



INNATURE BERHAD

FINANCIAL RESULTS FOR THE 2ND QUARTER ENDED 30 JUNE 2020

17 AUGUST 2020

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FINANCIALS AT A GLANCE

1Q2020

Group Revenue

RM37.4m

-22%

Core PAT

RM3.7m

-64%

Reported PAT

RM2.8m

-72%

2Q2020

Group Revenue

RM31.4m

-29%

Core PAT

RM3.2m

-54%

Reported PAT

RM3.1m

-39%

6M2020

Group Revenue

RM68.8m

-25%

Core PAT

RM6.9m

-60%

Reported PAT

RM5.9m

-61%

30 JUNE 2020

Shareholders' Equity

RM132.8m

Working Capital

RM47.1m

Cash, Time Deposits & Fixed
Income Funds

RM36.8m

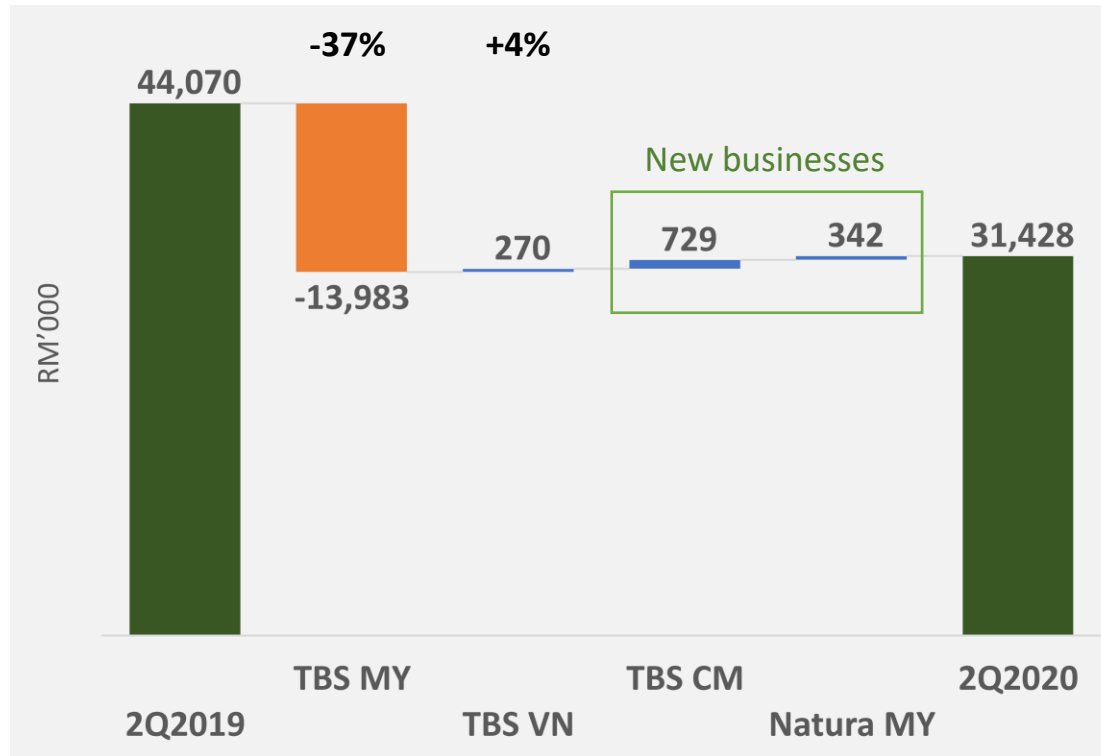
Net Gearing Ratio

Net Cash

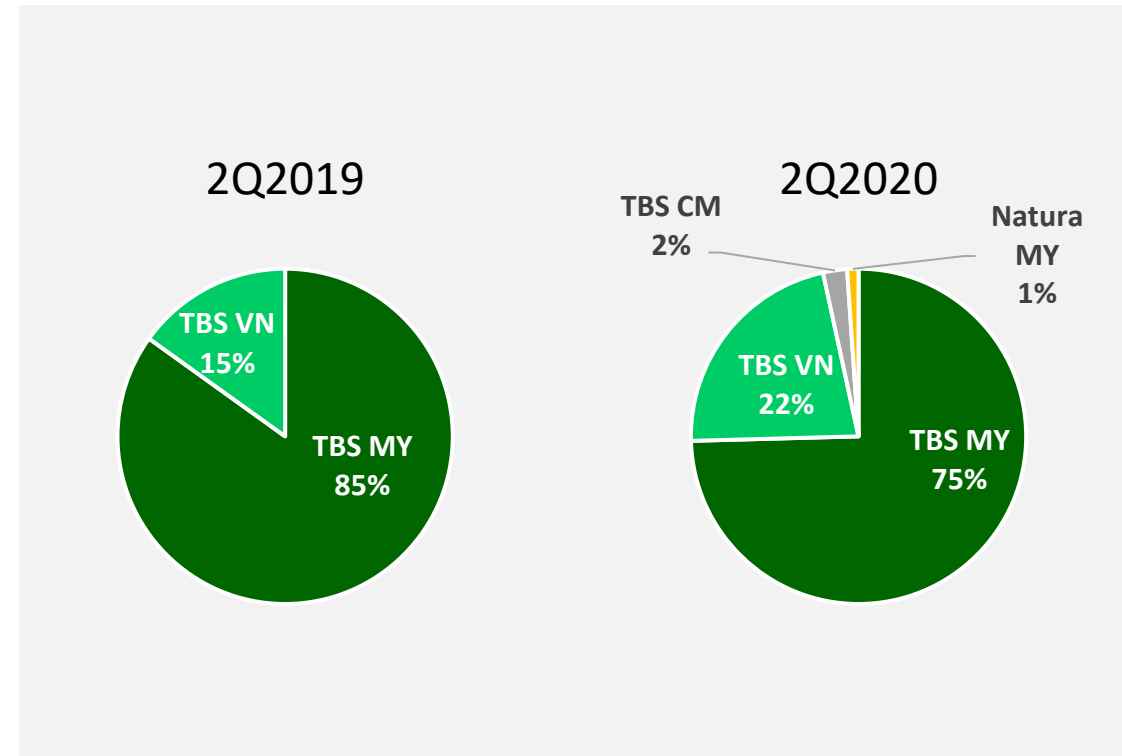
Notes: (1) Core PAT excludes listing expenses; (2) Net Gearing Ratio is computed as net borrowings (total bank borrowings less cash and cash equivalents and other investments) divided by total equity. Negative net gearing ratio denotes a net cash position.

