

NEWS RELEASE

ENVICTUS RECORDS NET ATTRIBUTABLE PROFIT OF RM16.1 MILLION, DRIVEN BY 17.7% REVENUE GROWTH TO RM369.8 MILLION¹ IN 1HFY2025

- ***Broad-based sales growth across all Divisions, led by 24.5% revenue growth in Food Services Division, largely contributed by Texas Chicken***
- ***Trading and Frozen Food Division records 9.5% in revenue growth, supported by efforts to expand customer base***
- ***Dairies Division's revenue increased 6.4%, driven by volume growth and growing market penetration***
- ***Stronger topline growth, driven by enhanced efficiency and performance through internal optimisation and expansion across all Divisions***
- ***Gross profit margin improves 1.4 percentage points to 44.7%***

	1HFY2025	1HFY2024	Change
Revenue (RM Millions)	369.8	314.1	17.7%
Gross Profit (RM Millions)	165.4	136.1	21.5%
Gross Profit Margin (ppt)	44.7%	43.3%	1.4 ppt
Net Attributable Profit (RM Millions)	16.1	16.4	(1.5%)
EPS (RM sen)	5.30	5.38	(1.5%)
NAV Per Share (RM)	0.71	0.65*	9.2%

* As at 30 September 2024

¹ Approximately S\$112.1 million. Currency conversion based on S\$1.00 = RM3.2997.

Singapore, 9 May 2025 – Envictus International Holdings Limited (“Envictus” “恒益德國際控股有限公司” or the “Group”), an established Food & Beverage (“F&B”) Group, today reported a profit after tax of RM16.1 million for the six months ended 31 March 2025 (“1HFY2025”) relating purely to profit derived from operations. For the previous corresponding financial period (“1HFY2024”), the Group achieved a profit after tax of RM16.4 million, after taking into account an exceptional one-off net gain on disposal of assets and a subsidiary of RM9 million. Revenue increased by RM55.7 million or 17.7% to RM369.8 million in 1HFY2025, from RM314.1 million in 1HFY2024, contributed by an uptrend in sales performance across all divisions.

Envictus’ Group Chairman Dato’ Jaya J B Tan (陈友文) said, “Our resilient performance marked by the continuation of our internal optimisation initiatives to improve operational efficiency and business performance, alongside the expansion of our business across all divisions, has further reinforced our foundation for sustainable business growth. Building on this momentum, we remain focused on our growth trajectory.

“To further enhance revenue and earnings streams, the Group will be expanding our footprint through the anticipated opening of 3 new Texas Chicken outlets. Backed by a strong base of repeat customers, San Francisco Coffee will continue to drive growth through the optimisation of selected stores. At the same time, our Trading and Frozen Food Division is well positioned to capitalise government efforts aimed at boosting the tourism sector, which is expected to drive increased F&B spending.

“We remain encouraged by the growth of our Dairies Division, supported by our competitive pricing and market penetration into major hypermarket chains, with plans to broaden our product lines into certain complementary segments. Looking ahead, we will continue to drive revenue growth through product innovation and digital engagement, while optimising cash management to deliver sustainable growth and value to our stakeholders.”



Texas Chicken has a total number of 100 outlets as at 31 March 2025 for the whole Malaysia and it plans to open another three outlets by end of FY2025

FINANCIAL REVIEW

For the period under review, the Group's recorded an increase in revenue of RM55.7 million or 17.7% to RM369.8 million from RM314.1 million in 1HFY2024, on the back of an uptrend in sales performance across all Divisions.

Revenue from the Food Services Division rose by RM45.4 million or 24.5% to RM230.6 million from RM185.2 million in 1HFY2024, primarily driven by contribution from Texas Chicken restaurants arising from:

- (i) continued expansion from 92 outlets as at 31 March 2024 to 100 outlets as at 31 March 2025, and
- (ii) the growth in average sales per outlet by approximately 20%.

The Trading and Frozen Food Division contributed a steady increase in top line revenue of RM6.3 million or 9.5% to RM72.8 million in 1HFY2025, from RM66.5 million in 1HFY2024, supported by ongoing efforts to expand the customer base, promotional activities, and expanded reach via online shopping platforms and delivery services.

