

INNATURE BERHAD (Registration No. 199401034915 (320598-X))

INTERIM FINANCIAL REPORT FOR THE 1<sup>st</sup> QUARTER ENDED 31 MARCH 2021

20 MAY 2021

# UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

<b>D</b> evenue 20.001 27.202	1
<b>Revenue</b> 38,001 37,383	
Operating expenses	
Changes in inventories (12,457) (11,772	)
Rental expenses (500) (696	5)
Employee related expenses (8,404) (10,238	;)
Distribution expenses (702) (695	)
Advertising and promotion expenses (947) (1,188	)
Depreciation and amortisation expenses (4,935) (4,828	5)
Other operating expenses (2,403) (2,743	)
Total operating expenses(30,348)(32,160)	)
Profit from operations7,6535,223	i
Other (expenses)/income (429) 193	5
Finance income 258 167	/
Finance costs (399) (435	)
Listing-related expenses - (981	)
Profit before tax         20         7,083         4,167	
Tax expenses       21       (1,986)       (1,417)	)
<b>Profit for the period</b> 5,097 2,750	)
Other comprehensive income, net of tax Item that may be reclassified subsequently to profit or loss	
Foreign currency translation differences for foreign operation 808 549	)
Total comprehensive income for the period5,9053,299	<u> </u>

# UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (CONT'D)

		Quarter ended		
	Note	31.3.2021 RM'000	31.3.2020 RM'000	
Profit attributable to:				
Owners of the Company		5,097	2,750	
Total comprehensive income attributable to:				
Owners of the Company		5,905	3,299	
Earnings per share attributable to Owners of the Company				
Basic (sen)	22	0.72	0.70	
Other selected financial data:				
Gross profit <sup>(1)</sup>		25,544	25,611	
Core profit after tax ("PAT") <sup>(2)</sup>		5,097	3,731	
Operating profit margin		20.1%	14.0%	
Gross profit margin		67.2%	68.5%	
Core PBT margin		18.6%	13.8%	
Core PAT margin		13.4%	10.0%	

<sup>(1)</sup> computed based on revenue less changes in inventories (cost of goods sold).

<sup>(2)</sup> core profit excludes listing-related expenses.

The unaudited condensed consolidated statements of profit or loss and other comprehensive income should be read in conjunction with the audited consolidated financial statements for the financial year ended 31 December 2020 and the accompanying explanatory notes attached in this interim financial report.

# UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

	Note	31.3.2021 RM'000	31.12.2020 RM'000
Assets			
Plant and equipment		12,309	12,896
Right-of-use assets		19,968	21,830
Intangible assets		52,705	52,651
Deferred tax assets		769	953
Receivables and deposits		6,425	6,345
Total non-current assets		92,176	94,675
Inventories		24,912	34,415
Receivables, deposits and prepayments		5,302	5,643
Current tax assets		9	9
Other investments	23	44,246	29,528
Cash and cash equivalents		11,930	23,967
Total current assets		86,399	93,562
Total assets		178,575	188,237
Liabilities			
Provision for restoration costs		2,046	2,018
Loans and borrowings	24	147	186
Lease liabilities		9,535	10,204
Total non-current liabilities		11,728	12,408
Provision for restoration costs		324	313
Loans and borrowings	24	154	153
Lease liabilities		10,942	12,447
Contract liabilities		950	1,000
Payables and accruals		8,786	14,426
Dividend payable		-	7,059
Current tax liabilities		1,110	1,755
Total current liabilities		22,266	37,153
Total liabilities		33,994	49,561
Net assets		144,581	138,676

# UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (CONT'D)

	Note	31.3.2021 RM'000	31.12.2020 RM'000
Equity			
Share capital		50,326	50,326
Reserves		94,255	88,350
Total equity		144,581	138,676
Other selected financial data:			
Net current assets / working capital		64,133	56,409
Net assets per share (sen)		20.48	19.65
Net gearing ratio (times) *		(0.39)	(0.38)

\* computed based on 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.