2ND QUARTER REVENUE

Revenue Analysis by Business Unit

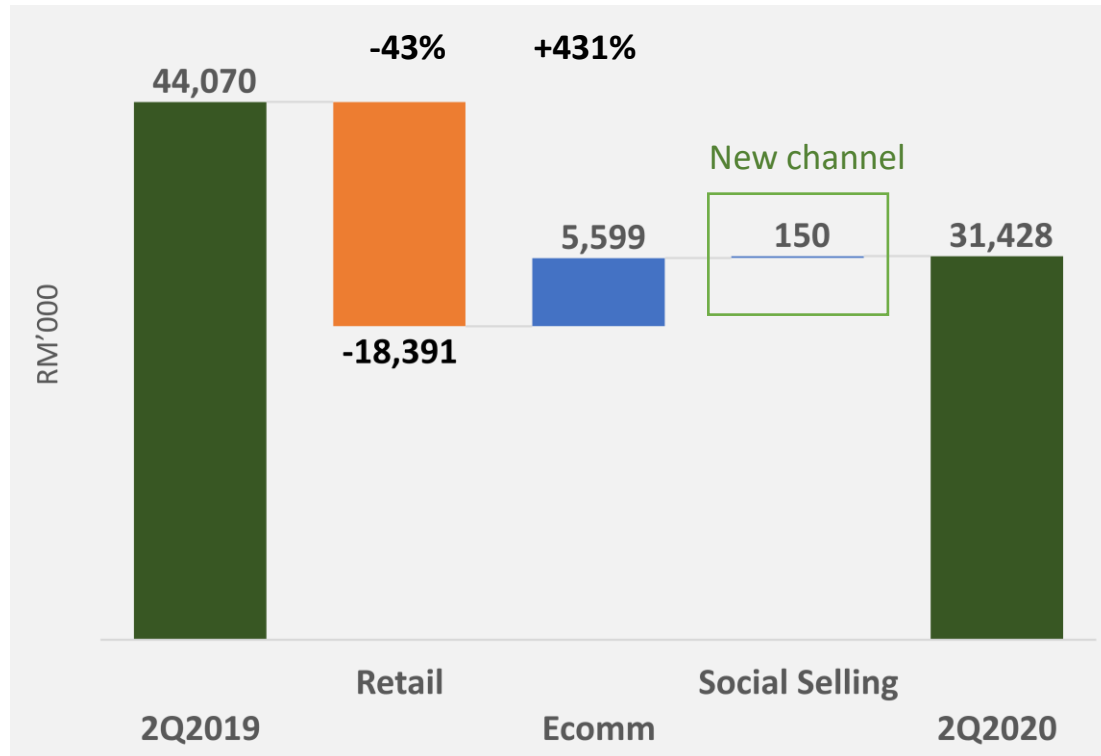


Revenue Contribution by Business Unit

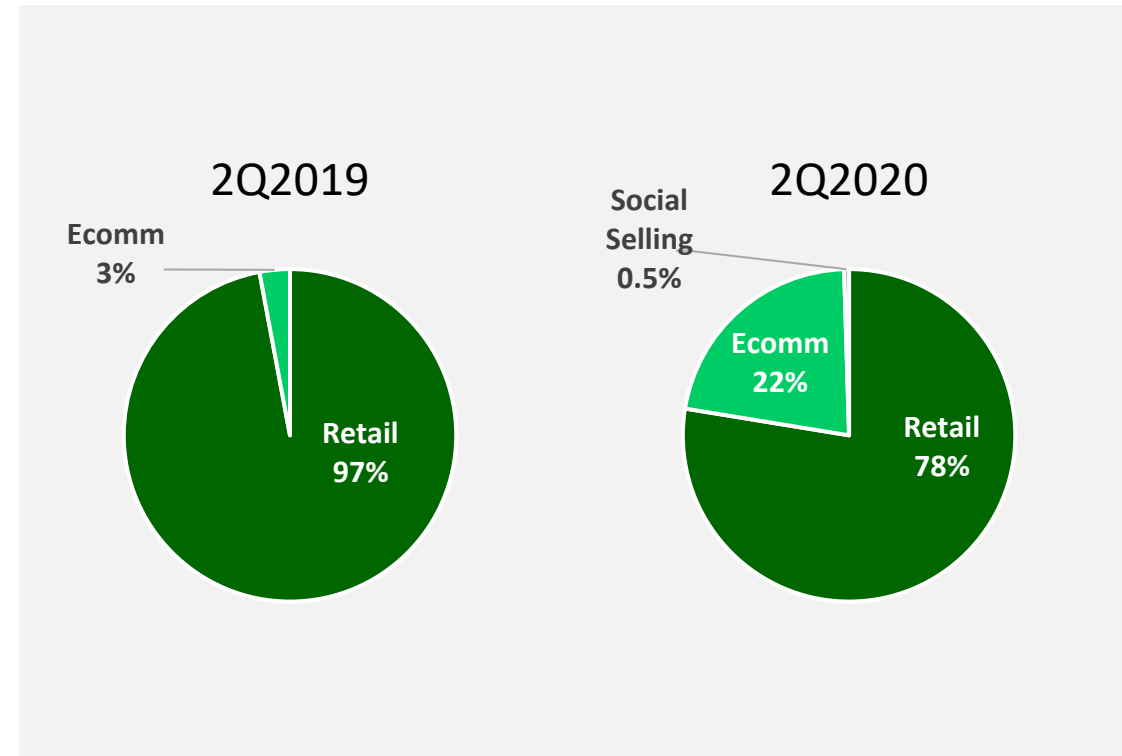


2ND QUARTER REVENUE

Revenue Analysis by Channel

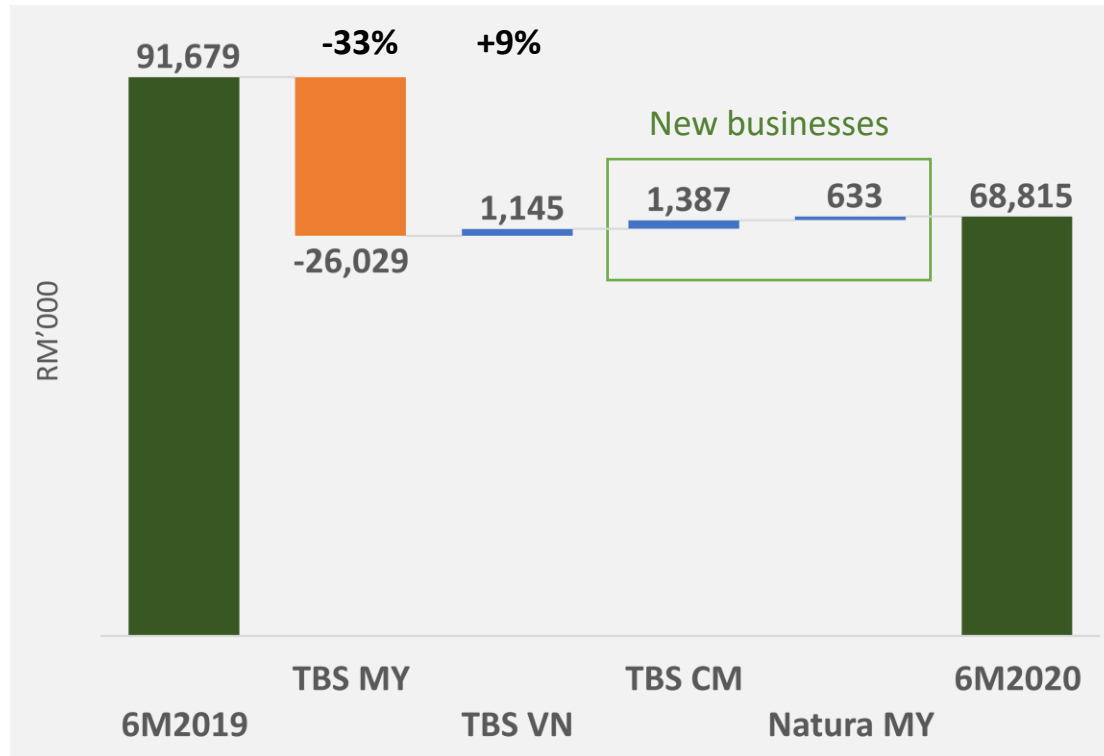