Stable incremental volume growth and greater market penetration resulted in an increase in revenue of the Dairies Division by RM4.0 million from RM62.4 million to RM66.4 million.

Notwithstanding the drive to achieve growth in revenue results, the overall gross profit margin also rose 1.4 percentage points to 44.7% in 1HFY2025 from 43.3% in 1HFY2024. Envictus is clear about its ambition that business growth must be sustainable without the cannibalisation of margins or erosion of product quality.

Other key contributing factors to Net Attributable Profit are as follows :

- (i) Other income declined to RM3.2 million, comprising scrap sales of cooking oil, gain on lease modifications, rental income, and bank interest income, compared with RM17.4 million in the previous corresponding period, which included a one-off gain from the disposal of assets of RM13.9 million in 1HFY2024.
- (ii) Operating expenses increased by 7.9% to RM138.0 million, from RM127.9 million, primarily attributable to higher selling and marketing expenses of RM15.2 million in line with revenue growth, offset with a reduction in other operating expenses of RM4.6 million mainly due to a one-off loss of disposal of a subsidiary (RM4.9 million).
- (iii) Finance costs remained steady at RM7.2 million in both 1HFY2025 and 1HFY2024, with no significant change.

The Group's Statement of Financial Position remains strong with Shareholders' Equity of RM215.3 million. The Group has also taken steps to improve short term liquidity with cash and cash equivalents increasing from RM18.5 million to RM31.4 million.

OUTLOOK

According to the Belanjawan 2025 Malaysia Madani Economic Outlook, Malaysia's economy is projected to maintain steady growth of 4% to 5% in 2025, which Envictus believes will have a direct impact across the Group's business divisions.

Nevertheless, the Group remains vigilant in navigating the macroeconomic landscape and will continue to monitor and mitigate potential impacts arising from global trade tensions, potential US tariff risks and fluctuation of the Ringgit Malaysia against major currencies, which may affect the Group's results. Envictus is continuously monitoring these and other developments as they unfold.

Looking ahead, the Group remains cautiously optimistic about the growth prospects of its business segments with a continued focus on sustainable business expansion.

ABOUT ENVICTUS INTERNATIONAL HOLDINGS LIMITED

Listed on SGX Catalist in 2004, and upgraded to the Mainboard in 2009, Envictus International Holdings Limited is an established Food & Beverage (“F&B”) Group. The Group has an established portfolio of businesses and brands operating under its key business divisions – Food Services, Trading and Frozen Food and Dairies.

Under the Group’s Food Services Division, Envictus has held exclusive rights to the Texas Chicken Franchise Agreement since July 2012, and has since renewed the Agreement for a second 10-year period starting from May 2022, to develop and operate the fast growing Texas Chicken fast food restaurant chains in Malaysia and Brunei. To further expand the Group’s presence in these markets, the Group has embarked to develop a total of additional 125 “Texas Chicken” restaurants spanning across Malaysia and Brunei over a period of 10 years starting May 2022. Envictus also owns Malaysian homegrown specialty coffee chain business, “San Francisco Coffee” (“SFCoffee”) which serves house-roasted coffee in Malaysia. Presently, the Group operates 100 Texas Chicken restaurants and 50 SFCoffee cafes².

In respect of the Trading and Frozen Food Division, the Group’s wholly-owned subsidiary, Pok Brothers Sdn Bhd, is one of Malaysia’s leading frozen food and premium food wholesalers’ and is a supplier to several major restaurant chains in Malaysia.

Held by the Group’s wholly-owned Motivage Sdn Bhd, the Group’s Dairies Division manufactures condensed milk under the “SuJohan” brand. Following the attainment of the HALAL and VHM certifications in 2021 and 2023 respectively, the Dairies Division has captured emerging opportunities, positioning itself for expansive growth and a legacy of quality with plans to export globally.

For more details, please visit the Group’s corporate website at www.envictus-intl.com.

² As of 30 March 2025.

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