)                      |
| Proceeds from bankers' acceptances   | 38,300                       | 31,400                        |
| Proceeds from revolving credit Payment of principal & interest portion of lease liabilities          | (34,532)                     | 10,000<br>(40,579)            |
| Advances from non-controlling shareholders   | (34,332)                     | 2,861                         |
| Net repayment from related parties   | -                            | 1,696                         |
| Repayment of bankers' acceptances  | (116,200)                    | (10,500)                      |
| Repayment of term loans  | - (00.000)                   | (2,018)                       |
| Repayment of revolving credit Repayment of hire purchase and finance lease liabilities               | (60,000)<br>(23)             | (14)                          |
| Net cash used in financing activities  | (172,455)                    | (23,612)                      |
| Net (decrease)/increase in cash and cash equivalents   | (508,671)                    | 22,819                        |
| Cash and cash equivalents at beginning of the financial period                                       | 799,474                      | 296,778                       |
| Cash and cash equivalents at end of the financial period   | 290,803                      | 319,597                       |
| Cash and cash equivalents at the end of the financial period comprises the following:-               |                              |                               |
| Cash and bank balances   | 290,704                      | 318,534                       |
| Fixed deposits with licensed banks   | 99                           | 2,590                         |
|  | 290,803                      | 321,124                       |
| Less: Fixed deposit pledged to licensed bank   | -                            | (1,527)                       |
| <u> </u>   | 290,803                      | 319,597                       |

#### A1. CORPORATE INFORMATION

7-Eleven Malaysia Holdings Berhad ("SEM" or "the Company") is a public limited liability company, incorporated and domiciled in Malaysia.

The principal activity of the Company is investment holding.

The principal activities of its subsidiaries are in the operating and franchising of convenience stores under the "7-Eleven" brand name and investment holdings.

The Company and its subsidiaries are collectively referred to as the Group.

#### A2. BASIS OF PREPARATION

The interim financial report is unaudited and has been prepared in accordance with the requirements of Malaysian Financial Reporting Standard ("MFRS") 134 Interim Financial Reporting issued by the Malaysian Accounting Standards Board and paragraph 9.22 and Appendix 9B of the Listing Requirements of Bursa Malaysia Securities Berhad. It should be read in conjunction with the Group's annual audited financial statements for the year ended 31 December 2023.

The interim financial report is presented in Ringgit Malaysia ("RM") and all values are rounded to the nearest thousand ("RM'000") except when otherwise indicated.

#### A3. CHANGES IN ACCOUNTING POLICIES

The accounting policies and methods of computation adopted in the preparation of the interim financial report are consistent with those adopted in the audited financial statements for the year ended 31 December 2023 except as follows:

On 1 January 2024, the Group adopted the following amended MFRSs mandatory for annual financial period beginning on or after 1 January 2024:

| Description  | Effective for annual<br>financial periods<br>beginning on<br>or after |
|--|---|
| MFRS 7 & MFRS 107: Supplier Finance Arrangements (Amendments to MFRS 107 and MFRS 7)   | 1 January 2024  |
| MFRS 16: Lease Liability in a Sale and Leaseback (Amendments to MFRS 16) MFRS 101: Non-current Liabilities with Covenants (Amendments to MFRS 101) MFRS 107: Supplier Finance Arrangements (Amendments to MFRS 107 and MFRS 7) | 1 January 2024<br>1 January 2024<br>1 January 2024                    |

Adoption of the above standards and interpretations did not have any significant impact on the financial performance or position of the Group.

The standards, amendments to standards and IC Interpretation that are issued but not yet effective up to the date of issuance of the Group's financial statements are disclosed below:

Effective for annual financial periods beginning on or after

MFRS 128: Sales or Contribution of Assets between an Investor and its Associate or Joint

Venture (Amendments to MFRS 10 and MFRS 128)

Description

MFRS 121: Lack of Exchangeability (Amendments to MFRS 121)

1 January 2025

Deferred

The Group has not early adopted any of the new or revised standards and amendments to standards that have been issued but not yet effective for the Group's accounting period beginning on or after 1 January 2024. The Group intend to adopt these standards, if applicable, when they become effective. The initial application of the new or revised MFRSs and Amendments to MFRSs, which will be applied prospectively or which requires extended disclosures, is not expected to have any significant financial impacts to the financial statements of the Group upon their initial adoption.

