



**Financial Results for the Full Year ended 31
December 2019**

18 February 2020

Disclaimer



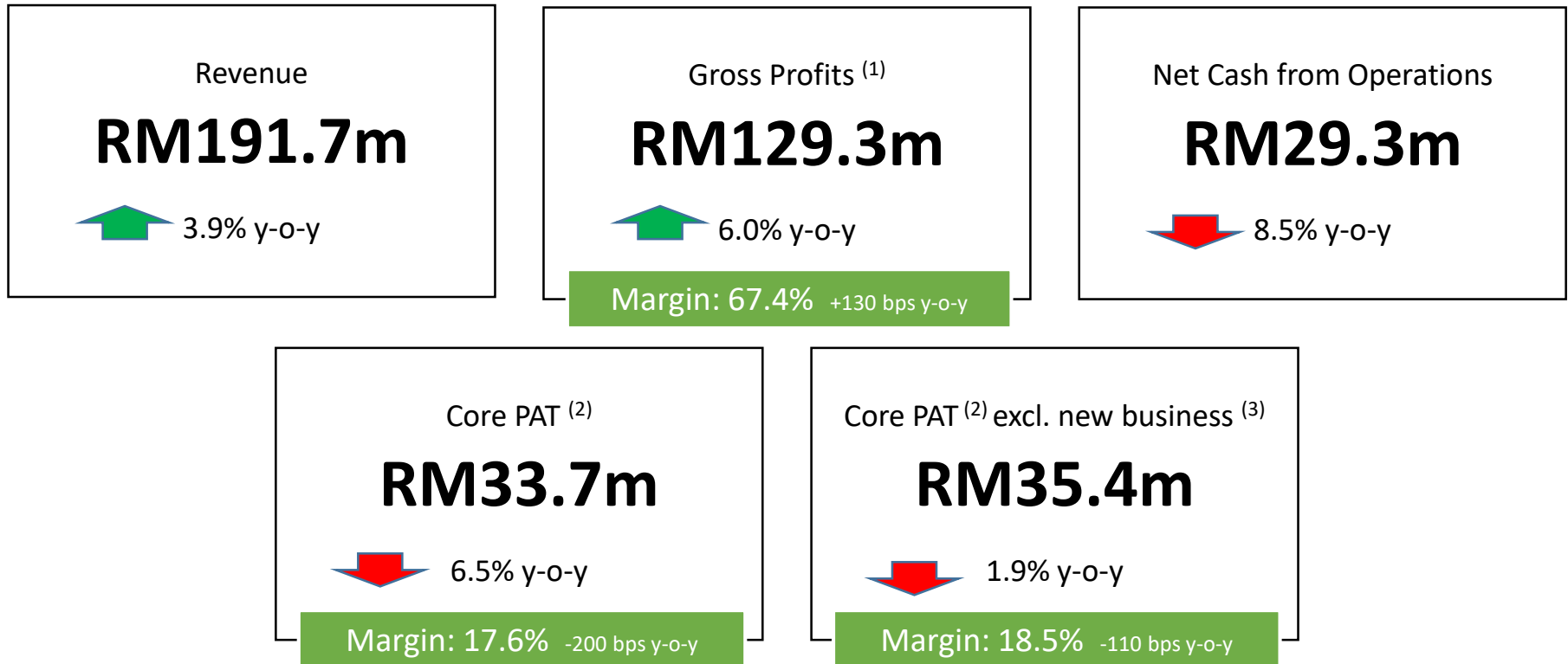
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FY2019 - Year-on-Year Financial Highlights