Revenue Contribution by Channel

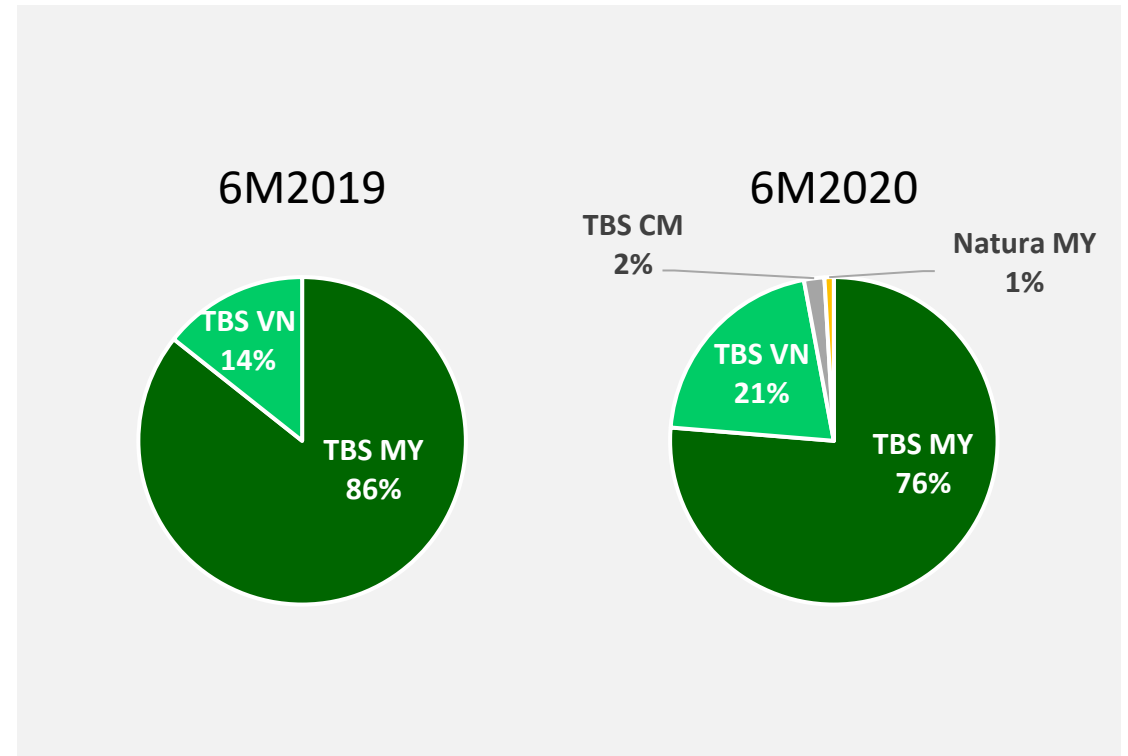


YEAR-TO-DATE REVENUE

Revenue Analysis by Business Unit

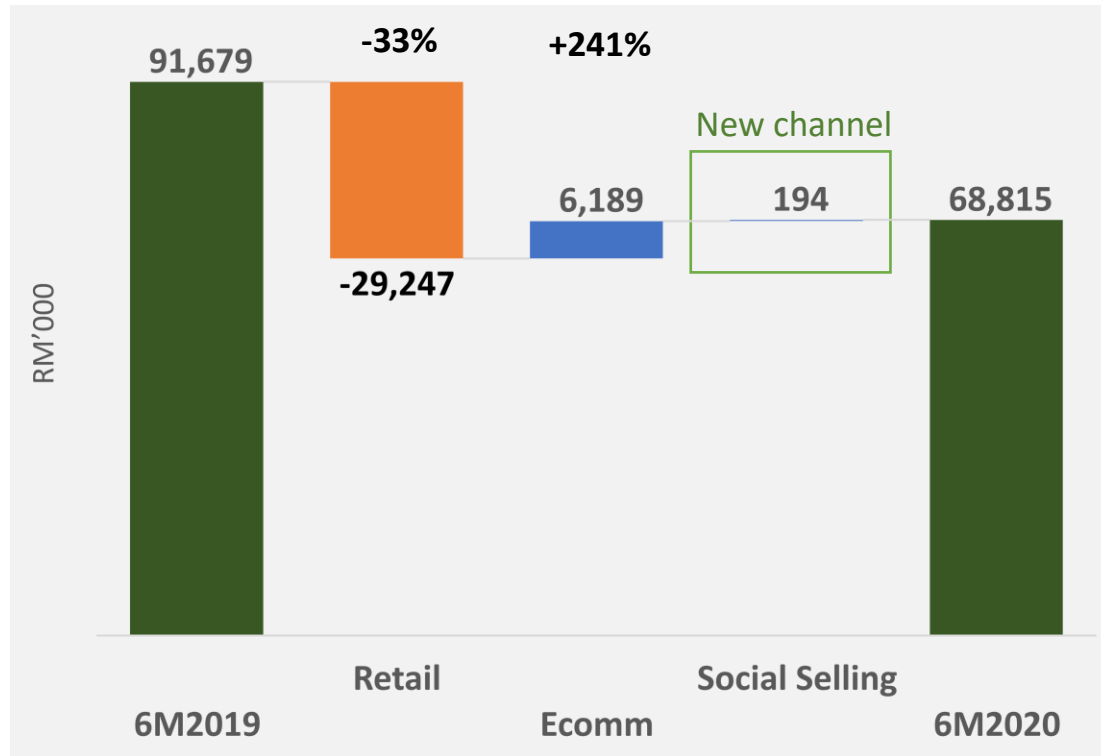


Revenue Contribution by Business Unit