#### A4. SEASONALITY OR CYCLICALITY OF OPERATIONS

The business of the Group typically experience higher customer count, transaction value and sales during weekends, public holidays, school holidays and festive periods such as Chinese New Year, Hari Raya, Deepavali and Christmas.

#### A5. ITEMS OF UNUSUAL NATURE

There were no unusual items affecting assets, liabilities, equity, net income or cash flows during the financial period under review.

#### A6. CHANGES IN ESTIMATES

There were no changes in estimates of amounts reported in prior financial year that have had a material effect in the current financial period.

#### A7. CHANGES IN COMPOSITION OF THE GROUP

There were no changes in composition of the Group during the financial period under review.

#### A8. DEBT AND EQUITY SECURITIES

There were no issuances and repayments of debt and equity securities, share buy-backs, share cancellations and resales of treasury shares for the current financial period ended 31 March 2024 and period up to the date of this announcement.

#### A9. DIVIDEND PAID

There was no dividend paid during the financial period ended 31 March 2024.

#### **A10. SEGMENT REPORT**

The results of the Continuing Operations are as follows:

| Revenue   | External<br>RM'000 | Inter-<br>segment<br>RM'000 | Total<br>RM'000 |
|---|--------------------|-----------------------------|-----------------|
|   | Killi 000          | TAN OOO                     | 14111 000       |
| For the three months ended 31 March 2024  |                    |                             |                 |
| Convenience stores  | 684,087            | -                           | 684,087         |
| Others  | 127                | 113                         | 240             |
| Inter-segment elimination   | -                  | (113)                       | (113)           |
| g<br>The state of the | 684,214            |                             | 684,214         |
| For the three months ended 31 March 2023  |                    |                             |                 |
| Convenience stores  | 655,852            | -                           | 655,852         |
| Others  | 130                | 113                         | 243             |
| Inter-segment elimination   | -                  | (113)                       | (113)           |
| -   | 655,982            |                             | 655,982         |
|   |                    | CUMULATIVE Q                | UARTER          |

|                                    | CUMULATIVE QUARTER 3 months ended |            |
|------------------------------------|-----------------------------------|------------|
|                                    | 31.03.2024                        | 31.03.2023 |
| Results                            | RM'000                            | RM'000     |
| Convenience stores                 | 30,391                            | 34,540     |
| Others                             | (509)                             | 95         |
|                                    | 29,882                            | 34,635     |
| Interest income                    | 5,262                             | 678        |
| Profit from operations             | 35,144                            | 35,313     |
| Finance costs                      | (16,755)                          | (15,714)   |
| Share of results of joint ventures | (315)                             | (1,501)    |
| Profit before tax                  | 18,074                            | 18,098     |
| Income tax expense                 | (6,003)                           | (7,433)    |
| Net profit for the year            | 12,071                            | 10,665     |

#### A11. PROPERTY, PLANT AND EQUIPMENT

During the 3 months ended 31 March, the Group acquired assets at costs of RM44.3million (2023 : RM33.4million). The assets acquired comprise mainly of renovation, furniture, fittings, equipment and computer equipment.

#### A12. SIGNIFICANT RELATED PARTY TRANSACTIONS

| . SIGNIFICANT RELATED PARTY                                   | I RANSACTIONS   | CUMULATIVE QUARTER 3 months ended 31.03.2024 31.03.2024 |          |  |
|---|---|---|----------|--|
| Transacting party   | Type of transaction   | RM'000  | RM'000   |  |
| With subsidiaries company                                     |   |   |          |  |
| 7-Eleven Malaysia Sdn Bhd<br>("7-Eleven Malaysia" or "7EMSB") | Advances from/(to) 7EMSB  | 689   | (29,553) |  |
| ,   | Interest income on advances to 7EMSB  | 833   | 983      |  |
| Convenience Shopping (Sabah)<br>Sdn Bhd ("CSSSB")             | Repayment from CSSSB  | -   | 30,000   |  |
|   | Interest income on advances to CSSSB  | 5,326   | 5,381    |  |
| With companies in which TSVT is deemed interested*            |   |   |          |  |
| U Mobile Sdn. Bhd.<br>("U Mobile")                            | Receipts of payment from<br>U Mobile for commission for<br>sale of mobile phone reloads                   | 2,294   | 2,174    |  |
|   | Payments to U Mobile for reload transaction values for in-store services for sale of mobile phone reloads | (44,462)  | (42,262) |  |
|   | Receipts of payment from<br>U Mobile for advertisement<br>placement fees                                  | 1,976   | 2,733    |  |
|   | Prepaid incentive receivable for sale of mobile phone reloads   | 216   | 300      |  |
| Securexpress Services Sdn. Bhd. ("Securexpress")              | Payments to Securexpress for fees relating to the delivery of merchandise to stores                       | (516)   | (2,004)  |  |
| Berjaya Food Trading Sdn Bhd<br>("B Food")                    | Payment to B Food for purchase of beverages   | (233)   | (218)    |  |
| Berjaya Times Square Sdn. Bhd.<br>("Berjaya Times Square")    | Payment to BTSB for rental of property  | (678)   | (326)    |  |
| Nural Enterprise Sdn Bhd<br>("Nural")                         | Payments to Nural for rental of property  | (519)   | (519)    |  |