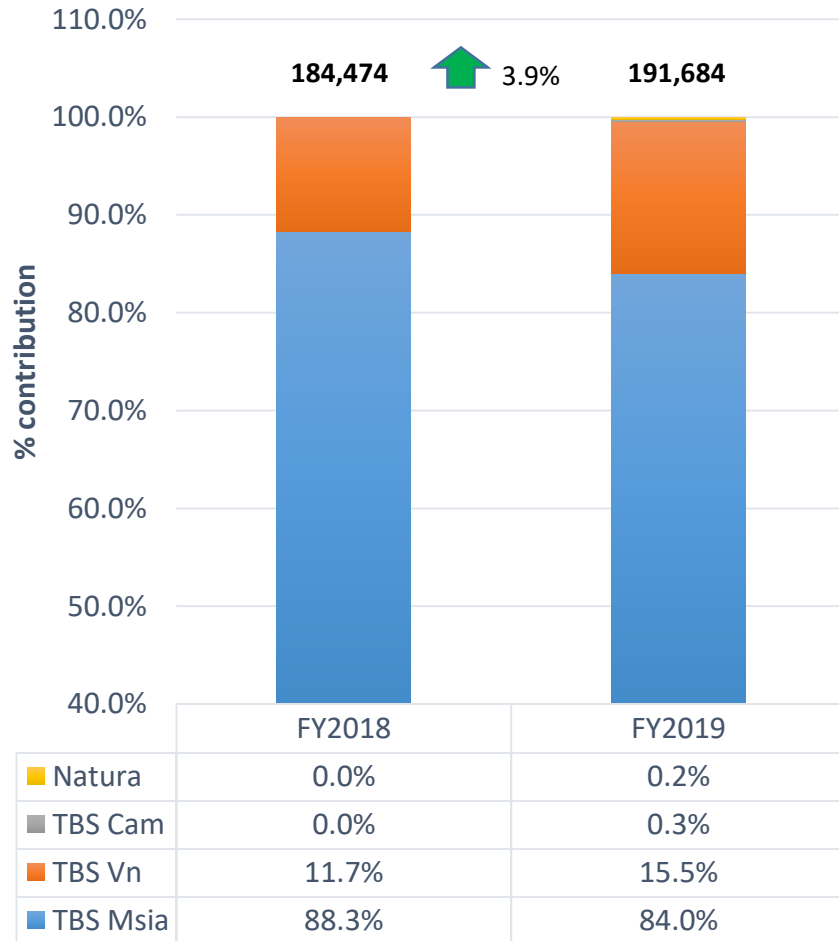
Note:

- (1) Computed as revenue less changes in inventories.
- (2) Core earnings exclude listing expenses of RM3.6 million (2018: exclude fair value gain (net of tax) of RM9.5 million).
- (3) The Body Shop Cambodia and Natura Malaysia commenced their retail operations during 4Q2019.

