



# 4QFY2021 Results Update

28 June 2021



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Review by Segment

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# FYE2021 vs. FYE2020

For the year ended 30 April 2021, the Group recorded higher revenue of RM 271.4 million, an increase of 6.4% as compared to the previous year corresponding period of RM 255.2 million. The increase in revenue was mainly attributed to higher sales contribution from the Multi-level marketing (“MLM”) and Wholesale divisions.

Net operating profit margin improved to 19.1% as compared to the previous year’s corresponding period of 16.0%, mainly due to the on-going cost optimisation initiatives and a favourable change of sales mix.

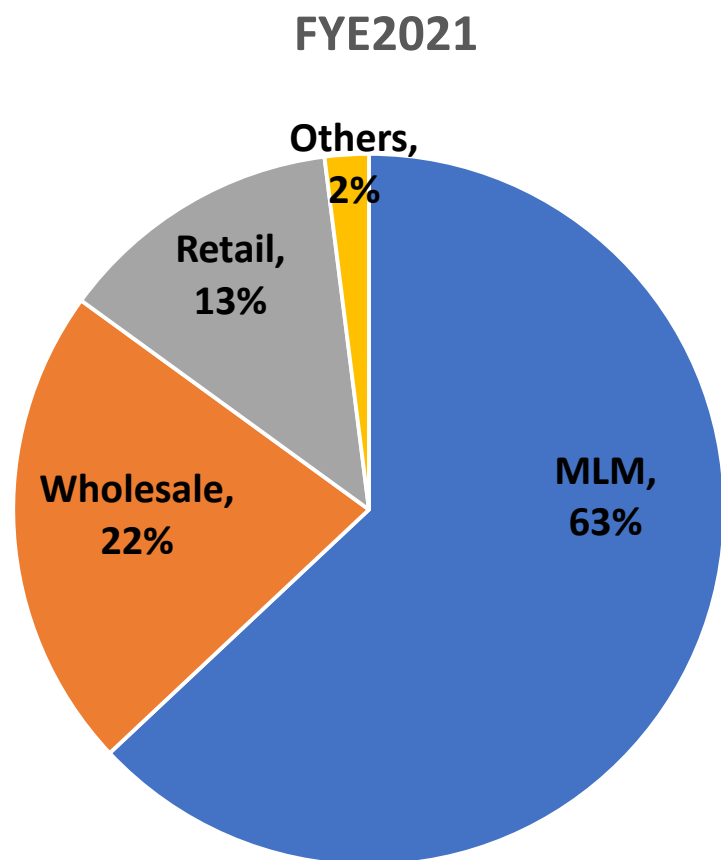
# FYE2021 vs. FYE2020

	<b>FYE2021 30 Apr 2021  (RM'mil)</b>	<b>FYE2020 30 Apr 2020 (audited) (RM'mil)</b>	<b>Variance +/-</b>
Revenue	271.39	255.17	<b>+6.4%</b>
Pre-tax Profit	52.33	41.52	<b>+26.0%</b>
Profit After Tax	39.25	32.32	<b>+21.4%</b>
Net Margin (%)	14.5%	12.7%	<b>+1.8%</b>
EPS (sen)	13.50	11.22	<b>+2.28 sen</b>

# Statement of Financial Position

	<b>FYE2021 30 Apr 2021  (RM'mil)</b>	<b>FYE2020 30 Apr 2020 (audited) (RM'mil)</b>
Net cash + Short term investment	113.18	95.88
Total assets	370.34	361.72
Total liabilities	46.93	51.53
Shareholders' equity	313.07	299.59
Net assets per share (RM)	1.08	1.03

# Segment Revenue



Segment	FYE2021 30 Apr 2021		FYE2020 30 Apr 2020 (audited)	
	(RM'mil)	(%)	(RM'mil)	(%)
MLM	172.45	63%	156.72	61%
Wholesale	58.55	22%	57.43	23%
Retail	35.80	13%	36.71	14%
Others	4.59	2%	4.31	2%
<b>Total</b>	<b>271.39</b>	<b>100%</b>	<b>255.17</b>	<b>100%</b>



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Review by  
Segment

Multi Level Marketing (“MLM”)