#### A12. SIGNIFICANT RELATED PARTY TRANSACTIONS (CONT'D)

| SIGNITICANT RELATED FARTT   | TRANSACTIONS (CONT.D)   | CUMULATIVE QUARTER 3 months ended 31.03.2024 31.03.202 |             |
|---|---|--|-------------|
| Transacting party   | Type of transaction   | RM'000   | RM'000      |
| With companies in which TSVT is deemed interested*                            |   |  |             |
| Sun Media Corporation Sdn Bhd<br>("Sun Media")                                | Advertising fees on placement of advertisement in The Sun newspaper         |  | (108)       |
|   | Display fees from placement of<br>The Sun newspaper in 7-Eleven's<br>stores |  | 90          |
| Razer Fintech Holdings Pte. Ltd.<br>and its subsidiary companies<br>("Razer") | Receipts of commission from Razer for in-store services                     | 10,881   | 10,388      |
| (1.020.)  | Payments to Razer for transaction values for in-store services              | (1,365,667)  | (1,165,545) |
|   | Commission paid for e-wallet transactions (Merchant Discount Rate)          | (390)  | (393)       |
|   | Receipts of transaction values from Razer for e-wallet transactions         | 122,435  | 116,498     |

#### A13. CONTINGENT LIABILITIES

The Group has bank guarantees amounting to RM12.3million (31 December 2023: RM12.3million) as security deposits in favour of various government and statutory bodies, and private companies.

The bank guarantee facility is granted to 7-Eleven Malaysia Sdn. Bhd. on a clean basis.

#### **A14. CAPITAL COMMITMENTS**

|                                   | The Group  |            |  |
|-----------------------------------|------------|------------|--|
|                                   | Unaudited  | Audited    |  |
|                                   | As at      | As at      |  |
|                                   | 31.03.2024 | 31.12.2023 |  |
|                                   | RM'000     | RM'000     |  |
| Property, plant and equipment     |            |            |  |
| - approved and contracted for     | 3,828      | 15,071     |  |
| - approved but not contracted for | 309,191    | 32,372     |  |
|                                   | 313,019    | 47,443     |  |

#### **A15. SUBSEQUENT EVENT**

There were no significant events since the end of this current quarter up to the date of this announcement.

#### **B1. REVIEW OF THE PERFORMANCE OF THE GROUP**

#### Review of Current Quarter Performance versus Corresponding Quarter Last Year

The Group registered an overall revenue of RM684.2m for the current quarter ended 31 March 2024, representing an increase of RM28.2m or 4.3% compared to the corresponding quarter last year.

The Convenience Stores segment recorded a positive performance, with revenue rising by RM28.2m or +4.3% to RM684.2m compared to the previous year's corresponding quarter. The rise in revenue attributed to factors such as increased customer count and improved product offerings in the current quarter.

Operating Expenses increased by RM20.7m or +10.2%, primarily due to higher store operation-related expenses driven by longer operating hours and the addition of 88 net new stores, bringing the total number of stores to 2,581. An expansion in our workforce to meet anticipated business demands also contributed to this increases.

In the current quarter, we successfully rolled out 189 new 7-Café store formats, bringing the total count to 305 7-Café stores. It is encouraging to note that these 7-Cafés have proven to be more productive with higher fresh food sales participation compared to classic stores.