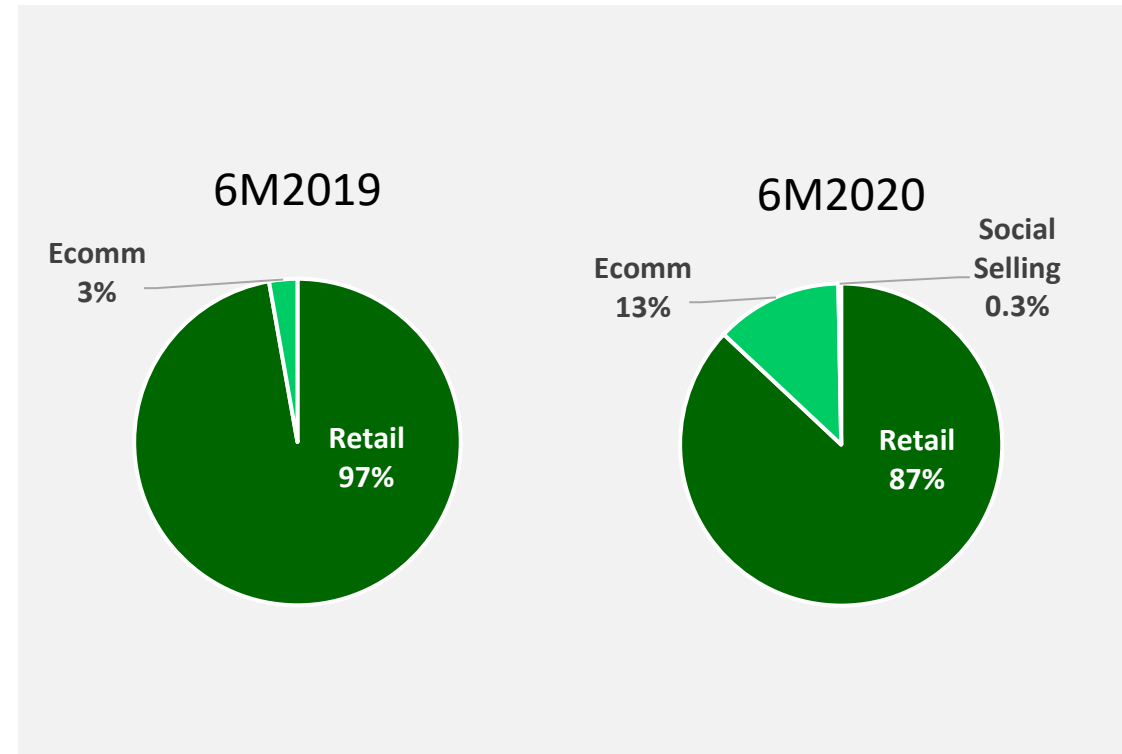


YEAR-TO-DATE REVENUE

Revenue Analysis by Channel

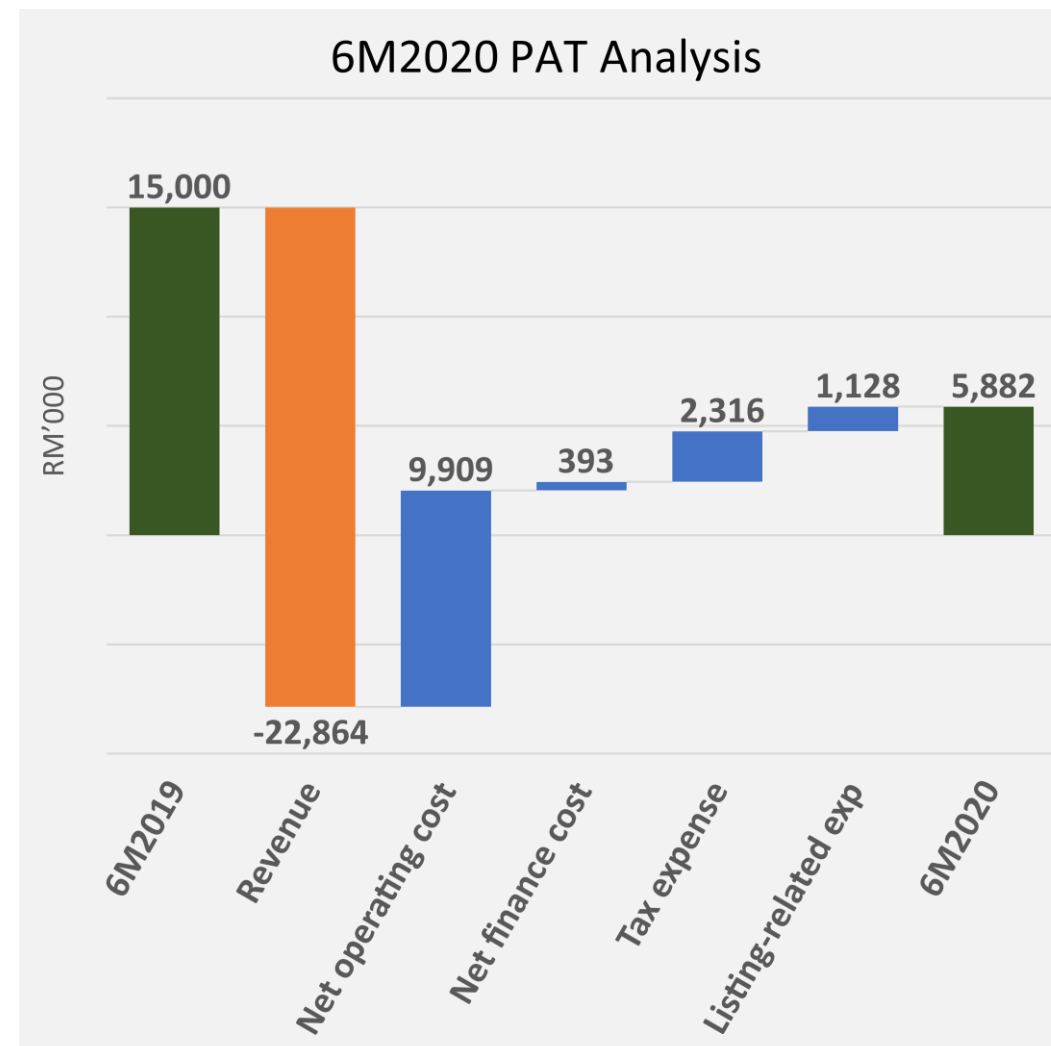


Revenue Contribution by Channel



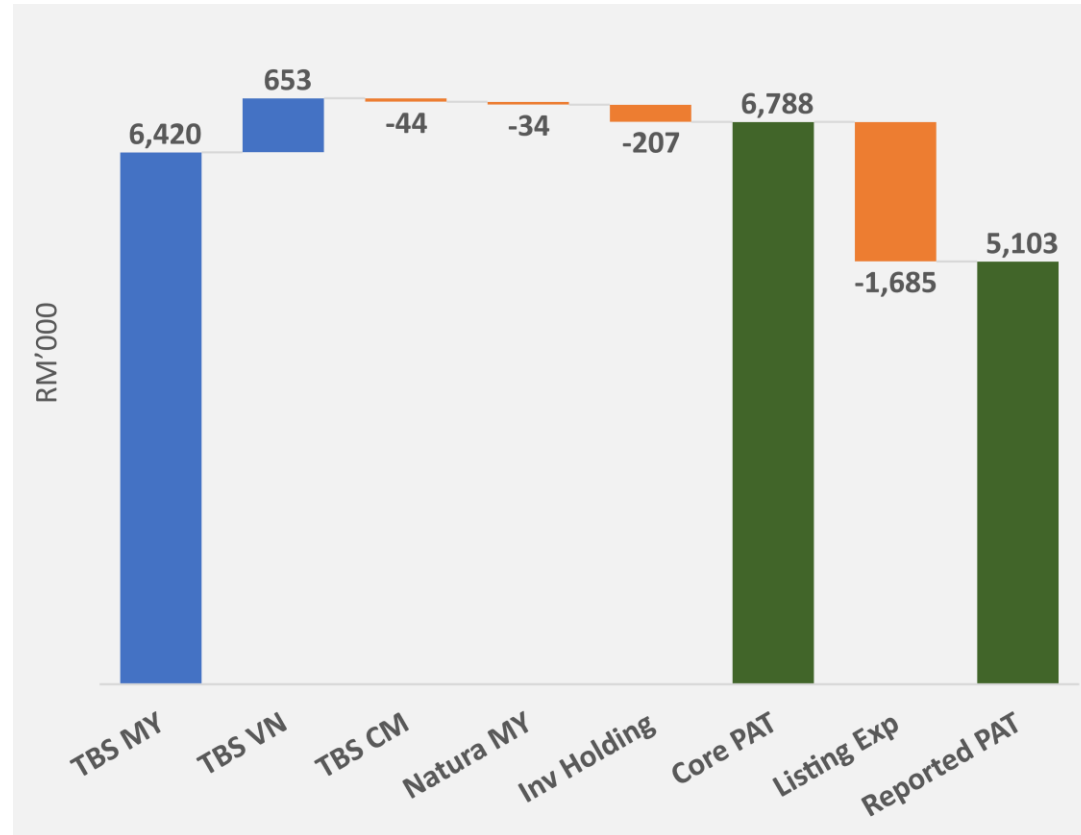
PROFITABILITY

	1Q2020	2Q2020	6M2020
Healthy GP margin	68.5% <i>LY 68.9%</i>	68.7% <i>LY 65.9%</i>	68.6% <i>LY 67.5%</i>
Improving quarterly operating profit margin	14.5% <i>LY 29.1%</i>	15.3% <i>LY 21.1%</i>	14.9% <i>LY 25.3%</i>
Core PAT margin	10.0% <i>LY 21.7%</i>	10.0% <i>LY 15.4%</i>	10.0% <i>LY 18.7%</i>