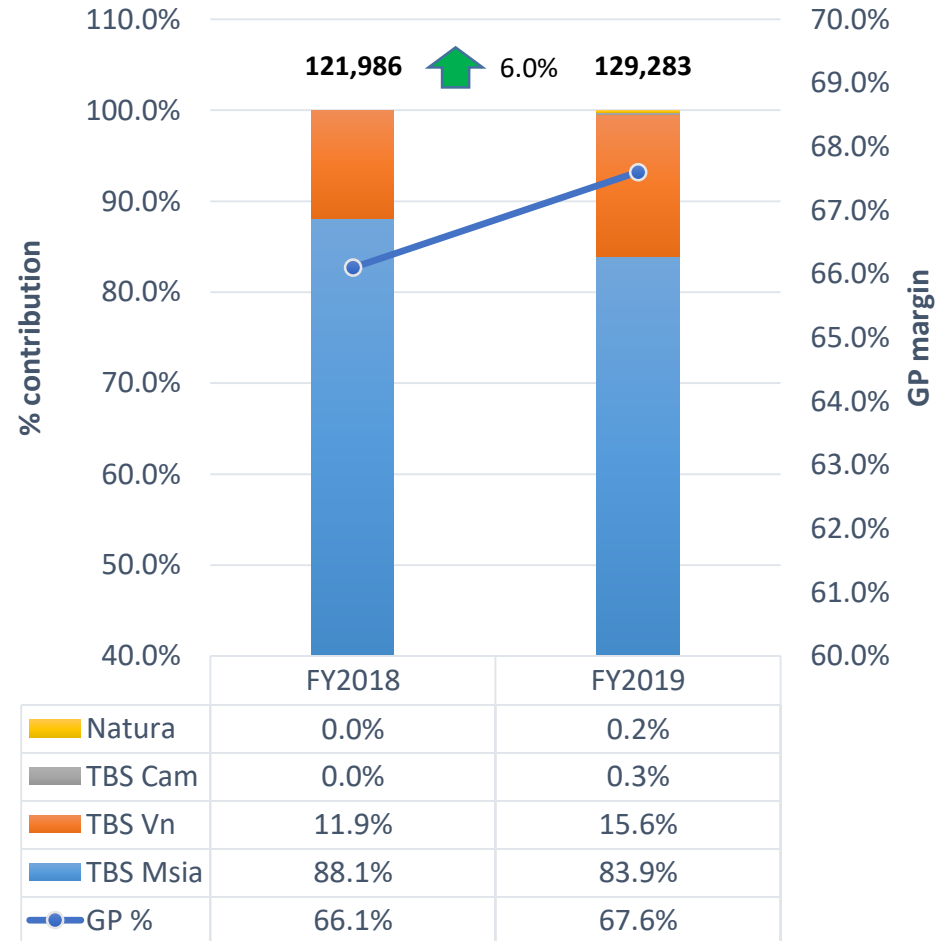
FY2019 Overview: Revenue, Gross Profits



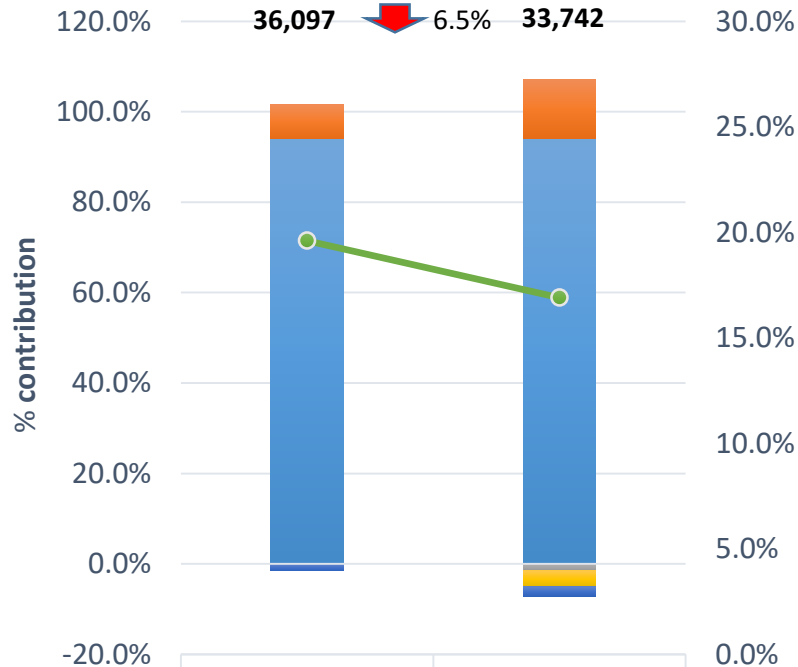
Revenue



Gross Profits

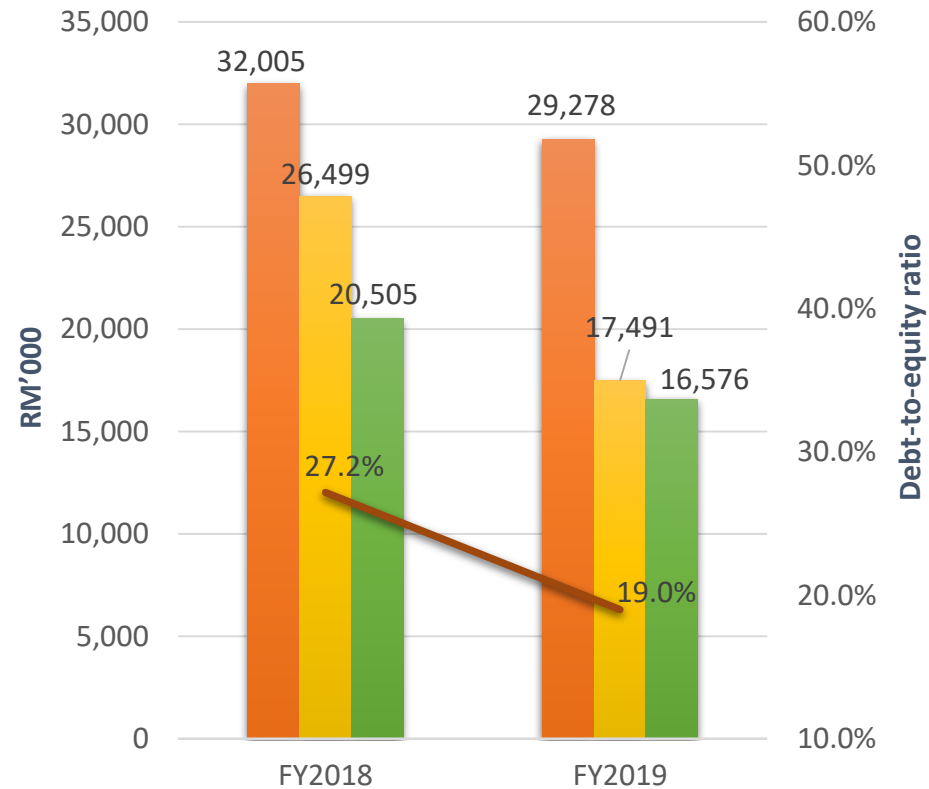


