INNATURE REPORTS RM134.0 MILLION REVENUE AND RM7.7 MILLION PROFIT AFTER TAX FOR FY2024, DECLARES 1 SEN FINAL DIVIDEND

SUBANG JAYA, 26 FEBRUARY 2025 – InNature Berhad ("**InNature**" or "**Company**", together with its subsidiaries, the "**Group**") announced today a profit after tax ("**PAT**") of RM7.7 million on the back of RM134.0 million revenue for the 12 months ended 31 December 2024 ("**FY2024**"). For the 4th quarter ended 31 December 2024 ("4Q2024"), the Group recorded revenue of RM39.9 million and PAT of RM2.8 million.

Performance Review

Commenting on the performance, Group Managing Director, Datin Mina Cheah-Foong ("**Datin Mina**") said, "The Group faced unprecedented internal challenges in FY2024 with its core business affected by the ownership changes at The Body Shop International. Subdued consumer sentiment and inflationary issues added to the challenges in the retail market. We reacted swiftly in managing these volatilities by focusing on improving the productivity of our distribution channels and of our team. The Group continues to optimise its retail store network in FY2024 with total store count trimmed from 121 to 105, mainly in Vietnam. In addition, our focus on digital channel expansion saw digital revenue accelerated with 75.1% growth and 7.8% contribution to the Group's retailing revenue."

Datin Mina further noted, "We have also diversified into the F&B business through the acquisition of the Burger & Lobster franchise in Malaysia, Indonesia and Vietnam. The business diversification has yielded positive return with our single restaurant in Malaysia since its onboarding in August 2024."

Steady Balance Sheet and Cash Flow

The Group's financial position remains in net cash as at 31 December 2024, with cash and other investments of RM48.5 million, and net assets of RM133.9 million. The Group generated higher net operating cash flow of RM43.5 million in FY2024.

Dividend

InNature declared a final dividend of 1.0 sen per ordinary share, amounting to approximately RM7.1 million. This represents a payout ratio of 91.7% for FY2024.

Outlook

Looking ahead, Datin Mina stated, "We expect to navigate 2025 on a positive footing from the stability and fresh investment brought upon by the new owner of The Body Shop International. For the F&B business, we will be expanding the Burger & Lobster restaurants both in-country and abroad. We continue to develop and work to fruition other business opportunities which are aligned with the Group's core expertise and values."

"Barring unforeseen circumstances, we expect the Group to deliver better results in 2025, though quarterly results will, as always, be subject to seasonal fluctuations."

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About InNature Berhad

InNature is a leading regional retailer of cosmetics and personal care products, serving customers across Malaysia, Vietnam and Cambodia through stores, e-commerce and other remote channels. The Group has 40 years of experience operating The Body Shop franchise business since the opening of its first store at Kuala Lumpur, Malaysia in 1984. The Group subsequently made inroads into Vietnam in 2009, and Cambodia in 2019.

In 2024, the Group diversified into the F&B sector following the acquisition of the franchise of Burger & Lobster in Malaysia, Indonesia and Vietnam.

For more information, please visit www.innature.com.my

Disclaimer

This document shall be read in conjunction with the Company's interim financial report for the 4th Quarter ended 31 December 2024, as announced to Bursa Malaysia Securities Berhad on 26 February 2025. Statements included herein may include forward-looking statements relating to the Group's business and the sector in which the Group operates. These statements reflect the current views of the Group with respect to future events and are subject to certain risks, uncertainties and assumptions. It is important to note that actual results may differ materially from those anticipated in these forward-looking statements, and there can be no assurance on the occurrence of certain events, achievability of projections or accuracy of assumptions made by the Group.

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