



INNATURE BERHAD

FINANCIAL RESULTS

FOR THE 4TH QUARTER ENDED 31 DECEMBER 2020

22 FEBRUARY 2021

FINANCIALS AT A GLANCE

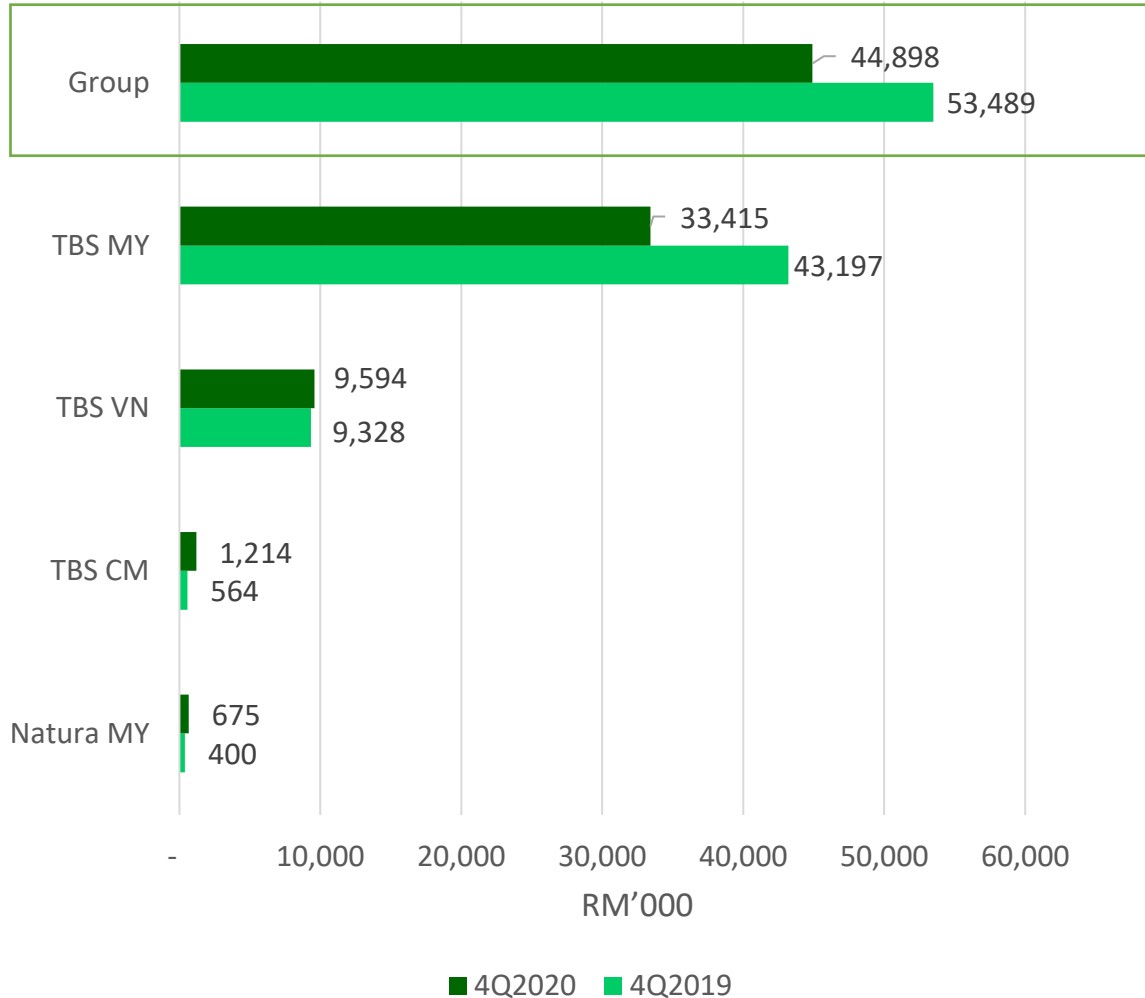


1Q2020	2Q2020	3Q2020	4Q2020	FY2020	31 December 2020
Revenue RM37.4m -22% yoy	Revenue RM31.4m -29% yoy	Revenue RM41.7m -10% yoy	Revenue RM44.9m -16% yoy	Revenue RM155.4m -19% yoy	Shareholders' Equity RM138.7m
Core PAT RM3.7m -64% yoy	Core PAT RM3.2m -54% yoy	Core PAT RM6.6m -16% yoy	Core PAT RM7.7m -13% yoy	Core PAT RM21.2m -37% yoy	Working Capital RM56.4m
Reported PAT RM2.8m -72% yoy	Reported PAT RM3.1m -39% yoy	Core PAT RM6.6m -9% yoy	Reported PAT RM7.7m -3% yoy	Reported PAT RM20.2m -33% yoy	Cash, Time Deposits & Fixed Income Funds RM53.5m
					Net Gearing Ratio Net Cash

