



The Board of Directors of KIM HIN JOO (MALAYSIA) BERHAD hereby announce the following unaudited consolidated results for the third quarter and financial period ended (“FPE”) 30 September 2024.

**UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND
OTHER COMPREHENSIVE INCOME FOR THE THIRD QUARTER AND FPE
30 SEPTEMBER 2024**

	3 months ended		9 months ended	
	30.09.2024	30.09.2023	30.09.2024	30.09.2023
	RM'000	RM'000	RM'000	RM'000
Revenue	22,672	23,026	68,548	71,307
Cost of sales	(12,880)	(12,458)	(39,532)	(38,434)
Gross profit	9,792	10,568	29,016	32,873
Other operating income	563	437	1,525	1,122
Selling and marketing costs	(958)	(724)	(2,455)	(2,007)
Administration and other operating expenses	(9,969)	(9,978)	(30,042)	(30,950)
Finance cost	(158)	(197)	(475)	(589)
(Loss)/Profit before tax	(730)	106	(2,431)	449
Tax expense	(104)	(67)	(369)	(129)
(Loss)/Profit and total comprehensive (loss)/income for the period	(834)	39	(2,800)	320
Basic earnings per ordinary share (sen)	(0.22)	0.01	(0.74)	0.08

The unaudited Condensed Consolidated Statement of Profit or Loss and Other Comprehensive Income should be read in conjunction with the audited financial statements for the financial year ended 31 December 2023 and the accompanying explanatory notes attached to the interim financial statements.



**UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION
AS AT 30 SEPTEMBER 2024**

	As at 30.09.2024 RM'000	As at 31.12.2023 RM'000 (Audited)
ASSETS		
Non-Current Assets		
Plant and equipment	2,921	5,158
Right-of-use assets	12,972	15,276
Deferred tax assets	627	681
Refundable deposits	2,565	2,460
	19,085	23,575
Current Assets		
Inventories	38,200	52,355
Trade receivables	1,385	1,573
Other receivables, deposits and prepaid expenses	2,625	2,983
Amount due from immediate holding company	-	82
Amount due from other related company	471	701
Tax recoverable	1,203	1,002
Short-term investments	-	2,039
Fixed deposits with licensed banks	8,199	6,097
Cash and bank balances	20,150	13,411
	72,233	80,243
TOTAL ASSETS	91,318	103,818



**UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION
AS AT 30 SEPTEMBER 2024**

	As at 30.09.2024 RM'000	As at 31.12.2023 RM'000 (Audited)
Equity attributable to owners of the parent		
Share capital	31,128	31,128
Retained earnings	41,965	45,145
TOTAL EQUITY	73,093	76,273
Non-Current Liability		
Lease liabilities	5,481	8,985
	5,481	8,985
Current Liabilities		
Trade payables	1,011	5,822
Other payables, accrued expenses and provision	3,806	5,907
Lease Liabilities	7,927	6,831
Tax Liabilities	-	[^]
	12,744	18,560
TOTAL LIABILITIES	18,225	27,545
TOTAL EQUITY AND LIABILITIES	91,318	103,818
Net assets per ordinary share attributable to ordinary equity holders of the Company (sen)	19.24	20.07

[^] *Negligible*

The unaudited Condensed Consolidated Statement of Financial Position should be read in conjunction with the audited financial statements for the financial year ended 31 December 2023 and the accompanying explanatory notes attached to the interim financial statements.



**UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
FOR THE FPE 30 SEPTEMBER 2024**

	←—Attributable to owners of the Company—→		
	Share Capital RM'000	Retained Earnings RM'000	Total RM'000
Balance as at 1 January 2023	31,128	48,211	79,339
Total comprehensive income for the year	-	320	320
Dividend paid (18 August 2023)	-	(2,280)	(2,280)
Balance as at 30 September 2023	31,128	46,251	77,379
Balance as at 1 January 2024	31,128	45,145	76,273
Total comprehensive loss for the year	-	(2,800)	(2,800)
Dividend paid (19 August 2024)	-	(380)	(380)
Balance as at 30 September 2024	31,128	41,965	73,093

The unaudited Condensed Consolidated Statement of Changes in Equity should be read in conjunction with the audited financial statements for the financial year ended 31 December 2023 and the accompanying explanatory notes attached to the interim financial statements.



**UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE FPE 30 SEPTEMBER 2024**

	9 months ended 30.09.2024 RM'000	9 months ended 30.09.2023 RM'000
CASH FLOWS FROM/(USED IN) OPERATING ACTIVITIES		
(Loss)/Profit before tax	(2,431)	449
Adjustments:		
Amortisation of right-of-use asset	5,224	5,528
Depreciation for plant and equipment	2,334	3,219
Fair value gain from short-term investment	-	(51)
Finance costs:		
- Unwinding of interest expense of provision for restoration cost	14	14
- Lease interest expense	461	575
Fit out contribution	(125)	(125)
Gain on disposal of plant and equipment	-	(34)
(Gain) / Loss on termination of MFRS 16	(22)	22
Interest income	(534)	(226)
Inventories		
- Reversal of write down	(75)	(88)
- Written off	193	6
Plant and equipment written off	3	-
Unrealised loss on foreign exchange	52	97
Unwinding of interest income – refundable deposit	(78)	(50)
Operating profit before changes in working capital	5,016	9,336
Changes in working capital:		
(Increase)/Decrease in		
Inventories	14,039	8,457
Trade receivables	189	311
Other receivables, deposits and prepaid expenses	330	758
Amount due from holding company	83	-
Amount due from other related company	229	(37)
Increase/(Decrease) in		
Trade payables	(4,856)	(8,952)
Other payables, accrued expenses and provision	(1,984)	(4,024)
Amount due to other related company	(7)	256
Cash generated from operations	13,039	6,105
Income tax paid	(516)	(1,122)
Net cash from operating activities	12,523	4,983



**UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE FPE 30 SEPTEMBER 2024**

	9 months ended 30.09.2024 RM'000	9 months ended 30.09.2023 RM'000
CASH FLOWS FROM/(USED IN) INVESTING ACTIVITIES		
Acquisition of plant and equipment	(100)	(498)
Interest received	534	226
Proceed from disposal of plant and equipment	-	34
Proceed from disposal of short-term investment	2,039	-
Net cash from/(used in) investing activities	2,473	(238)
CASH FLOWS USED IN FINANCING ACTIVITIES		
Dividend paid	(380)	(2,280)
Interest paid	(461)	(575)
Repayment of lease liabilities	(5,308)	(5,541)
Net cash used in financing activities	(6,149)	(8,396)
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	8,847	(3,651)
Effect of exchange rate differences on the balance of cash held in foreign currencies	(6)	^
CASH AND CASH EQUIVALENTS AT BEGINNING OF FINANCIAL PERIOD	18,531	18,110
CASH AND CASH EQUIVALENTS AT END OF FINANCIAL PERIOD	27,372	14,459
Cash and cash equivalents comprise:		
Fixed deposits	8,199	5,076
Cash and bank balances	20,150	10,350
	28,349	15,426
Less: Fixed deposits pledged with licensed banks	(977)	(967)
	27,372	14,459

^ Negligible

The unaudited Condensed Consolidated Statement of Cash Flows should be read in conjunction with the audited financial statements for the financial year ended 31 December 2023 and the accompanying explanatory notes attached to the interim financial statements.



NOTES TO THE INTERIM FINANCIAL STATEMENTS
THIRD QUARTER ENDED 30 SEPTEMBER 2024

A COMPLIANCE WITH MALAYSIAN FINANCIAL REPORTING STANDARDS (MFRS) 134: INTERIM FINANCIAL REPORTING AND THE ACE MARKET LISTING REQUIREMENTS OF BURSA MALAYSIA SECURITIES BERHAD (“BURSA SECURITIES”) (“LISTING REQUIREMENTS”)

A1 Basis of preparation

These condensed consolidated interim financial statements are unaudited and have been prepared in accordance with all the new Malaysian Financial Reporting Standards (“**MFRS**”) and Amendments to MFRSs issued by the Malaysian Accounting Standards Board (“**MASB**”) and Rule 9.22 and Appendix 9B of the Listing Requirements.