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Wholesale

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Retail

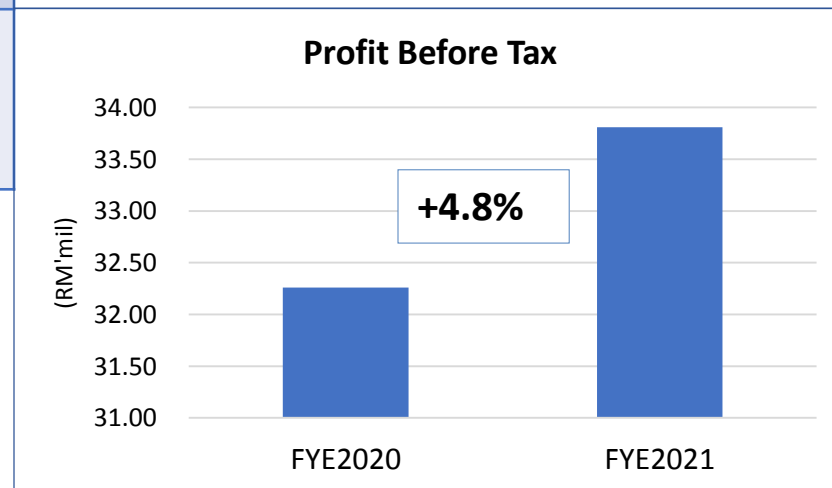
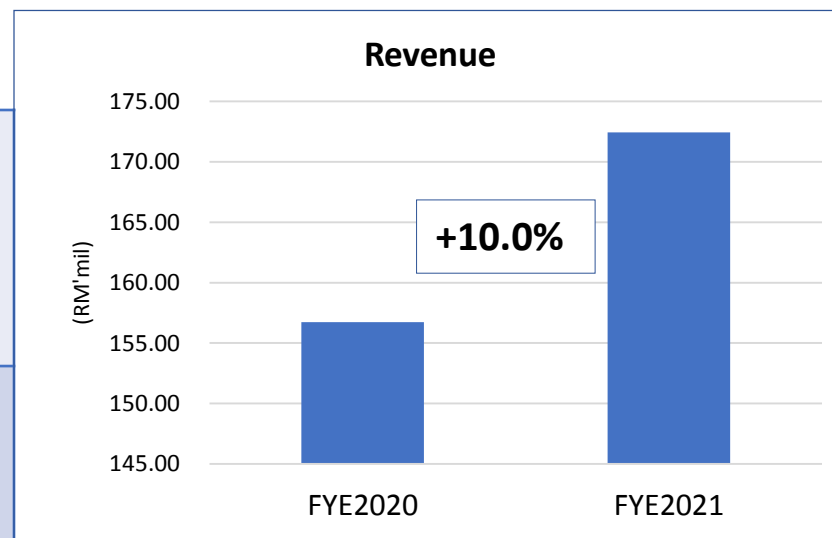
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Others

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# MLM

MLM Segment	FYE2021 30 Apr 2021 (RM'mil)	FYE2020 30 Apr 2020 (RM'mil)	Changes (%)
External Revenue	172.45	156.72	<b>+10.0%</b>
Profit Before Tax	33.81	32.26	<b>+4.8%</b>