The unaudited condensed consolidated statements of financial position should be read in conjunction with the audited consolidated financial statements for the financial year ended 31 December 2020 and the accompanying explanatory notes attached in this interim financial report.

# UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

	Note	◀ Share capital RM'000	<ul> <li>Non-distributable</li> <li>Business</li> <li>combination reserve</li> <li>RM'000</li> </ul>	Translation reserve RM'000	Distributable Retained earnings RM'000	Total equity RM'000
At 1 January 2020		4,388	4,636	73	78,243	87,340
Profit for the period		-	-	-	2,750	2,750
Foreign currency translation						
differences for foreign operation,						
representing other comprehensive						
income for the period		-	-	549	-	549
Total comprehensive income for the period		_	_	549	2,750	3,299
Issuance of shares		47,407		-	-	47,407
Share issuance expenses		(1,469)	-	-	-	(1,469)
Dividend declared	8	-	-	-	(7,059)	(7,059)
Total transaction with owners		45,938	-	-	(7,059)	38,879
At 31 March 2020		50,326	4,636	622	73,934	129,518
At 1 January 2021		50,326	4,636	(594)	84,308	138,676
Profit for the period		-	-	-	5,097	5 <i>,</i> 097
Foreign currency translation						
differences for foreign operation,						
representing other comprehensive						
income for the period		-	-	808	-	808
Total comprehensive income for the				000	F 007	F 005
period		-	-	808	5,097	5,905
At 31 March 2021		50,326	4,636	214	89,405	144,581

The unaudited condensed consolidated statements of changes in equity should be read in conjunction with the audited consolidated financial statements for the financial year ended 31 December 2020 and the accompanying explanatory notes attached in this interim financial report.

# UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

Note	Quarter 31.3.2021 RM'000	ended 31.3.2020 RM'000
Cash flows from operating activities		
Profit before tax	7,083	4,167
Adjustments for:		
Changes in lease payments arising from rent concessions	(551)	-
Depreciation and amortisation expenses	4,935	4,828
Unrealised foreign exchange loss/(gain)	31	(101)
Plant and equipment written off	-	85
Fair value loss on other investments	294	-
Finance income	(258)	(167)
Finance costs	399	435
Listing-related expenses	-	981
Operating profit before changes in working capital	11,933	10,228
Changes in working capital:		
Inventories	9,754	925
Receivables, deposits and prepayments	402	(946)
Payables, accruals and contract liabilities	(6 <i>,</i> 077)	(218)
Provision for restoration costs	18	(40)
Cash generated from operations	16,030	9,949
Income tax paid	(2,452)	(2,536)
Net cash generated from operating activities	13,578	7,413
Cash flows from investing activities		
Acquisition of plant and equipment	(412)	(719)
Acquisition of intangible assets	(104)	(1,822)
Placement of other investments	(14,803)	(35,491)
Interest received	258	167
Net cash used in investing activities	(15,061)	(37,865)

# UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (CONT'D)

		Quarter	ended
	Note	31.3.2021 RM'000	31.3.2020 RM'000
Cash flows from financing activities			
Proceeds from issuance of shares		_	47,407
Listing-related expenses		_	(1,213)
Dividends paid	8	(7,059)	(1,210)
Repayment of revolving credit	0	-	(16,000)
Repayment of hire purchase		(38)	(10,000) (127)
Repayment of lease liabilities		(3,364)	(3,979)
Interest paid for lease liabilities		(396)	(355)
Interest paid for loans and borrowings		(3)	(80)
Net cash (used in)/generated from financing activities		(10,860)	25,653
Net decrease in cash and cash equivalents		(12,343)	(4,799)
Effect of exchange rate fluctuations on cash held		306	64
Cash and cash equivalents at beginning of the period		23,967	17,445
Cash and cash equivalents at end of the period		11,930	12,710
Cash and cash equivalents comprise the following:			
Cash and bank balances		10,998	12,663
Deposits placed with licensed banks		932	47
		11,930	12,710

The unaudited condensed consolidated statements of cash flows should be read in conjunction with the audited consolidated financial statements for the financial year ended 31 December 2020 and the accompanying explanatory notes attached in this interim financial report.