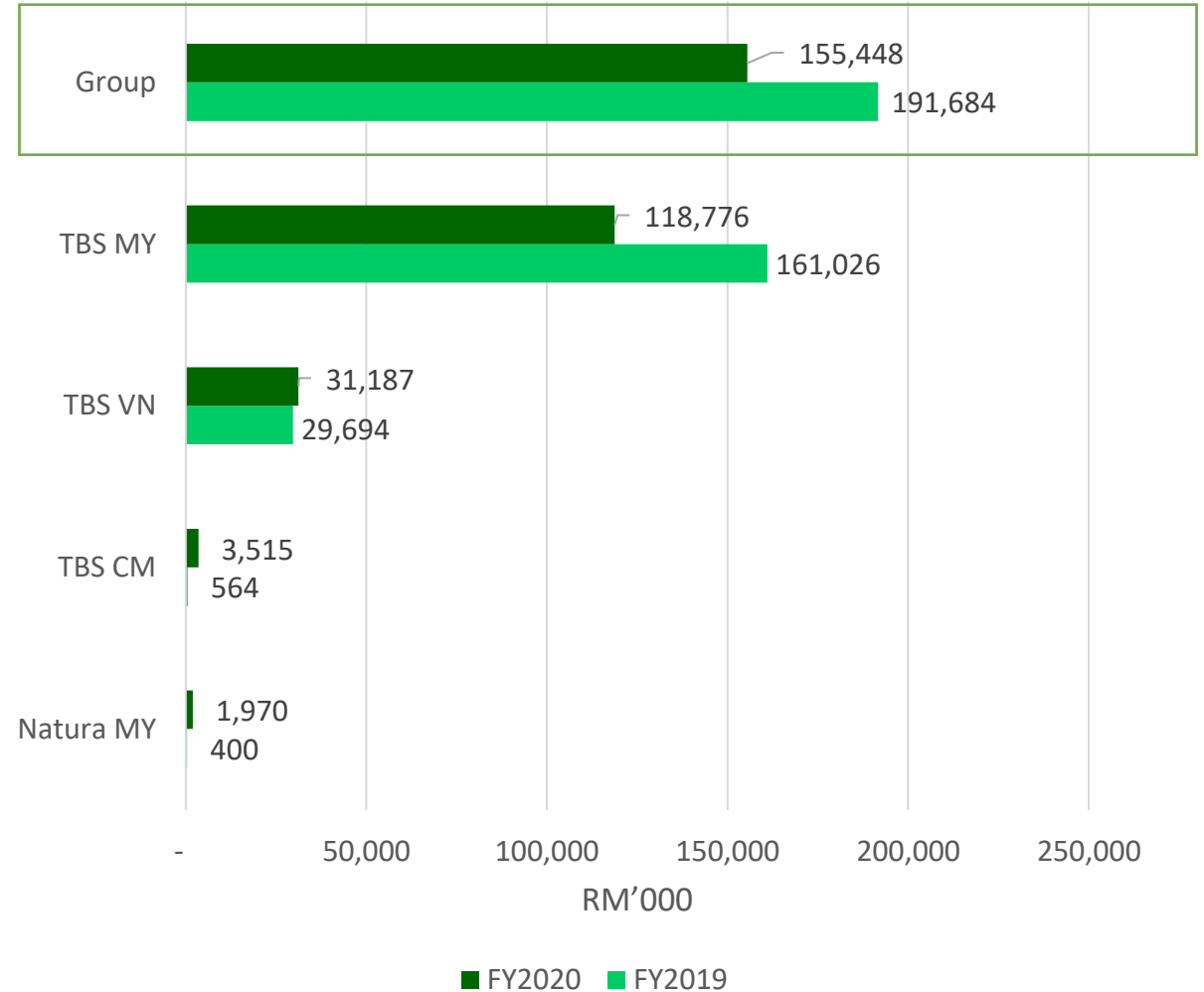
Notes: (1) Core PAT excludes listing expenses; (2) Net Gearing Ratio is computed as net borrowings (total bank borrowings less cash and cash equivalents and other investments) divided by total equity. Negative net gearing ratio denotes a net cash position.

