



1H FY2022

- Results Presentation

Results Highlights – Income Statement



Results Highlights	1H FY2022 (S\$ 'million)	1H FY2021 (S\$ 'million)	Change (%)
Revenue	676.8	681.7	(0.7)
Gross profit	199.1	192.5	3.4
Gross profit margin	29.4%	28.2%	1.2ppts
Operating expenses	(122.5)	(119.6)	2.4
Net finance expense	(0.7)	(0.6)	13.6
Net Profit	67.5	66.1	2.1

*Ppts: Percentage points

Singapore Operations – Retail Area

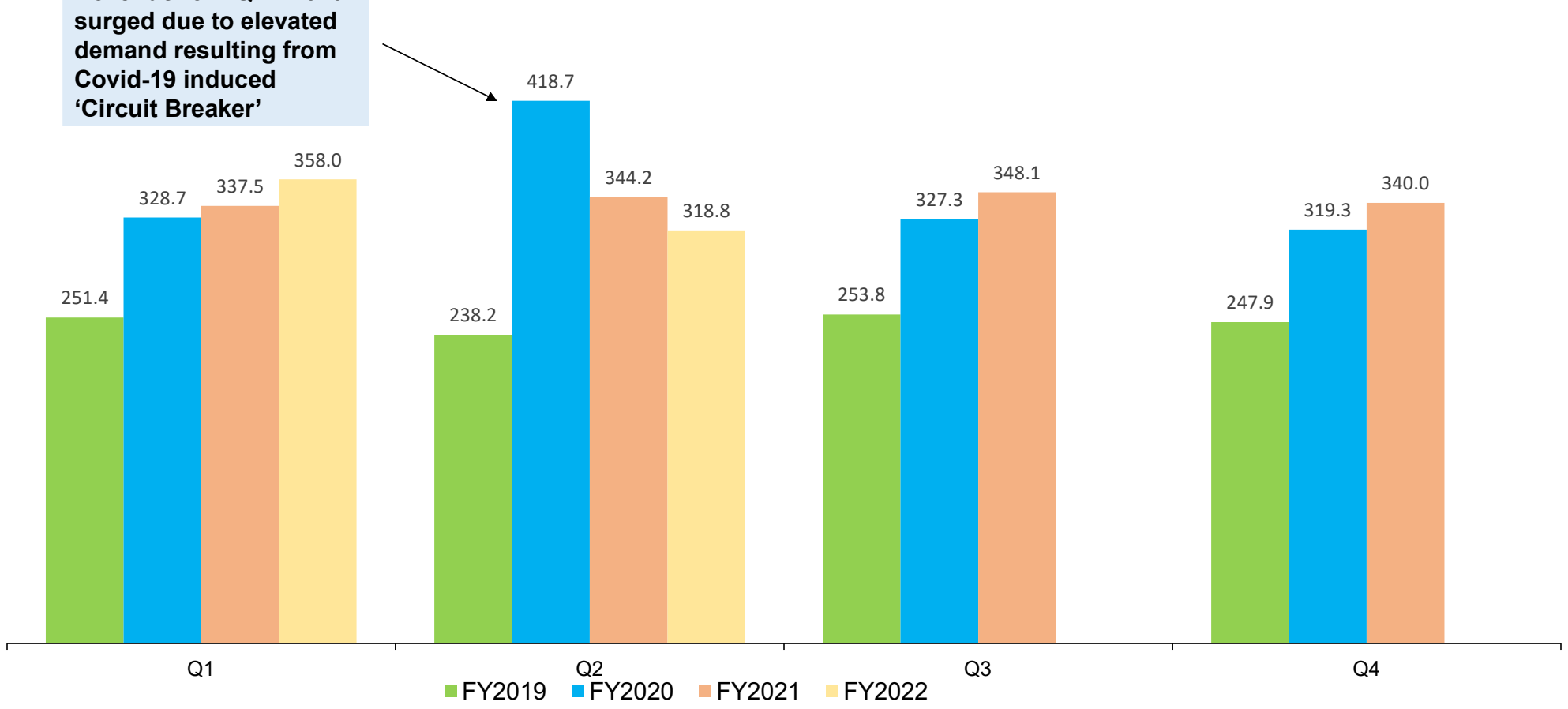


- Retail area grew consistently as the Group sought continuous expansion of network of outlets
- The Group opened 1 new retail store in Dec 2021 and has opened 2 new stores in 1H FY2022.