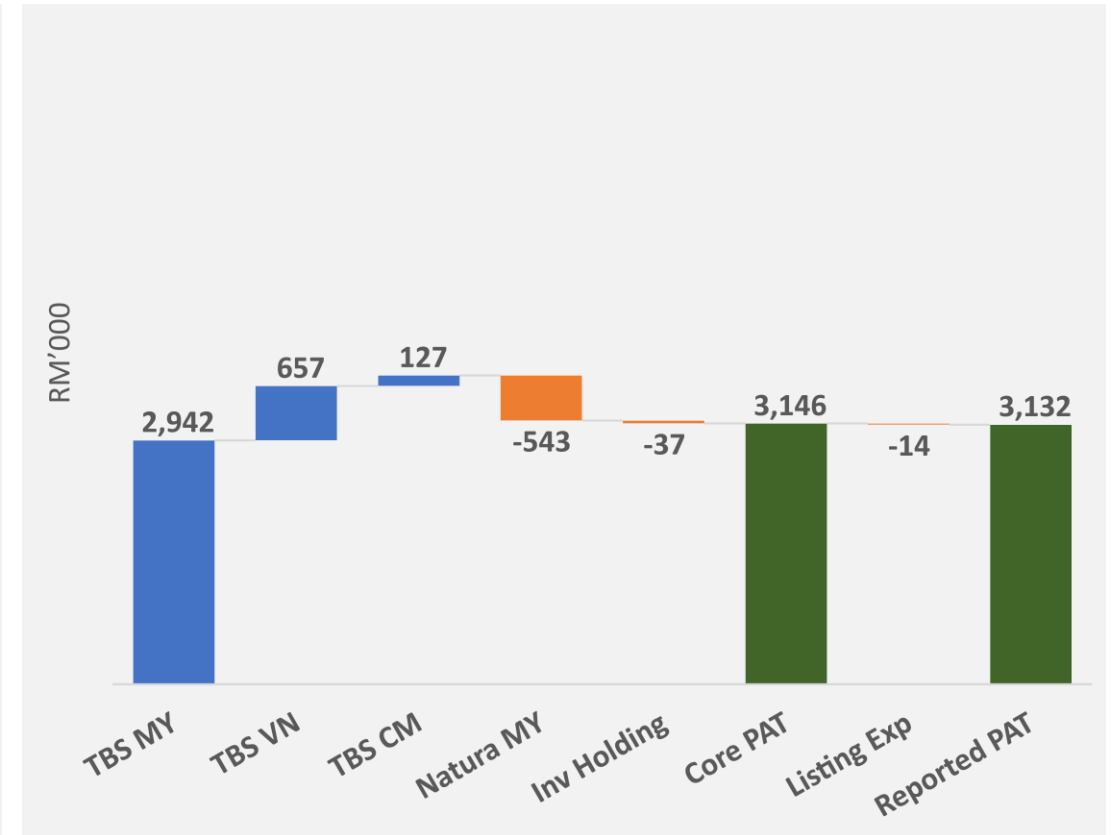


2ND QUARTER PAT

2Q2019 PAT by Business Unit

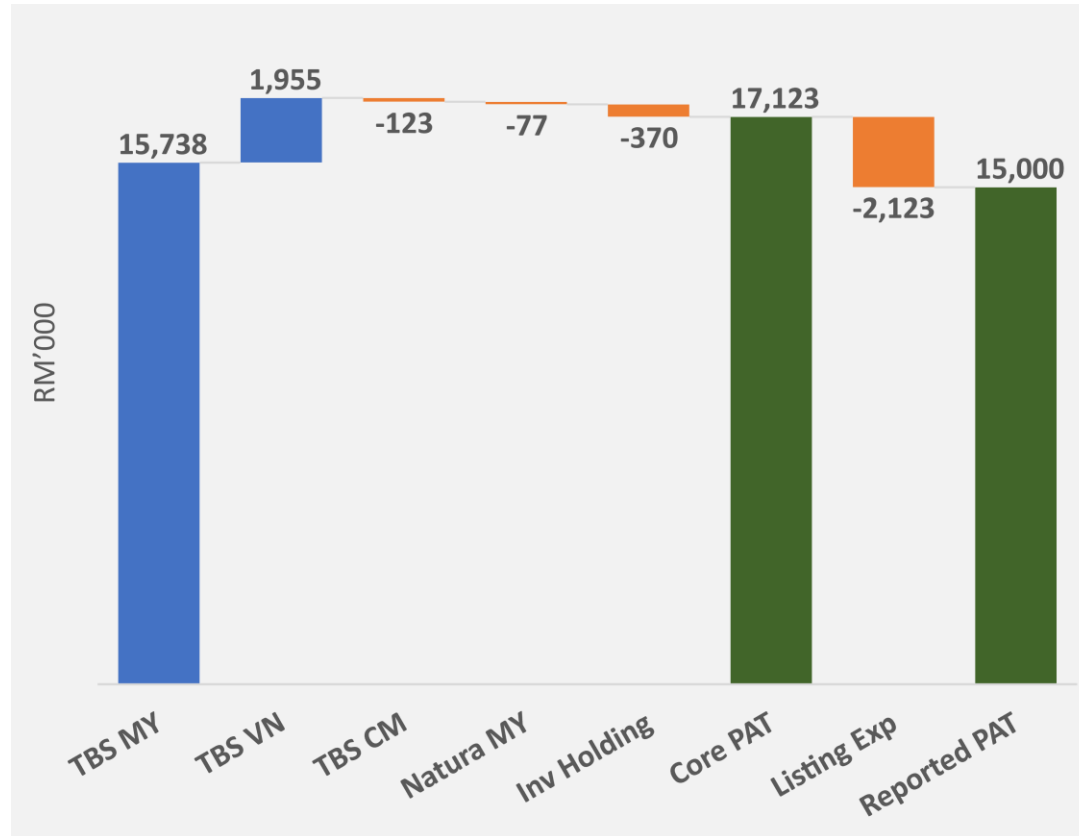


2Q2020 PAT by Business Unit

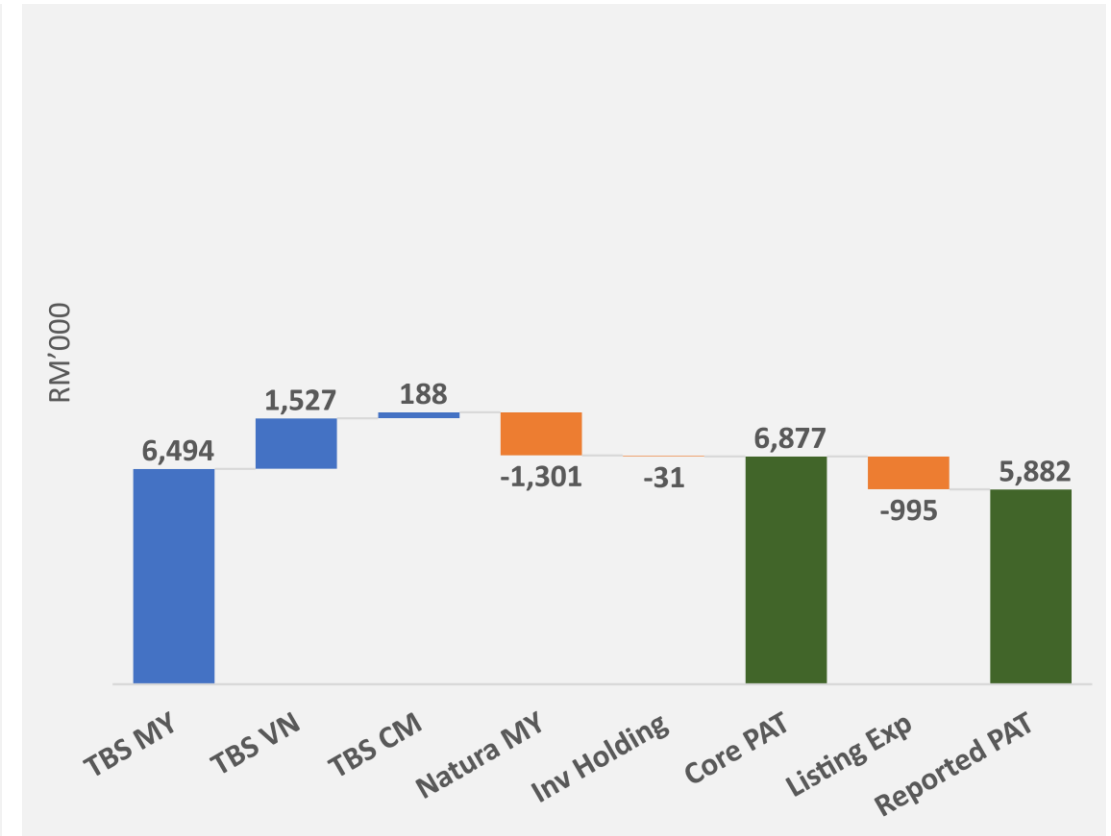


YEAR-TO-DATE PAT

6M2019 PAT by Business Unit

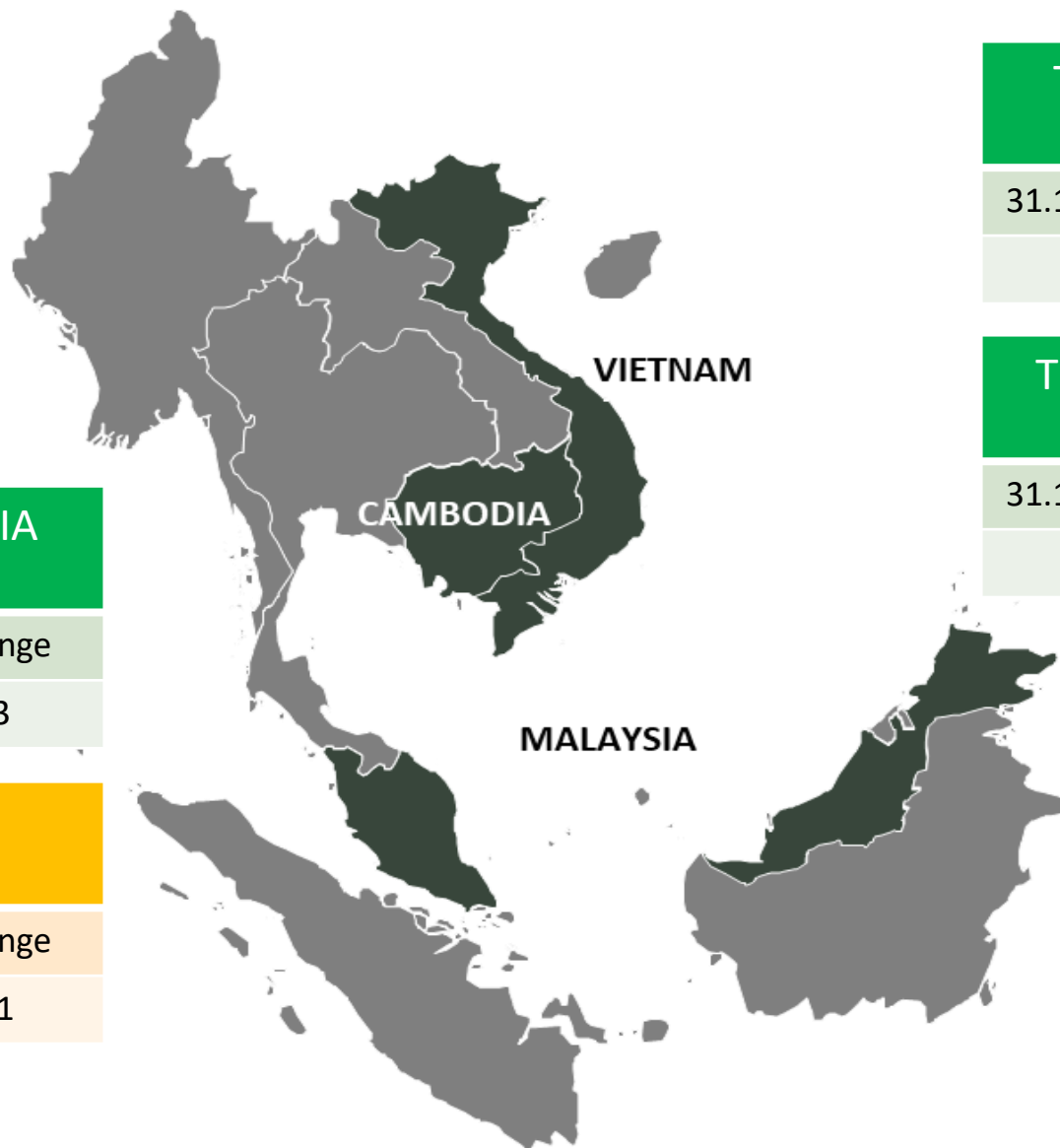


6M2020 PAT by Business Unit



STORE NETWORK

121 STORES
AS AT 30 JUNE 2020



THE BODY SHOP MALAYSIA *36 years of operation*

31.12.2019	30.6.2020	Change
89	86	-3

NATURA MALAYSIA *< 1 year of operation*

31.12.2019	30.6.2020	Change
-	1	+1

THE BODY SHOP VIETNAM *11 years of operation*

31.12.2019	30.6.2020	Change
34	33	-1

THE BODY SHOP CAMBODIA *< 1 year of operation*

31.12.2019	30.6.2020	Change