REVENUE

Revenue by Business Unit, 4Q2020



Revenue by Business Unit, FY2020



PROFITABILITY

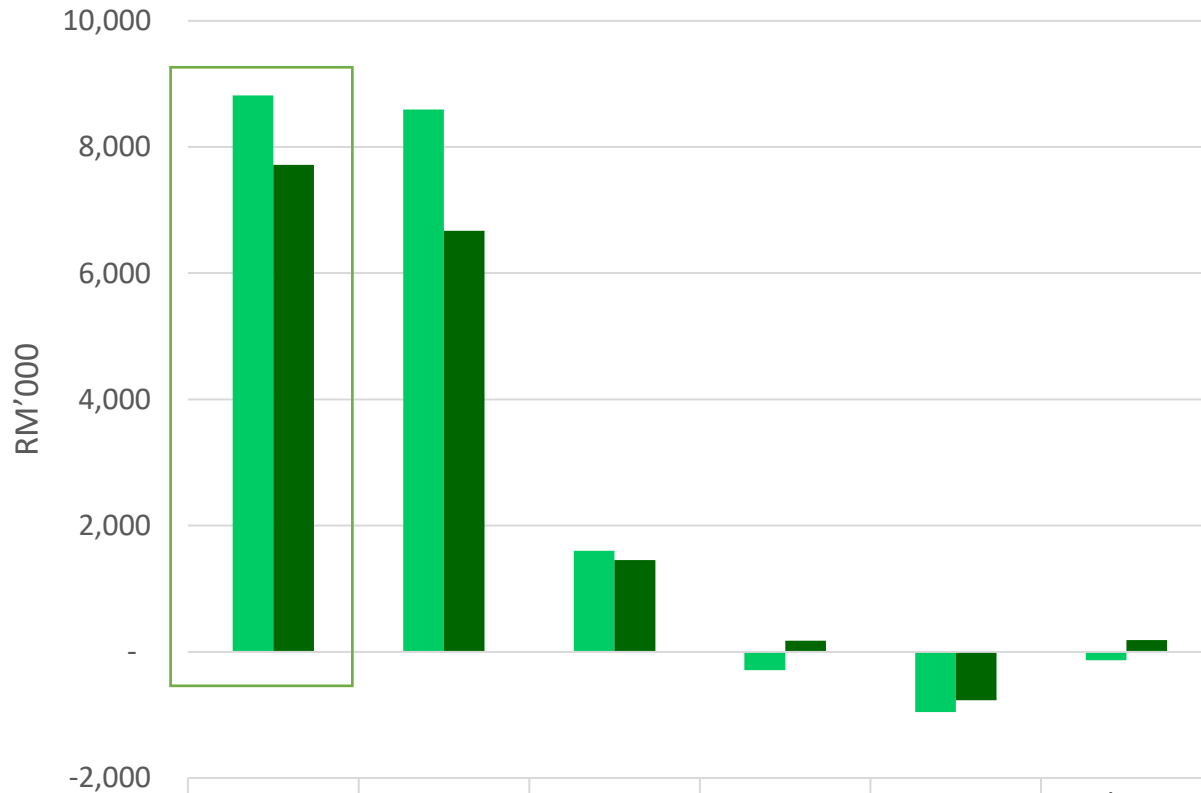
	1Q2020	2Q2020	3Q2020	4Q2020	FY2020
Healthy GP margin	68.5% <i>LY 68.9%</i>	68.7% <i>LY 65.9%</i>	67.2% <i>LY 67.5%</i>	64.9% <i>LY 67.4%</i>	67.1% <i>LY 67.4%</i>
Improving quarterly operating profit margin	14.5% <i>LY 29.1%</i>	15.3% <i>LY 21.1%</i>	21.9% <i>LY 23.5%</i>	23.5% <i>LY 21.9%</i>	19.3% <i>LY 23.9%</i>
Improving quarterly core PAT margin	10.0% <i>LY 21.7%</i>	10.0% <i>LY 15.4%</i>	15.7% <i>LY 16.8%</i>	17.2% <i>LY 16.5%</i>	13.6% <i>LY 17.6%</i>