# 1. BASIS OF PREPARATION

The interim financial statements ("Interim Financial Report") of InNature Berhad ("InNature" or the "Company") and its subsidiaries (collectively, the "Group") is unaudited and has been prepared in accordance with Malaysian Financial Reporting Standard ("MFRS") 134: *Interim Financial Reporting* issued by Malaysian Accounting Standards Board ("MASB"), International Financial Reporting Standards ("IFRS") 134: *Interim Financial Reporting* issued by International Accounting Standards Board ("IASB"), and Paragraph 9.22 of Main Market Listing Requirements issued by Bursa Malaysia Securities Berhad ("Bursa Securities") ("Listing Requirements").

The Interim Financial Report should be read in conjunction with the audited consolidated financial statements for the financial year ended 31 December 2020 and the accompanying explanatory notes in this Interim Financial Report.

## 2. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies applied by the Group in the Interim Financial Report are the same as those applied by the Group in its audited consolidated financial statements for the year ended 31 December 2020, except for the adoption of the new and amended MFRS and Issues Committee ("IC") Interpretations which are relevant to the Group during the current financial period. The adoption of the new and amended MFRS and IC Interpretations did not have a material effect on the financial performance or position of the Group.

# 3. AUDITORS' REPORT ON PRECEDING ANNUAL FINANCIAL STATEMENTS

The auditors' report of the Group's consolidated financial statements for the financial year ended 31 December 2020 was not subject to any qualification.

# 4. SEASONAL AND CYCLICAL FACTORS

Being in the retail industry, the Group's operations are subject to peaks and troughs in revenue generation throughout the year. Generally, the Group records higher sales during major festive and school holiday seasons in the respective country of which the Group operates.

#### 5. UNUSUAL ITEMS

Apart from the Covid-19 pandemic as discussed in Note 17 and 18, there were no unusual items affecting assets, liabilities, equity, net income or cash flows of the Group during the current financial period.

## 6. CHANGES IN ESTIMATES

There were no major changes in estimates that have had material effect on the results of current financial period.

#### 7. DEBT AND EQUITY SECURITIES

There were no issuances, cancellations, repurchases, resale and repayments of debt and equity securities during the current financial period.

#### 8. DIVIDENDS

The following dividends were recognised by the Company during the respective financial period:

	RM per share RM	Total amount RM'000	Date of payment
Company			
3 months ended 31 March 2021			
No dividend was declared	-		Not applicable
3 months ended 31 March 2020			
In respect of the financial year ended 31 December 2019:			
- Special single-tier dividend	0.01	7,059	30 April 2020

On 20 May 2021, the Company declared a single tier dividend of 1.5 sen per ordinary share comprising (i) second interim dividend of 1.0 sen per ordinary shares for the financial year ended 31 December 2020, and (ii) first interim dividend of 0.5 sen per ordinary shares for the financial year ending 31 December 2021.

Shareholders who are on the Register of Members at the close of business on 4 June 2021 will be entitled for the dividend. The expected dividend payment date is 16 June 2021.

With this declaration, the Company's dividend payout ratio would be 70.0% for the financial year ended 31 December 2020, and 69.3% for the 1<sup>st</sup> quarter ended 31 March 2021 ("1Q2021").

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

There was no change to the composition of the Group during the current financial period.