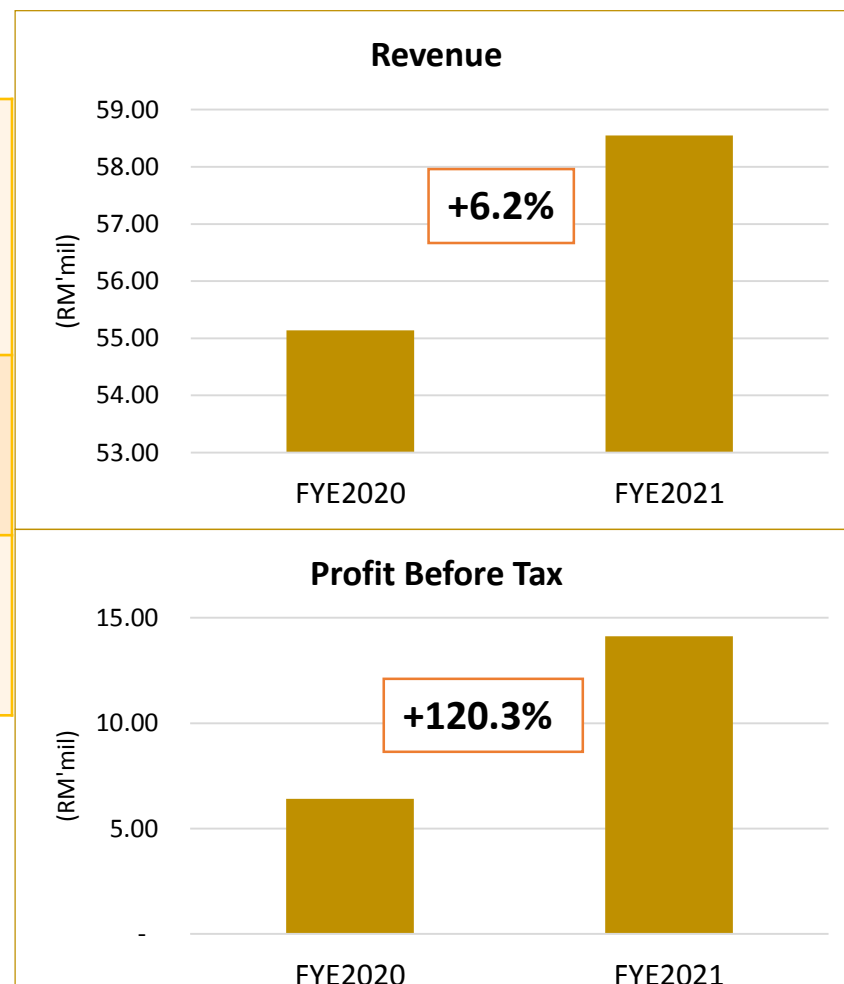
# MLM

For the FYE 2021, the MLM division recorded higher revenue of RM 172.5 million, an increase of 10% as compared to RM 156.7 million in the preceding year. During the COVID-19 pandemic crisis, the division has leveraged extensively on digital technology via social media and e-commerce platforms as face-to-face marketing is restricted due to the physical distancing measures imposed by the Government. The division has regularly rolled out attractive promotion campaigns to boost sales especially for a newly launched lady wear series which has contributed additional revenue of RM 7.3 million during the financial year.

In tandem with the increase in revenue, divisional pre-tax profit increased by 4.8% after factored in the impairment loss on amount due from an overseas associate company amounting to RM 1.5 million.

# Wholesale

Wholesale Segment	FYE2021 30 Apr 2021  (RM'mil)	FYE2020 30 Apr 2020  (RM'mil)	Changes  (%)
External Revenue	58.55	55.14	+6.2%
Profit Before Tax	14.12	6.41	+120.3%



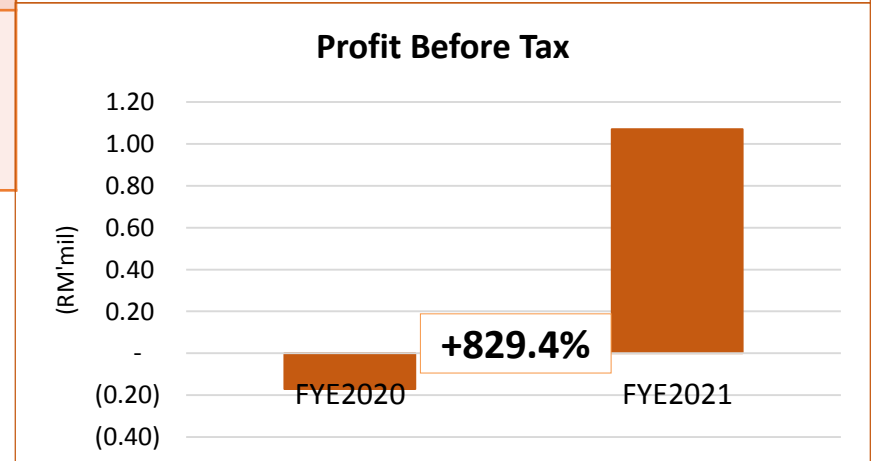
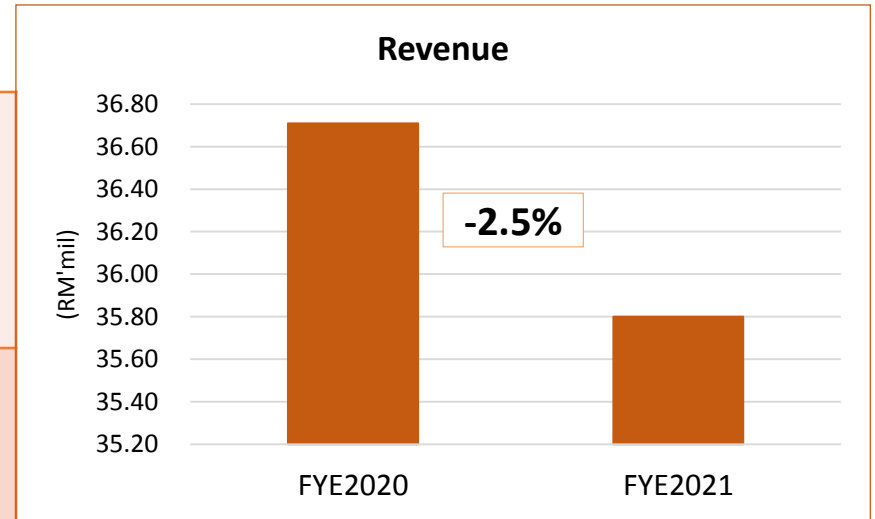
# Wholesale

For the FYE2021, the Wholesale division increased by 6.2% to RM 58.6 million, compared to RM 55.1 million in the preceding year. Higher revenue was mainly derived from Chinese medicated tonic, premium cooking wine and patented medicine.