Core PAT



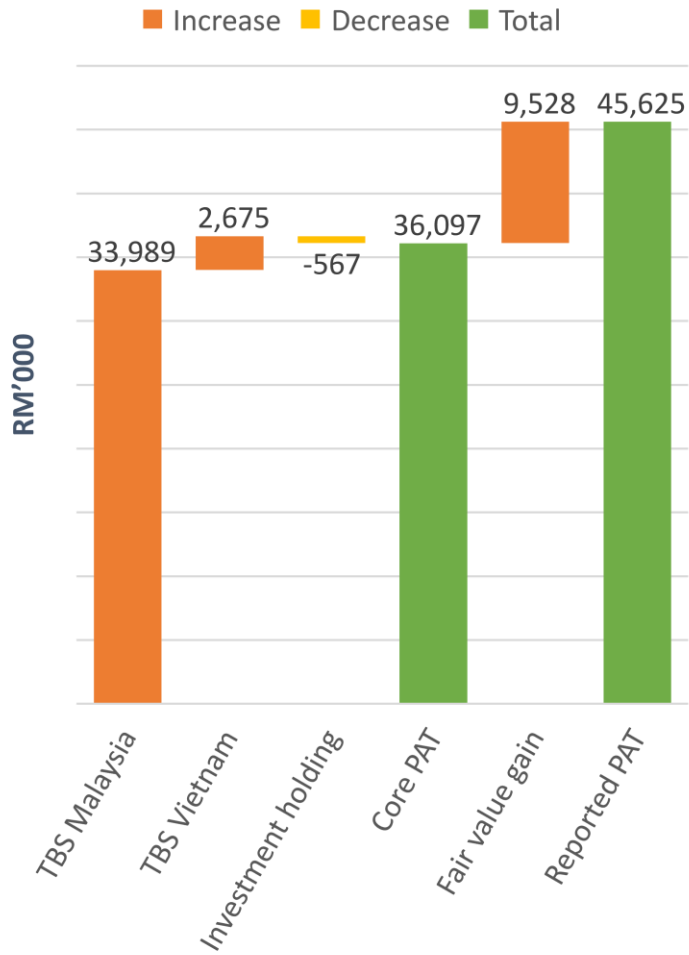
	FY2018	FY2019
Inv Holding	-1.6%	-2.1%
Natura	0.0%	-3.4%
TBS Cam	0.0%	-1.6%
TBS Vn	7.4%	13.0%
TBS Msia	94.2%	94.1%
Core PAT %	19.6%	16.9%