#### **10. CONTINGENT LIABILITIES**

	31.3.2021 RM'000	31.12.2020 RM'000
Company		
Corporate guarantees granted to a subsidiary for credit facilities	1,000	1,000
Bank guarantees granted to subsidiaries for tenancy agreements	913	862
	1,913	1,862
11. CAPITAL COMMITMENTS		
	31.3.2021	31.12.2020
	RM'000	RM'000
Group		
Plant and equipment		
Approved but not contracted for	27,177	28,337
Contracted but not commenced	558	227
	27,735	28,564
Leases as a leasee		
Contracted but not commenced	2,480	2,485

# 12. MATERIAL RELATED PARTY TRANSACTIONS

Material related party transactions of the Group are shown below:

	Quarter endeed		
	31.3.2021	31.3.2020	
	RM'000	RM'000	
Group			
Entities in which certain Directors of the Company have interests			
Rental of event space <sup>(1)</sup>	-	35	
Rental of office and retail outlets <sup>(2)</sup>	130	119	
	130	154	

<sup>(1)</sup> The Company rented the event space from an entity in which certain Directors of the Company have interests, for the launch event of its IPO Prospectus on 29 January 2020. The transaction was entered into in the normal course of business under normal trade terms.

<sup>(2)</sup> The Group rented office and several retail outlets in Malaysia from an entity in which certain Directors of the Company have interests. The transaction was entered into in the normal course of business under normal trade terms.

# 13. STATUS OF CORPORATE PROPOSAL

There is no corporate proposal announced but not completed as at the date of this Interim Financial Report.

## 14. UTILISATION OF PROCEEDS FROM IPO

The utilisation of proceeds from IPO as at 31 March 2021 is as follows:

Utilisation of proceeds	Proposed utilisation RM'000	Actual utilisation up to 31 March 2021 RM'000	Transfer RM'000	Balance unutilised RM'000	Estimated timeframe for utilisation from the date of Listing
(i) Capital expenditure	34,500	(6,765)	-	27,735	Within 48 months
(ii) Working capital	837	(865)	351	323	Within 36 months
(iii) New business development	5,700	(2,727)	-	2,973	Within 48 months
(iv) Listing-related expenses	6,370	(6,019)	(351)	-	Within 3 months
Total	47,407	(16,376)	-	31,031	-

The utilisation of proceeds as disclosed above should be read in conjunction with the IPO Prospectus dated 29 January 2020, and the Company's announcement on 18 February 2020.

The unutilised balance of RM351,000 allocated for listing-related expenses had been transferred to working capital during the financial period.

#### 15. MATERIAL LITIGATION

There is no material litigation involving the Group subsequent to 31 December 2020 and up to the date of this Interim Financial Report.

#### **16. SEGMENT INFORMATION**

The Group does not have reportable segments as the principal activities of entities within the Group are essentially relate to the marketing of The Body Shop ("TBS") and Natura products. Segment information of the Group is presented on the basis of geographical segments, based on the geographical location of customers, assets and liabilities.

Segment financial results of the Group can be found at Note 17.

_		31.3	2021		31.12.2020			
	Malaysia	Vietnam	Cambodia	Group	Malaysia	Vietnam	Cambodia	Group
	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
Segment assets								
The Body Shop	112,539	32,605	5 <i>,</i> 078	150,222	116,055	30,830	5,038	151,923
Natura	5,308	-	-	5,308	6,088	-	-	6,088
_	117,847	32,605	5,078	155,530	122,143	30,830	5,038	158,011
Investment holding			_	23,045			_	30,226
Reported total asse	ts		_	178,575			_	188,237
Segment liabilities								
The Body Shop	20,569	10,872	724	32,165	28,245	10,727	918	39,890
Natura	1,641	-	-	1,641	2,496	-	-	2,496
_	22,210	10,872	724	33,806	30,741	10,727	918	42,386
Investment holding				188				116
Dividend payable			_	-			_	7,059
Reported total liabi	lities		_	33,994			_	49,561

# 17. PERFORMANCE REVIEW

# Quarter-on-Quarter Review

Group		
Revenue	38,001	44,898
Profit after tax	5,097	7,717

Quarter ended 31.3.2021 31.12.2020

RM'000

RM'000

Compared with the preceding quarter ended 31 December 2020 ("4Q2020"), the Group recorded lesser revenue and PAT by 15.4% and 34.0% respectively in 1Q2021. The lower quarterly result was largely as a result of 4Q2020's high base effect following year-end holiday season, as well as the implementation of MCO 2.0 which negatively impacted Malaysia's performance in 1Q2021.