### B2. MATERIAL CHANGES IN THE PROFIT BEFORE TAXATION FOR THE CURRENT QUARTER AS COMPARED WITH THE IMMEDIATE PRECEDING QUARTER

The Group recorded a higher Profit before Tax for the first quarter by RM65.5m or 138.2% against the immediate preceding quarter mainly due to higher administrative and other operating expenses in preceding quarter.

#### **B3. PROSPECTS**

The prevailing economic landscape has been marked by significant challenges, notably characterized by the escalation of geopolitical tensions and higher costs of living, especially with the recent increase in the Sales and Services Tax in March 2024. That said, the local economy is expected to be driven mainly by resilient domestic spending, supported by sustained growth in employment and wage growth. Tourist arrivals and spending are expected to improve further. In this regard, the Group will remain vigilant and is dedicated to implementing necessary measures to navigate effectively through these headwinds and opportunities.

Our focus for the Convenience Stores segment continues to be on the expansion of our 7-Café store format, aimed at enhancing product offerings and elevating the in-store customer experience. Anticipated to drive growth in our fresh food category, the 7-Café format will play a pivotal role in diversifying our sales mix and improving margins. On-going initiatives include the establishment of new 7-Cafés outside of Klang Valley, complemented by tactical plans to penetrate specific high potential locations. Additionally, we will continue our advisory mission with our Japanese partner, to focus on expanding our fresh food commissary offerings and improving production yield by optimising high quality raw materials, adopting best operational practices and discipline.

We will continue to expand our private label offerings as we seek to continuously deliver value to the emerging group of modern, brand agnostic consumer, where the focus solely on brand per-se is gradually vanishing in favour of a focus on the product itself and its attributes. Last but not least, in line with our customer-centric strategy, we will be conducting more regular consumer research and insights, leveraging the voice of the consumer through social listening and brand health studies to continuously improve our services and product offerings.

With regards to the Indonesian pharmaceutical business, we will continue to collaborate closely with our joint venture partner with an immediate focus on the overall strategic roadmap, including store expansion plans, product range and pricing review, marketing activation and driving a consumer centric operation.

#### B4. VARIANCE OF ACTUAL RESULTS FROM PROFIT FORECAST AND PROFIT GUARANTEE

The Group did not issue any profit forecast or profit estimate previously in any public document.

#### **B5. PROFIT FROM OPERATIONS**

Profit from continuing operations is arrived at after charging/(crediting):

|  | CUMULATIVE QUARTER 3 months ended |                      |
|--|-----------------------------------|----------------------|
|  | 31.03.2024<br>RM'000              | 31.03.2023<br>RM'000 |
| Amortisation of intangible assets                                    |                                   |                      |
| - continuing operations  | 1,119                             | 1,119                |
| - discontinued operations  | -                                 | 3                    |
| Amortisation of right of use   |                                   |                      |
| - continuing operations  | 27,005                            | 24,946               |
| - discontinued operations  | -                                 | 8,111                |
| Depreciation of property, plant                                      |                                   |                      |
| and equipment  |                                   |                      |
| - continuing operations  | 21,136                            | 16,494               |
| - discontinued operations  | -                                 | 2,467                |
| Dividend income  |                                   |                      |
| - continuing operations  | -                                 | (300)                |
| Loss on foreign exchange   |                                   |                      |
| translation differences  | 40                                | -                    |
| - continuing operations  | 12                                | 7                    |
| Interest income  | (5.000)                           | (00.4)               |
| - continuing operations  | (5,262)                           | (634)                |
| - discontinued operations  | -                                 | (849)                |
| Interest expense   | 7,000                             | 7.000                |
| - continuing operations  | 7,806                             | 7,338                |
| - discontinued operations  | -                                 | 559                  |
| Loss/(Gain) on disposal of property, plant                           |                                   |                      |
| and equipment  | 000                               | 000                  |
| - continuing operations  | 636                               | 368                  |
| - discontinued operations  | -                                 | (1)                  |
| Property, plant and equipment  |                                   |                      |
| written off  | 4                                 | 4.000                |
| - continuing operations  | 1                                 | 1,386                |
| - discontinued operations Provision for and write off of inventories | -                                 | 9                    |
| - continuing operations  | 9,701                             | 7,854                |

Other than as presented in the condensed consolidated statements of comprehensive income and as disclosed above, there were no gain or loss on disposal of quoted or unquoted investments or properties, impairment of other assets, gain or loss on derivatives and exceptional items included in the results of the current quarter and financial period ended 31 March 2024.