LY = Last year same period

CORE PAT

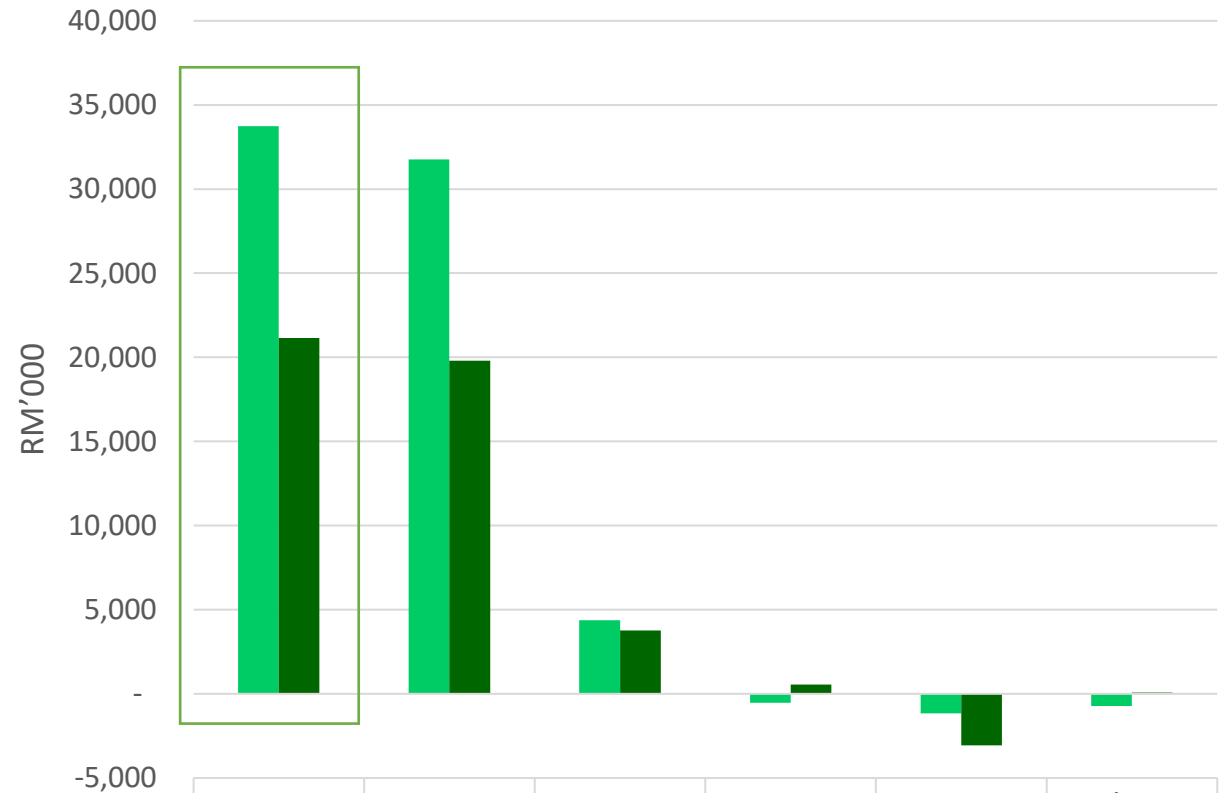


Core PAT by Business Unit, 4Q2020



	Group	TBS MY	TBS VN	TBS CM	Natura MY	Inv Holding
■ 4Q2019	8,818	8,591	1,603	-289	-954	-133
■ 4Q2020	7,717	6,672	1,454	176	-769	184

