

INNATURE REPORTS HIGHER REVENUE AND RM7.7 MILLION PROFIT AFTER TAX FOR 2025 FISCAL YEAR

KUALA LUMPUR, 13 February 2026 – InNature Berhad (“InNature” or “the Group”) today announced its financial results for the fiscal year ended 31 December 2025, demonstrating steadfast resilience in a challenging operating landscape. The Group achieved a 4.4% increase in total revenue to RM139.9 million, and a Profit After Tax (“PAT”) of RM7.7 million.

Strategic Pivot: F&B as a Growth Engine

While the Group’s core retailing business faced headwinds, strategic expansion into the Food & Beverage (“F&B”) sector proved to be a significant growth driver. The F&B business saw exponential growth, with revenue surging 135.0% to RM20.8 million and PAT increasing 145.9% to RM3.3 million. Notably, the F&B business now contributes 43.0% of the Group’s total PAT.

Turnaround & Expansion of Retailing Business

The retailing business remains the Group’s largest revenue contributor, though it experienced a contraction in profitability due to supply chain disruptions affecting Malaysian operations. However, international markets and digital channels showed promising signs:

- **Vietnam:** Achieved a significant turnaround, swinging from a RM2.2 million loss in 2024 to a RM1.3 million profit in 2025.
- **Singapore:** Contributed RM9.5 million to revenue for the 2-month period post-acquisition.
- **Digital Channels:** Continued to gain momentum, contributing 10.7% to retailing revenue in 2025, up from 7.8% the previous year.

2026 Outlook: Transformation and Growth

The Group expects improved results in 2026 driven by several key initiatives:

Retailing Business: Regional Strength and Digital Acceleration

The Body Shop Brand Rejuvenation: The Group expects to see more product innovations in conjunction with the brand’s 50th anniversary. Following a successful turnaround in Vietnam, the Group will continue refining its store network across existing markets in Malaysia and Cambodia.

Singapore Integration: 2026 marks the first full year of operations for TBS Singapore as a wholly-owned subsidiary. The Group will apply its 40 years of franchise expertise to drive operational synergies and recover margins in this mature market.

Digital Leadership: The omnichannel strategy remains a priority; digital channels already contributed 10.7% to retailing revenue in 2025 (up from 7.8% in 2024), and this momentum is expected to continue through 2026.

New Brand Contribution: The Yves Rocher distribution agreement in Malaysia, signed late 2025, is expected to boost the Group's topline as operations scale throughout 2026.

F&B Business: Expanding the Growth Engine

Building on the success of B&L Kuala Lumpur, the Group moves with confidence to expand this franchise.

Indonesian Debut: B&L Plaza Indonesia has officially opened as of January 2026, marking the Group's entry into Jakarta's dining scene. This flagship location is expected to reach full operational capacity in 2026.

3rd B&L Restaurant in the Pipeline: The Group has secured a prime location in Penang, slated for opening in the 2nd half of 2026.

Commentary from the Managing Director

Datin Mina Cheah, Managing Director of InNature, commented:

"2025 was a year of building the foundations for the transformation of our Group; balancing headwinds in our existing retailing markets with the exciting potential of our new ventures. We are particularly encouraged by the turnaround in Vietnam and the incredible trajectory of our F&B business, which has rapidly become a pillar of our profitability."

"As we move into 2026, we anticipate a year of accelerated growth and sustainable expansion. With the official opening of Burger & Lobster Plaza Indonesia in January 2026 and the integration of The Body Shop Singapore as a wholly-owned subsidiary, we are leveraging our 40 years of franchise expertise to drive regional synergies. We are also excited to scale the Yves Rocher brand in Malaysia. Our healthy net cash position ensures we are well-positioned to seize further opportunities and deliver improved results for our stakeholders."

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About InNature Berhad

InNature is a leading regional retailer of cosmetics and personal care products, serving customers across Malaysia, Vietnam, Cambodia and Singapore through physical stores and digital channels. The Group has over 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, Cambodia in 2019, and Singapore in 2025.

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

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 2025, as announced to Bursa Malaysia Securities Berhad on 13 February 2026. 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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