The unaudited condensed consolidated interim financial statements should be read in conjunction with audited financial statements for the financial year ended (“**FYE**”) 31 December 2023 and the accompanying explanatory notes therein. The explanatory notes attached to these unaudited condensed consolidated interim financial statements provide an explanation of events and transactions that are significant to an understanding of the changes in the financial position and performance of Kim Hin Joo (Malaysia) Berhad and its subsidiaries (“**Group**”) since FYE 31 December 2023.

A2 Significant Accounting Policies

The accounting policies adopted by the Group in these condensed consolidated interim financial statements are consistent with those adopted in the audited financial statements for the FYE 31 December 2023, save for the adoption of the following amendments to MFRS, which became effective and relevant to the Group for financial period beginning 1 January 2024:

Amendments/Improvements to MFRS

Amendments to MFRS 16	<i>Lease Liability in a Sale and Leaseback</i>
Amendments to MFRS 101	<i>Non-current Liabilities with Covenants</i>
Amendments to MFRS 107 and MFRS 7	<i>Supplier Finance Arrangements</i>

The adoption of the above amendments to MFRSs did not have any material impact on the amounts reported in the financial statements of the Group and of the Company upon its initial application.



NOTES TO THE INTERIM FINANCIAL STATEMENTS
THIRD QUARTER ENDED 30 SEPTEMBER 2024

New Standards and amendments to MFRSs in issue but not yet effective

At the date of authorisation for issue of these financial statements, the new and amendments to MFRSs which were in issue but not yet effective and not early adopted by the Group and by the Company are as listed below:

MFRS 19	<i>Subsidiaries Without Public Accountability: Disclosures³</i>
MFRS 18	<i>Presentation and Disclosure in Financial Statements³</i>
Amendments to MFRS 10 and MFRS 128	<i>Sale or Contribution of Assets between an Investor and its Associate or Joint Venture⁴</i>
Amendments to MFRS 9 and MFRS 7	<i>Amendments to the Classification and Measurement of Financial Instrument²</i>
Amendments to MFRS 121	<i>Lack of Exchangeability¹</i>

¹ Effective immediately for annual periods beginning before 1 January 2025 with earlier application permitted.

² Effective immediately for annual periods beginning before 1 January 2026 with earlier application permitted.

³ Effective immediately for annual periods beginning before 1 January 2027 with earlier application permitted.

⁴ Effective date deferred to a date to be determined and announced by MASB.

The adoption of these amendments to MFRSs are not expected to have any material financial impact on the financial statements of the Group in the period of initial application.

A3 Auditors' Report on Preceding Annual Financial Statements

The auditors' report on the preceding audited financial statements of the Group for the FYE 31 December 2023 was not subject to any qualification.

A4 Seasonality

The Group's business operations are generally dependent on the Malaysia's economy, consumer confidence and Government restrictions and policies on retail operations, as well as major festive seasons sales such as Chinese New Year, Hari Raya and Christmas celebrations.

A5 Nature and amount of items affecting assets, liabilities, equity, net income, or cash flows that are unusual because of their nature, size or incidence

There were no unusual items affecting assets, liabilities, equity, net income or cash flows of the Group during the current financial quarter under review.

A6 Changes in Estimates

There were no changes in estimates that have had a material effect on the current quarter results.



NOTES TO THE INTERIM FINANCIAL STATEMENTS
THIRD QUARTER ENDED 30 SEPTEMBER 2024

A7 Changes in Debt and Equity Securities

There was no issuance, cancellations, repurchases, resale or repayments of debt and equity securities during the current financial quarter.

A8 Dividends Paid

A final dividend of 0.1 sen per ordinary share amounting to RM380,000 in respect of the financial year ended 31 December 2023 has been approved by shareholders at the Forty-Third Annual General Meeting held on 30 May 2024, which was paid on 19 August 2024.

A9 Operating segments

The business segment of the Group comprises Retail and Distribution.

The segmental analysis of the Group's revenue by business segments are set out as follows:

	3 months ended		9 months ended	
	30.09.2024	30.09.2023	30.09.2024	30.09.2023
	RM'000	RM'000	RM'000	RM'000
Retail	20,094	20,141	59,833	63,175
Distribution	2,578	2,885	8,715	8,132
Total	22,672	23,026	68,548	71,307

The major contributor to the revenue stream of the Group was from the retail segment, which constituted 87.29% of the Group's total revenue for FPE 30 September 2024, recording sales totalling RM59.83 million. This represents a decrease of approximately 5.29% compared to RM63.18 million recorded in the previous FPE 30 September 2023.