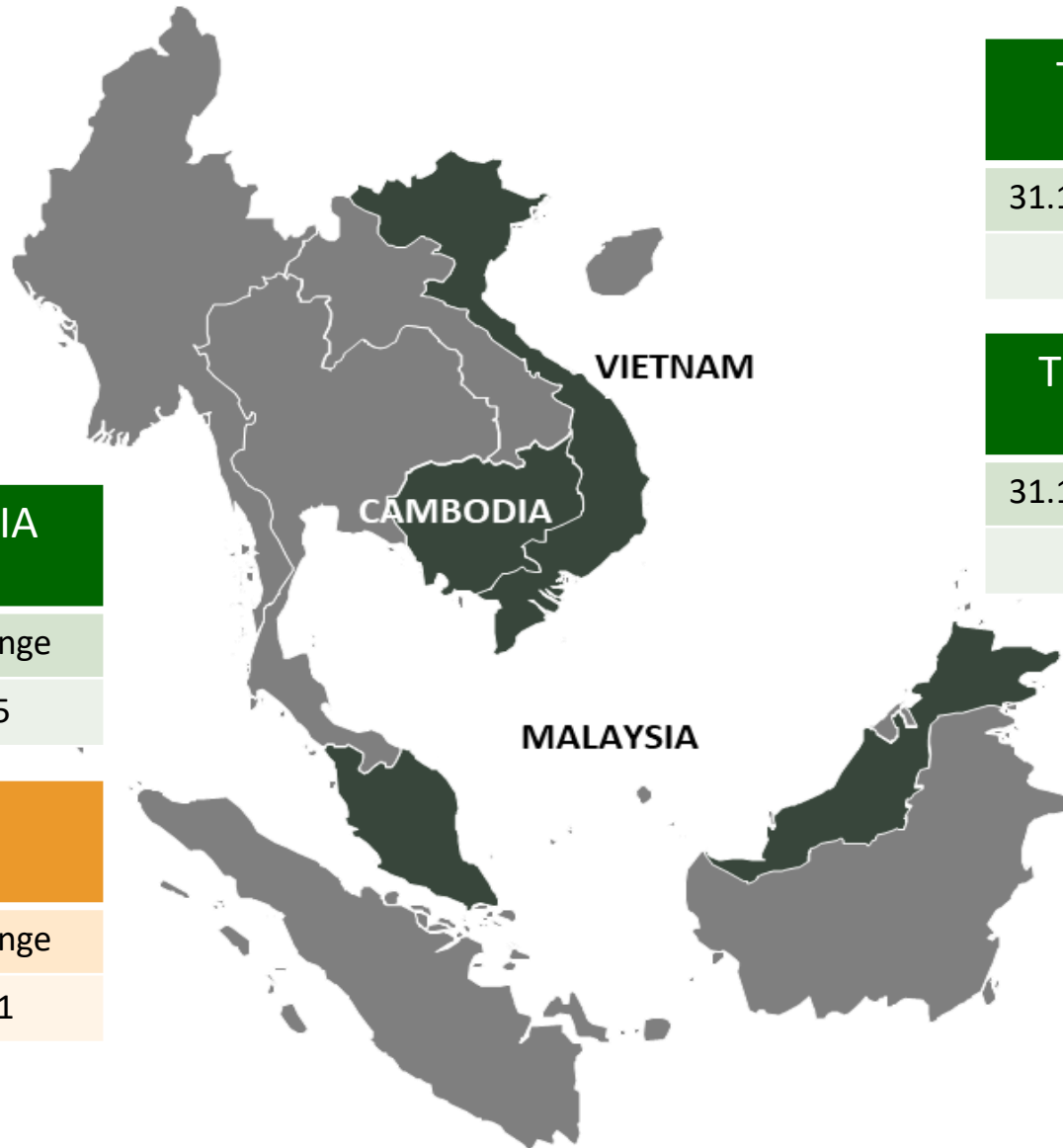
Core PAT by Business Unit, FY2020



	Group	TBS MY	TBS VN	TBS CM	Natura MY	Inv Holding
■ FY2019	33,743	31,760	4,383	-525	-1,155	-720
■ FY2020	21,142	19,789	3,766	556	-3,053	84

STORE NETWORK

124 stores as at 31.12.2020



THE BODY SHOP MALAYSIA <i>36 years of operation</i>		
31.12.2019	31.12.2020	Change
89	84	-5

NATURA MALAYSIA <i>1 year of operation</i>		
31.12.2019	31.12.2020	Change
-	1	+1

THE BODY SHOP VIETNAM <i>11 years of operation</i>		
31.12.2019	31.12.2020	Change
34	37	+3

THE BODY SHOP CAMBODIA <i>1 year of operation</i>		
31.12.2019	31.12.2020	Change
1	2	+1

DIVIDEND

Our Policy

Minimum 30% of profit attributable to shareholders

Dividend Declared in 2020

FY2020 interim dividend of 1.0 sen per share, RM7.0m, declared 20/11/20, paid 15/1/21

FY2019 special dividend of 1.0 sen per share, RM7.0m, declared 18/2/20, paid 30/4/20

PROSPECTS

- Covid-19 will continue to be a key limiting factor of the Group's performance in FY2021.
- We will continue with our efforts in digitalisation and omnichannel initiatives, and aim to provide more convenience, faster access and better customer experience for everyone who comes into contact with us.
- For the Group's overseas operations where the pandemic is less virulent, we will continue to expand our store network judiciously.
- The Group is expected to remain resilient and profitable in FY2021.

THANK YOU