#### **B6. TAXATION**

|  | CUMULATIVE QUARTER<br>3 months ended |                      |
|--|--------------------------------------|----------------------|
|  | 31.03.2024<br>RM'000                 | 31.03.2023<br>RM'000 |
| Income tax: Current period provision   | 6,003                                | 7,753                |
| Deferred tax:  Relating to reversal of |                                      |                      |
| temporary differences                  |                                      | (320)                |
|  | 6,003                                | 7,433                |

Income tax expense is recognised based on management's best estimation. The Group's consolidated effective tax rates for the current quarter and financial period ended 31 March 2024 were higher than the Malaysian's statutory tax rate mainly due to certain expenses not deductible under tax legislation.

#### **B7. STATUS OF CORPORATE PROPOSALS**

There were no corporate proposals announced but not completed at the date of this report.

#### B8. STATUS OF UTILISATION OF PROCEEDS FROM DISPOSAL OF CARING

The status of utilisation of the proceeds from disposal of Caring on 31 March 2024 are as follows:

| Purpose  | Proposed utilisation<br>RM'000 | Actual utilisation on<br>31 March 2024<br>RM'000 | Balance<br>RM'000 | Estimated time frame for utilisation |
|--|--------------------------------|--|-------------------|--------------------------------------|
| Repayment of borrowings  | 250,000                        | (100,000)  | 150,000           | within 12 months                     |
| 7-CAFÉ<br>expansion  | 407,442                        | (56,542)   | 350,900           | Within 24 months                     |
| Estimated<br>expenses in<br>relation to the<br>Proposed Disposal | 8,806                          | (8,806)  | -                 | Within 6 months                      |
| Total gross procceeds  | 666,248                        | (165,348)  | 500,900           |                                      |

#### **B9. GROUP BORROWINGS**

The Group borrowings which are denominated in Ringgit Malaysia ("RM") as at 31 March 2024 are as follows: -

|                                    | Unaudited<br>As at<br>31.03.2024<br>RM'000 | Audited<br>As at<br>31.12.2023<br>RM'000 |
|------------------------------------|--|--|
| Short term borrowings              |  |  |
| Unsecured: Bankers' acceptances    | -  | 77,900                                   |
| Medium term notes Revolving credit | 149,827                                    | 149,810<br>60,000                        |
|                                    | 149,827                                    | 287,710                                  |
| Long term borrowings Unsecured:    |  |  |
| Medium term notes                  | 449,712                                    | 449,688                                  |
|                                    | 449,712                                    | 449,688                                  |
| Total borrowings                   |  |  |
| Bankers' acceptances               | -  | 77,900                                   |
| Medium term notes                  | 599,539                                    | 599,498                                  |
| Revolving credit                   |  | 60,000                                   |
|                                    | 599,539                                    | 737,398                                  |

#### **B10. MATERIAL LITIGATION**

There was no material litigation for the current financial period to date.

#### **B11. DIVIDEND**

No dividend was declared or recommended for payment by the Company for the current quarter (previous corresponding quarter : Nil)

#### **B12. EARNINGS PER SHARE**

|                                   |            | CUMULATIVE QUARTER 3 months ended |  |
|-----------------------------------|------------|-----------------------------------|--|
|                                   | 31.03.2024 | 31.03.2023                        |  |
| Net profit attributable to equity |            |                                   |  |
| holders of the company (RM'000)   |            |                                   |  |
| - Continuing operations           | 12,838     | 10,920                            |  |
| - Discontinued operations         | <u>-</u>   | 4,755                             |  |
|                                   | 12,838     | 15,675                            |  |
| Weighted average number of        |            |                                   |  |
| ordinary shares in issue ('000)   | 1,109,067  | 1,110,047                         |  |
| Basic/diluted earnings            |            |                                   |  |
| per ordinary share (sen)          |            |                                   |  |
| - Continuing operations           | 1.16       | 0.98                              |  |
| - Discontinued operations         | -          | 0.43                              |  |
|                                   | 1.16       | 1.41                              |  |
|                                   |            |                                   |  |

The Company does not have any dilutive potential ordinary shares in issue for the current quarter to date.

#### **B13. AUDITORS' REPORT ON PRECEDING ANNUAL FINANCIAL STATEMENTS**

The auditors' report on the financial statements for the financial year ended 31 December 2023 was not qualified.