Meanwhile, the Distribution segment revenue recording an increase of 7.17% in revenue from RM8.13 million in the FPE 30 September 2023 to RM8.72 million in the FPE 30 September 2024.



NOTES TO THE INTERIM FINANCIAL STATEMENTS
THIRD QUARTER ENDED 30 SEPTEMBER 2024

A10 Valuation of Plant and Equipment

There were no valuations of plant and equipment during the current quarter under review.

A11 Material Subsequent Event

There were no significant events since the end of this current quarter up to the date of this announcement.

A12 Changes in the Composition of the Group

There were no changes in the composition of the Group for the current quarter.

A13 Contingent liabilities or contingent assets

There were no contingent liabilities or contingent assets as at the date of this interim financial report.

A14 Recurrent Related Party Transactions (“RRPT”)

Save as disclosed below, there was no other RRPT for the FPE 30 September 2024:

	9 months ended 30.09.2024 RM'000	9 months ended 30.09.2023 RM'000
Purchases	1,306	390
Sales	602	489
Rental payable	720	720
E-Commerce management fees payable	212	134
Corporate management fees payable	82	162
Management service routine fees	147	61



NOTES TO THE INTERIM FINANCIAL STATEMENTS
THIRD QUARTER ENDED 30 SEPTEMBER 2024

B COMPLIANCE WITH APPENDIX 9B OF THE LISTING REQUIREMENTS

B1 Review of Performance

	Individual Period (3rd Quarter)				Cumulative Period (9 Months)			
	Current Year Quarter 30 September 2024	Preceding Year Corresponding Quarter 30 September 2023	Variance		Current Year-to- date 30 September 2024	Preceding Year Corresponding Period 30 September 2023	Variance	
	RM'000	RM'000	RM'000	%	RM'000	RM'000	RM'000	%
Revenue	22,672	23,026	(354)	(1.54)	68,548	71,307	(2,759)	(3.87)
Gross Profit	9,792	10,568	(776)	(7.34)	29,016	32,873	(3,857)	(11.73)
(Loss)/Profit Before Tax	(730)	106	(836)	(788.68)	(2,431)	449	(2,880)	(641.43)

Current quarter ("Q3 2024") against preceding corresponding quarter ("Q3 2023")

The Group registered a revenue of RM22.67 million for the current quarter as compared to a revenue of RM23.03 million recorded in the previous year's corresponding quarter. The revenue decrease this quarter was primarily due to a lower sales volume in the distribution segments. As a result, the Group recorded a loss before tax ("LBT") of RM0.73 million in Q3 2024, representing a decrease of RM0.84 million as compared to profit before tax ("PBT") of RM0.11 million in Q3 2023.

Current year to date ended 30 September 2024 ("Q3 2024") against preceding year corresponding period dated 30 September 2023 ("Q3 2023")

For the FPE 30 September 2024, the Group registered a revenue of RM68.55 million as compared to a revenue of RM71.31 million recorded in FPE 30 September 2023, representing a decrease of RM2.76 million or 3.87%.

The Group recorded a LBT of RM2.43 million as compared to PBT of RM0.45 million in FPE 30 September 2023. The lower profit before tax was mainly due to lower sales and lower gross profit margin.



NOTES TO THE INTERIM FINANCIAL STATEMENTS
THIRD QUARTER ENDED 30 SEPTEMBER 2024

B2 Comment on material change in profit before taxation for current quarter compared with the immediately preceding quarter

	Current Quarter 30 September 2024	Immediate Preceding Quarter 30 June 2024	Variance	
	RM'000	RM'000	RM'000	%
Revenue	22,672	22,782	(110)	(0.48%)
Gross Profit	9,792	9,490	302	3.18%
Gross Profit Margin	43.19%	41.66%		
Loss Before Tax	(730)	(626)	(104)	16.61%

For the current quarter under review, the Group registered revenue of RM22.67 million and LBT of RM0.73 million as compared to the revenue of RM22.78 million and LBT of RM0.63 million reported in the preceding quarter.