Pre-tax profit doubled to RM 14.1 million on the back of on-going cost optimization initiatives, higher contribution from Chinese medicated tonic, premium cooking wine and patented medicine which command higher margin, as well as one-off gain from the disposal of vintage tea amounting to RM 0.9 million.

# Retail

Retail Segment	FYE2021 30 Apr 2021  (RM'mil)	FYE2020 30 Apr 2020  (RM'mil)	Changes  (%)
External Revenue	35.80	36.71	<b>-2.5%</b>
Profit Before Tax	1.07	-0.17	<b>+829.4%</b>

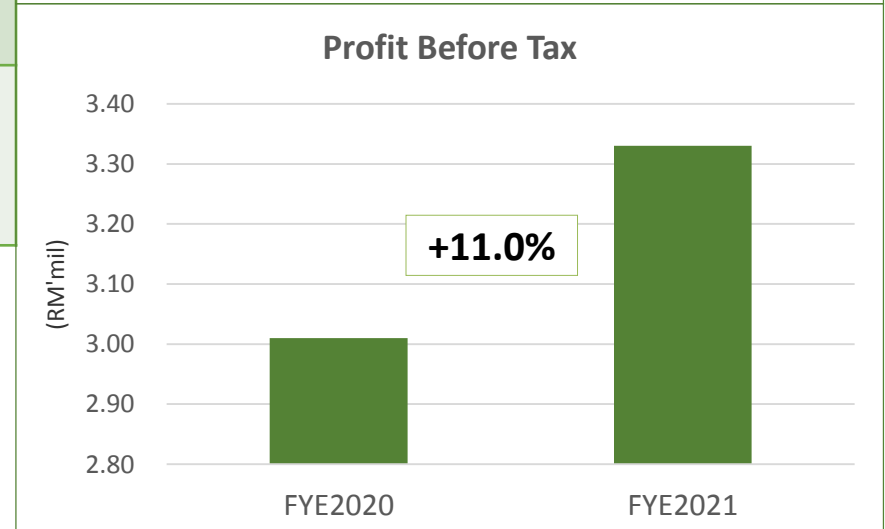
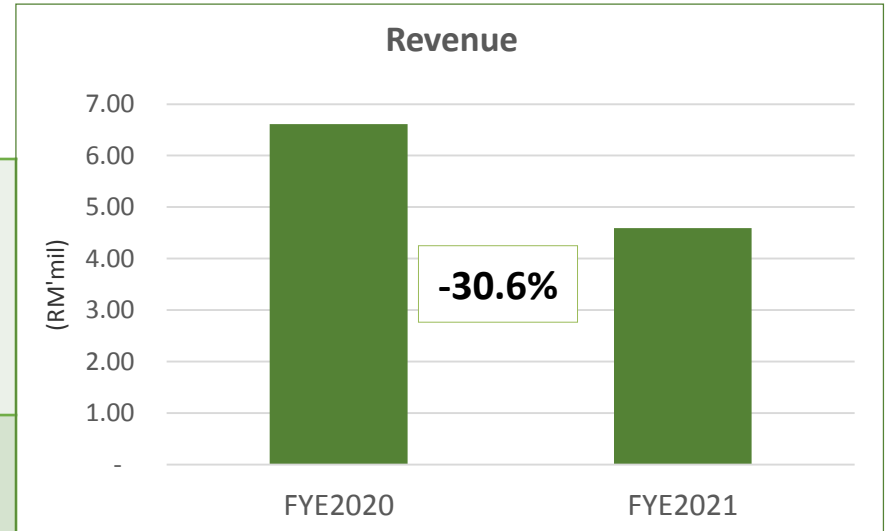


# Retail

For the FYE2021, the Retail division has faced an extremely challenging business environment since the outbreak of Covid-19. To adapt to the changes in regulatory SOPs (Standard Operating Procedures) and consumers' buying behavior, the division has aggressively tapped various online platforms and social media channels to widen its reach. This has helped to contain the decline in revenue to a marginal 2.5% to RM 35.8 million, while pre-tax profit turned around to RM 1.1 million on the back of cost optimization initiatives.

# “Others” segment

“Others” Segment	FYE2021 30 Apr 2021  (RM’mil)	FYE2020 30 Apr 2020  (RM’mil)	Changes  (%)
External Revenue	4.59	6.61	<b>-30.6%</b>
Profit Before Tax	3.33	3.01	<b>+11.0%</b>



# “Others” segment

Revenue comprises mainly rental income from investment properties, health food supplement manufacturing activities and credit & leasing business.

During the financial year under review, pre-tax profit improved by 11.0 % to RM 3.3 million despite lower revenue of RM 4.6 million, due mainly to the one-off litigation claim of RM 0.5 million recorded in the previous financial year.



# Thank You

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