Operating Cashflow & Gearing

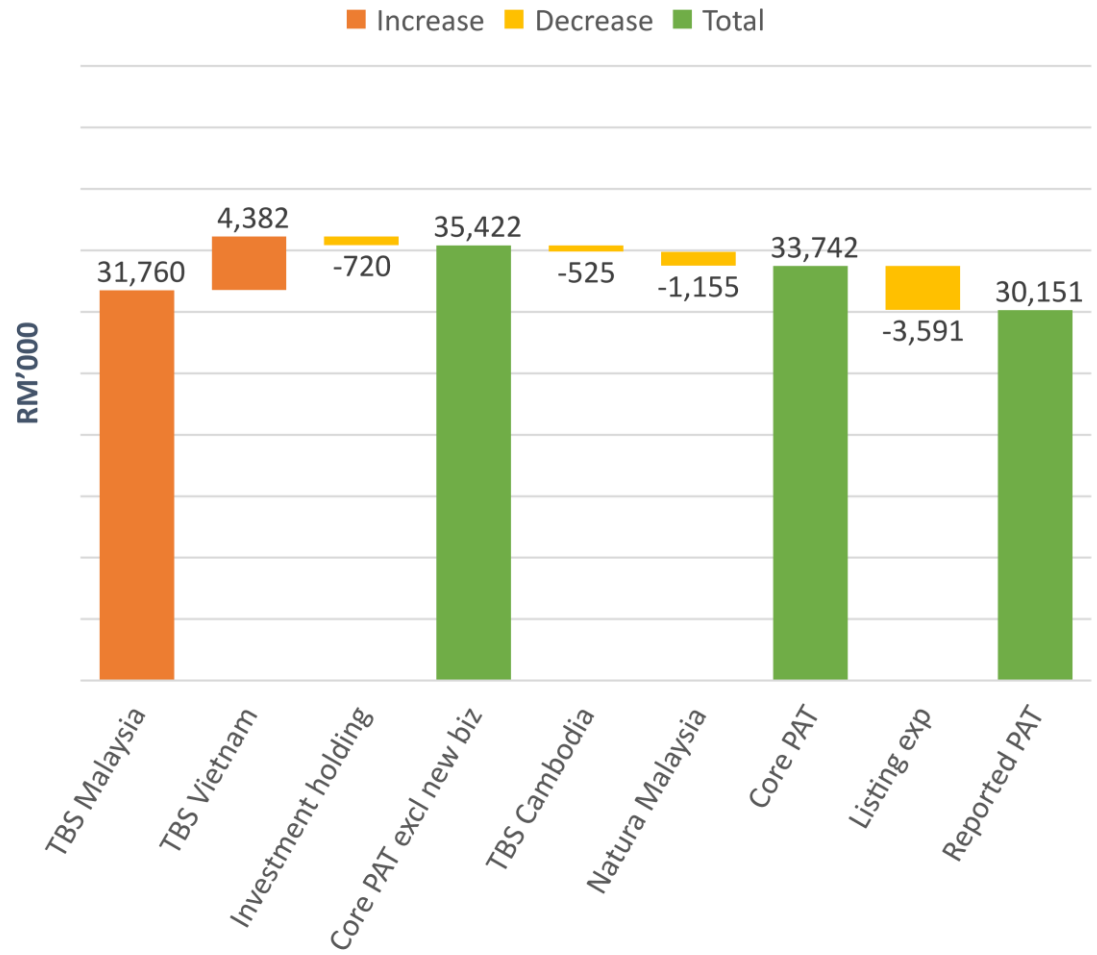


- Operating CF
- Cash & cash equivalent + other investments
- Bank borrowings
- Debt-to-equity ratio