1	1	-

2020 CAPITAL EXPENDITURES

Cautious store expansion plan

BUSINESS UNIT	NO. OF NEW STORES	REMARKS
The Body Shop Vietnam	4	Opened 2 in July 2020 Target opening of remaining 2 in 4Q2020
The Body Shop Cambodia	1	Target opening in 4Q2020
Natura Malaysia	1	Opened in June 2020



Natura Mid Valley Megamall, KL, June 2020



The Body Shop Parkson Saigon Tourist Plaza, HCMC, July 2020

Continue to invest in

- Enhancing and accelerating our omnichannel capabilities
- Developing our social selling channel

PROSPECTS

- Consumers are expected to remain cautious as long as efforts to contain the virus is still a work-in-progress. As such, it may take a while to rebuild footfall to the Malls.
- We believe that our Omnichannel strength will continue to prove resilience in the light of the Covid-19 pandemic.
- We note increasing signs of recovery as shown by the gradual narrowing of monthly revenue differences vs last year since our stores' re-opening.
- We believe our Group will remain profitable for the financial year ending 31 December 2020 if there is no reintroduction of lockdown measures, and consumer sentiment continues to revive.

DIVIDEND

Our Policy

Minimum 30% of profit
attributable to
shareholders

Dividend declared this year
Special dividend of 1.0 sen per
share for 2019 totaling
RM7.0m, declared 18 February
2020, paid 30 April 2020

THANK YOU