B3 Prospects

We continue to progress in our cash generation efforts with an improvement of RM6.8 million for the first nine months of this year. This is due to our continuing efforts to reduce our inventory holding.

We continue looking to acquire distribution rights of baby products, which complements our existing portfolio and supports our strategic growth objectives.

Moving forward for the last quarter, our strategy remains unchanged.



NOTES TO THE INTERIM FINANCIAL STATEMENTS
THIRD QUARTER ENDED 30 SEPTEMBER 2024

B4 Variance between Actual Profit and Forecast Profit

The Group has not provided any profit forecast in any public documents and announcements.

B5 Taxation

	3 months ended		9 months ended	
	30.09.2024	30.09.2023	30.09.2024	30.09.2023
	RM'000	RM'000	RM'000	RM'000
Current tax	90	45	315	95
Deferred tax	14	22	54	34
Total	104	67	369	129

Income tax is calculated at the Malaysian statutory tax rate of 24% of the estimated assessable profit before tax for the current quarter and current financial period.

B6 Unquoted investments and properties

There were no purchases or sales of unquoted investment or properties for the current quarter.

B7 Quoted securities

There were no acquisitions or disposals of quoted securities for the current quarter and the financial period to date.



**NOTES TO THE INTERIM FINANCIAL STATEMENTS
THIRD QUARTER ENDED 30 SEPTEMBER 2024**

B8 Status of Corporate Proposals

There is no corporate proposal announced but pending completion as at the date of this report.

B9 Off Balance Sheet Financial Instruments

The Group does not have any financial instruments with off balance sheet risk as at the end of current quarter to the date of the interim financial report.

B10 Material Litigation

As at the date of this report, there is no litigation against the Group which has a material effect on the financial position of the Group and the Board is not aware of any material litigation or any proceedings pending or threatened or of any fact likely to give rise to any proceedings.

B11 Earnings Per Share (“EPS”)

	3 months ended		9 months ended	
	30.09.2024	30.09.2023	30.09.2024	30.09.2023
BASIC EPS				
(Loss)/Profit attributable to owners of the Company (RM'000)	(834)	39	(2,800)	320
Weighted average number of ordinary shares in issue ('000)	380,000	380,000	380,000	380,000
Basic EPS (sen)	(0.22)	0.01	(0.74)	0.08

Notes:

The basic earnings per share is computed based on profit after tax attributable to the owners of the Company and divided by the weighted average number of shares in issue as at 30 September 2024.

There was no dilution in the earning per share as there was no potential diluted ordinary share outstanding as at the end of the current period under review.



NOTES TO THE INTERIM FINANCIAL STATEMENTS
THIRD QUARTER ENDED 30 SEPTEMBER 2024

B12 Notes to the Statement of Comprehensive Income

	3 months ended		9 months ended	
	30.09.2024	30.09.2023	30.09.2024	30.09.2023
	RM'000	RM'000	RM'000	RM'000
The following items have been charged / (credited) in arriving profit from operations:				
Auditors' remuneration	54	59	162	176
Amortisation of right-of-use assets	1,614	1,820	5,224	5,528
Depreciation for plant and equipment	748	988	2,334	3,219
Reversal of fair value/(gain) from short-term investment	-	(17)	-	(51)
Finance costs:				
Unwinding of interest expense of provision for restoration cost	5	4	14	14
Lease interest expense	153	193	461	575
Fit out contribution	(42)	(42)	(125)	(125)
Gain on disposal of plant and equipment	-	-	-	(34)
(Gain)/Loss on foreign exchange:				
- Realised	(46)	(310)	(14)	(176)
- Unrealised	92	(8)	52	97
(Gain)/Loss on termination of MFRS 16	(22)	22	(22)	22
Interest income	(205)	(73)	(534)	(226)
Inventories:				
- Reversal of write down	(47)	10	(75)	(88)
- Written off	71	30	193	6
Plant and equipment written off	-	-	3	-
Rent concessions	-	(3)	(6)	(9)
Unwinding of interest income – refundable deposit	(26)	(16)	(78)	(50)

B13 Authorisation for issue

The interim financial report was authorised for issue by the Board in accordance with a resolution of the Board dated 27 November 2024.