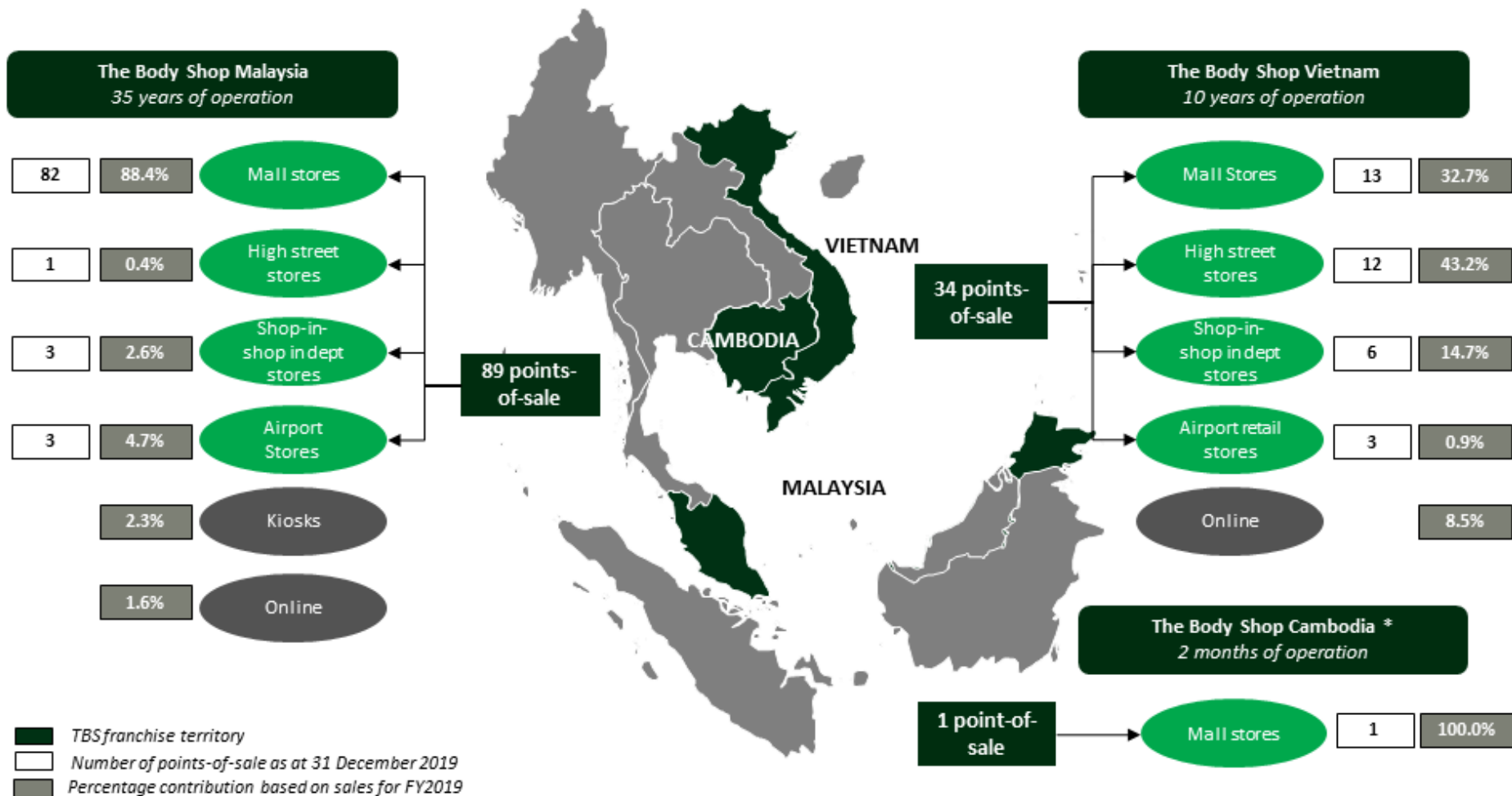
FY2018 PAT



FY2019 PAT



Points-of-sale Network as at 31 December 2019



*The Group started its TBS operation in Cambodia via the opening of its first point-of-sale in November 2019

Operating environment of the Group had been clouded over the outbreak of Covid-19 as at the date of this Interim Financial Report. Having been in the business for the past 35 years, such negative event is not new to us, and despite some foreseen challenges in 1Q2020, we will continue to manage our business with vigilance during this period of uncertainty.

We will continue to invest in the business, both existing and new, according to the IPO proceeds utilisation plan in the new financial year ending 31 December 2020 (“FY2020”). The Group is expected to see overall continuous revenue growth and remain profitable in FY2020.

- Special single-tier dividend of **1.0 sen** per ordinary share totaling **RM7,058,815** in respect of FY2019.
- Total dividend payout of **RM17,058,815** for FY2019*, representing 56.6% of annual reported PAT, or 50.6% of annual core PAT.
- Entitlement Date: **31 March 2020**
- Payment Date: **30 April 2020**

** Includes 1st single tier dividend of RM10.0 million paid on 27 December 2019*

Thank You