# INNATURE BERHAD (Registration No. 199401034915 (320598-X)) INTERIM FINANCIAL REPORT FOR THE 1<sup>st</sup> QUARTER ENDED 31 MARCH 2021

## Year-on-Year Review

## 1Q2021 vs 1Q2020

	1Q2021			1Q2020				
	Malaysia	Vietnam	Cambodia	Group	Malaysia	Vietnam	Cambodia	Group
	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
Revenue from								
external								
customers								
The Body Shop	28,155	8,395	915	37 <i>,</i> 465	29,067	7,371	658	37 <i>,</i> 096
Natura	536	-	-	536	287	-	-	287
	28,691	8,395	915	38,001	29,354	7,371	658	37,383
Segment PAT								
The Body Shop	4,881	933	127	5,941	3,552	870	61	4,483
Natura	(646)	-	-	(646)	(758)	-	-	(758)
	4,235	933	127	5,295	2,794	870	61	3,725
Investment holding			_	(198)			_	6
Core PAT				5,097				3,731
Listing-related expe	nses		_	-			_	(981)
Reported PAT			_	5,097			_	2,750

In Malaysia, Covid-19 headwinds precipitated MCO 2.0 in January 2021. However, we managed to continue operations in most stores throughout 1Q2021. The lockdown resulted in much reduced footfall throughout all malls which we mitigated by our reach through e-commerce and Click / Call and Collect ("C&C") channels. As a result, our The Body Shop operation in Malaysia recorded a lesser decline in revenue of 3.1%, and has returned to flat same-store sales growth ("SSSG") of -0.6% in 1Q2021.

Our Vietnam operation recorded revenue growth of 13.9% and SSSG of 5.6% for the reporting quarter. Generally, Vietnam's retail environment benefitted from the country's milder Covid-19 situation in 1Q2021.

Our Cambodia operation was impacted by the rising Covid-19 cases during the reporting quarter. Nevertheless, Cambodia continued to register revenue growth of 39.1%, lifted mainly by our second store which was opened in 4Q2020.

The Group's store count as at 31 March 2021 was 124 (31 December 2020: 124). During the reporting quarter, we opened our 38<sup>th</sup> store in Vietnam, and exited one underperforming location in Malaysia.

The Group's PAT was 85.4% higher amid improving operating margin due to continued vigilance on operating expenses, and the absence of listing-related expenses in the current financial period. Geographically, the Group's TBS businesses in Malaysia, Vietnam and Cambodia were profitable for 1Q2021. Our new Natura business in Malaysia recorded higher revenue and a lower initial gestational loss of RM0.6 million for the reporting quarter.

#### INNATURE BERHAD (Registration No. 199401034915 (320598-X)) INTERIM FINANCIAL REPORT FOR THE 1<sup>st</sup> QUARTER ENDED 31 MARCH 2021

# Healthy Balance Sheet and Cash Flow

The Group's financial position remains healthy with a working capital of RM64.1 million and total equity of RM144.6 million as at 31 March 2021. The Group generated net cash from operating activities of RM13.6 million during the reporting quarter, and maintained a healthy cash balance (including fixed deposits and fixed income funds under Other Investments) of RM56.2 million as at 31 March 2021.

# 18. PROSPECTS

The waves of Covid-19 will continue to be a key limiting factor of the Group's performance for the financial year ending 31 December 2021 ("FY2021"). We will continue to vigorously execute our digitalisation and omnichannel initiatives, and aim to provide more convenience, faster access and better customer experience for everyone who comes into contact with us.

