



Company Snapshot

Established in 1968, Tomei Consolidated Berhad ("Tomei") is a leading integrated manufacturer and retailer of gold, jewelleries and diamonds. Under its retail arm, it has over 55 retail outlets across Malaysia and operates under four brands, namely Tomei, Goldheart, Le Lumiere and De Beers. Not only that, Tomei also sells investment precious metals such as the Suisse Pamp, the Maple Leaf and the Australian Kangaroo to cater to the customers' demand for investment gold products. Tomei also retails its products via its website and e-commerce platforms to penetrate a wider reach of customers.

Through its listed subsidiary YX Precious Metals Berhad ("YXPM"), it manufactures and wholesales gold jewellery to over 300 customers in Malaysia, Hong Kong, Indonesia, Myanmar, Singapore and Germany.

TOMEI® GOLD & JEWELLERY	
Brands	No. of Retail Outlets
Tomei	54
Goldheart	3
Le Lumiere	1
De Beers	1
Total	59

YX	
Manufacturing Facilities	1
Wholesale Offices	2

Operation Overview

Segment

Products

Customers



Retail Products (selected)

Yellow Gold



White Gold and Precious Stones

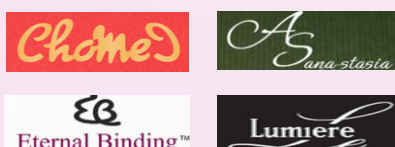


Rose Gold



Collections (selected)

In-house collections

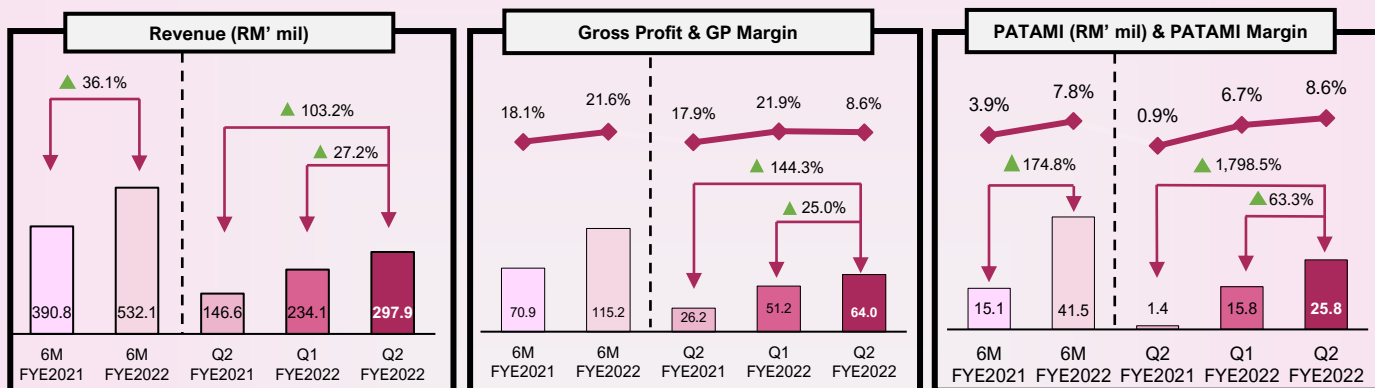


External collections

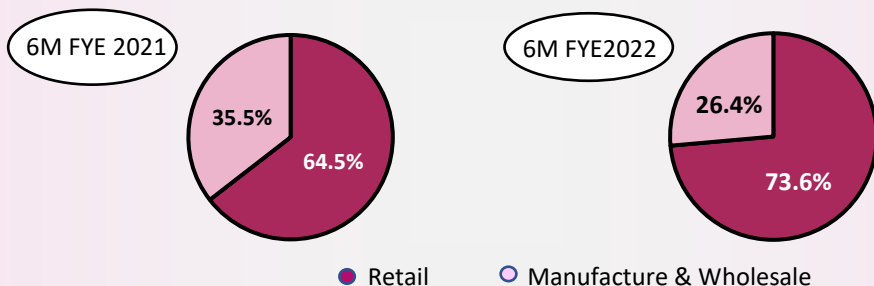




Financial Performance



Revenue Breakdown By Segment



	6M FYE2021	6M FYE2022	YoY (%)
	RM' mil		
Retail	252.1	391.6	55.4%
Manufacturing and Wholesale	138.7	140.5	1.2%
Total Revenue	390.8	532.1	36.1%

Financial Position as at 30 June 2022



RM595.6 million
Total Assets
FYE 2021: RM514.1 million



RM339.2 million
Total Shareholder's Equity
FYE 2021: RM270.8 million



RM256.4 million
Total Liabilities
FYE 2021: RM243.3 million



RM40.4 million
Cash and bank balances
FYE 2021: RM30.0 million



2.46x
Current Ratio
FYE 2021: 2.26x



0.45x
Net Gearing Ratio
FYE 2021: 0.57x



Growth Strategies



Increase presence within Malay market

- Still a huge market to tap into as the Malay population makes up approximately 63% of Malaysia's total population.
- Launching more stores in Malay-majority areas.
- Introducing more innovative designs within its Anastasia and Chomel line-up.



Expansion outside of shopping malls

- To launch more retail stores especially in areas where Tomei currently does not have presence
- Target to increase number of stores from 59* stores to at least 60 by end-2022.

*: As at end-August 2022



Digitalisation

- Increasing the Group's digital presence by ramping up online marketing within social media platforms and e-commerce sites.
- Online sales have seen encouraging growth within the past two years.

Investment Highlights

Strong Track Record

- Track record of over 50 years of experience in the jewellery industry highlights Tomei's reputation and market's confidence in its products.

Integrated Business Model

- Ability to manufacture gold jewellery for in-house and external customers the differentiating factor among its peers.

Share Price (29 August 2022)	RM0.985
Market Cap ('mil)	RM136.52
TTM P/E Ratio (x)	2.31
P/B Ratio (x)	0.40
Dividend yield (%) – FYE2021	3.0

Valuations based on 138.6 million shares

Strong Market Presence

- The Group has a wide retail market reach across Malaysia.
- Also exports gold jewellery to foreign countries such as Myanmar, Singapore, Indonesia, Germany and Hong Kong via YXPM.

Attractive Valuation

- Current trading price of RM0.970 translated into P/E and P/B ratio of 2.31x and 0.40x respectively presents an attractive valuation compared to Tomei's regional peers

Shareholder	Ownership (%) [*]
Ng Family	62.3
Others	37.7

*: As at 31 July 2022