Overall, we believe the Group will remain resilient and profitable in FY2021, and in doing so, look forward to continue with our dividend policy and our relentless efforts towards our vision of InNature Bhd as a Force for Good.

# 19. PROFIT FORECAST OF PROFIT GUARANTEE

The Group did not issue any profit forecast or profit guarantee in any form of public documentation and/or announcement.

# 20. PROFIT BEFORE TAX

Profit before tax is arrived at after crediting/(charging) the following income/(expenses):

	Quarter 31.3.2021 RM'000	ended 31.3.2020 RM'000
Group		
Revenue		
- Retailing	37,980	37,361
- Consultancy fees	21	22
	38,001	37,383
(Loss)/gain on foreign exchange		
- realised	(104)	85
- unrealised	(31)	101
	(135)	186
Rental income	-	9
Rental expenses	_	
- before MFRS 16 adjustments	(4,811)	(5,030)
<ul> <li>less: minimum lease payments (MFRS 16 adjustments)</li> </ul>	4,311	4,334
	(500)	(696)
Depreciation and amortisation	_	
- plant and equipment	(1,262)	(1,305)
- intangible assets	(76)	(76)
<ul> <li>right-of-use assets (MFRS 16 adjustments)</li> </ul>	(3,598)	(3,447)
	(4,936)	(4,828)
Royalty expense	(380)	(386)
Finance income		
- interest income on	_	
<ul> <li>bank balances and fixed deposits</li> </ul>	115	73
- fixed income funds	143	94
	258	167
Finance costs		
- interest expenses on	_	
- hire purchase	(3)	(5)
- revolving credit	-	(75)
<ul> <li>lease liabilities (MFRS 16 adjustments)</li> </ul>	(396)	(355)
	(399)	(435)

Save as disclosed above, the other disclosure items pursuant to Paragraph 16, Part A of Appendix 9B of the Listing Requirements are not applicable.

# 21. TAX EXPENSES

	Quarter ended		
	31.3.2021 RM'000	31.3.2020 RM'000	
Group			
Tax expenses			
- arising from Malaysia	1,736	1,212	
- arising outside Malaysia	250	205	
	1,986	1,417	
Effective tax rate (%)	28.0%	34.0%	

Effective tax rate ("ETR") is computed by dividing tax expenses with profit before tax for the financial period.

ETR for 1Q2021 was lower year-on-year, mainly as a result of the absence of non-deductible listingrelated expenses during the current financial period.

# 22. EARNINGS PER SHARE ("EPS")

	Quarter ended	
	31.3.2021 RM'000	31.3.2020 RM'000
Profit attributable to owners of the Company	5,097	2,750
Weighted average number of ordinary shares in issue ('000)	705,881	665,181
Basic EPS (sen)	0.72	0.41

Diluted earnings per ordinary share is not presented as the Group has no shares or other instruments with potential dilutive effects as at 31 March 2020 and 31 March 2021.

#### 23. OTHER INVESTMENT

	31.3.2021 RM'000	31.12.2020 RM'000
Group	7.644	4740
Fixed deposits of more than 3 months but less than 12 months	7,611	4,743
Fixed income funds	36,635	24,785
	44,246	29,528

# INNATURE BERHAD (Registration No. 199401034915 (320598-X)) INTERIM FINANCIAL REPORT FOR THE 1<sup>st</sup> QUARTER ENDED 31 MARCH 2021

# 24. LOANS AND BORROWINGS

	31.3.2021 RM'000	31.12.2020 RM'000
Group		
Non-current		
Hire purchase (unsecured)	147	186
Current		
Hire purchase (unsecured)	154	153
Total loans and borrowings	301	339

The Group's loans and borrowings are denominated in RM.

# 25. SUBSEQUENT EVENT

Other than the ongoing Covid-19 pandemic, there is no material event impacting the Group subsequent to 31 March 2021 and up to the date of this Interim Financial Report. Please refer to Note 17 and 18 for the narratives on the pandemic.