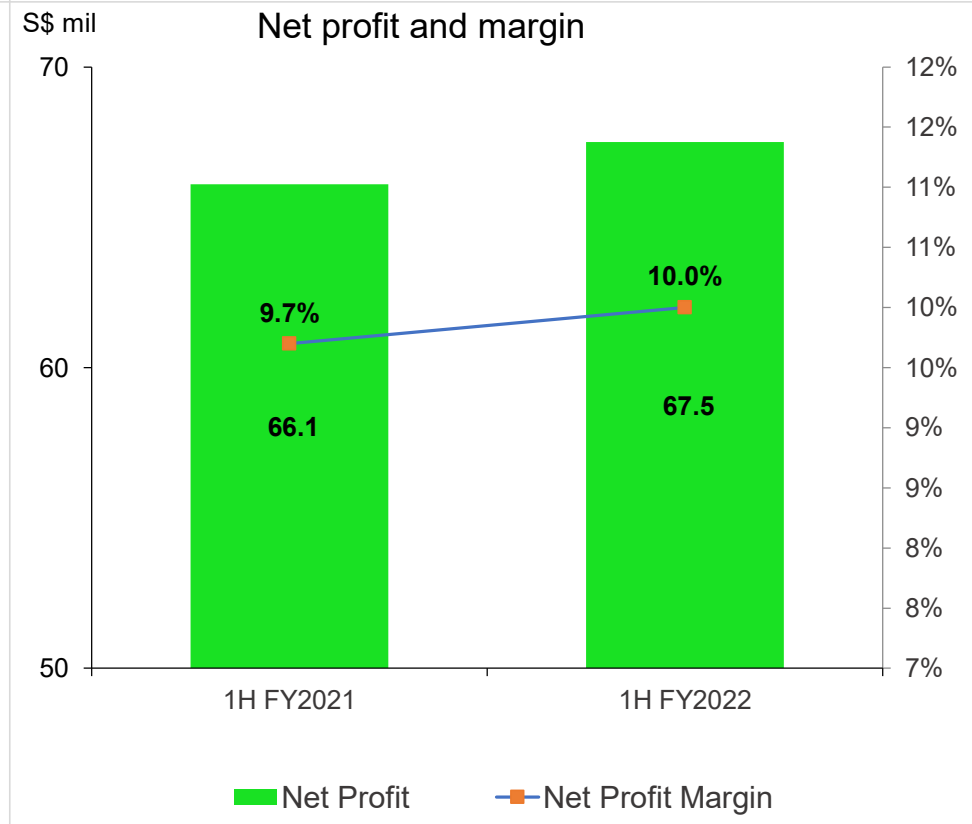
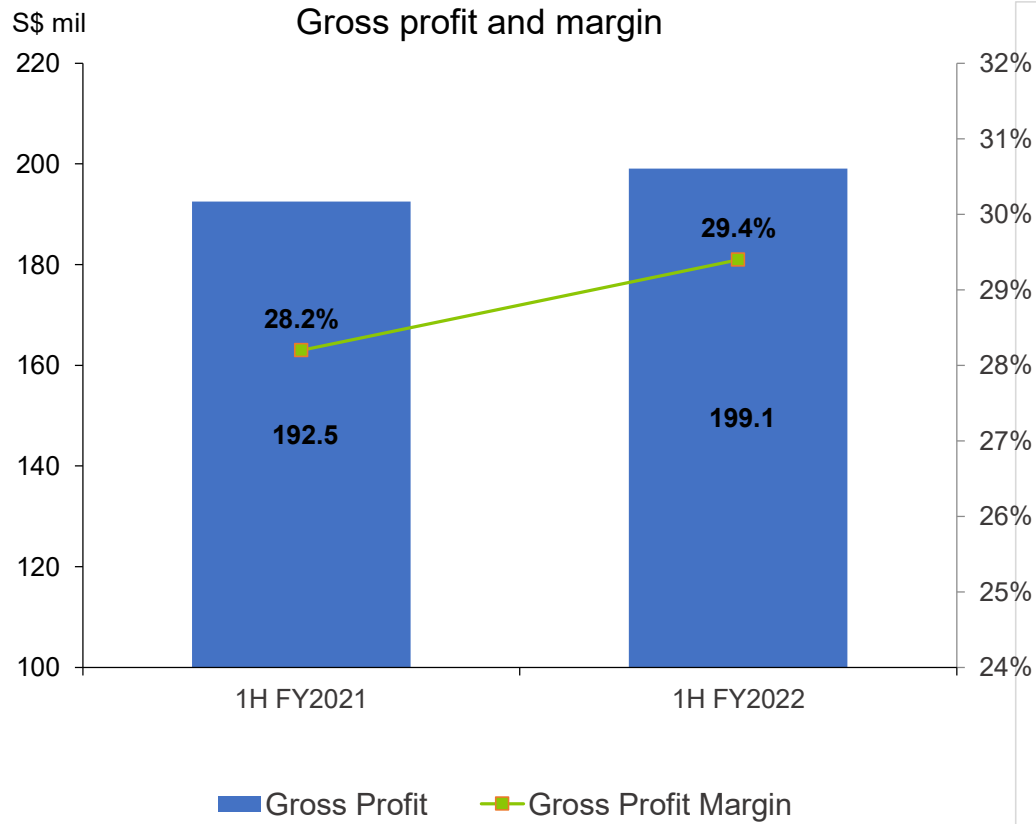
Quarterly Revenue Trend

Quarterly revenue breakdown (S\$ mil)

Revenue for 2Q FY2020 surged due to elevated demand resulting from Covid-19 induced 'Circuit Breaker'

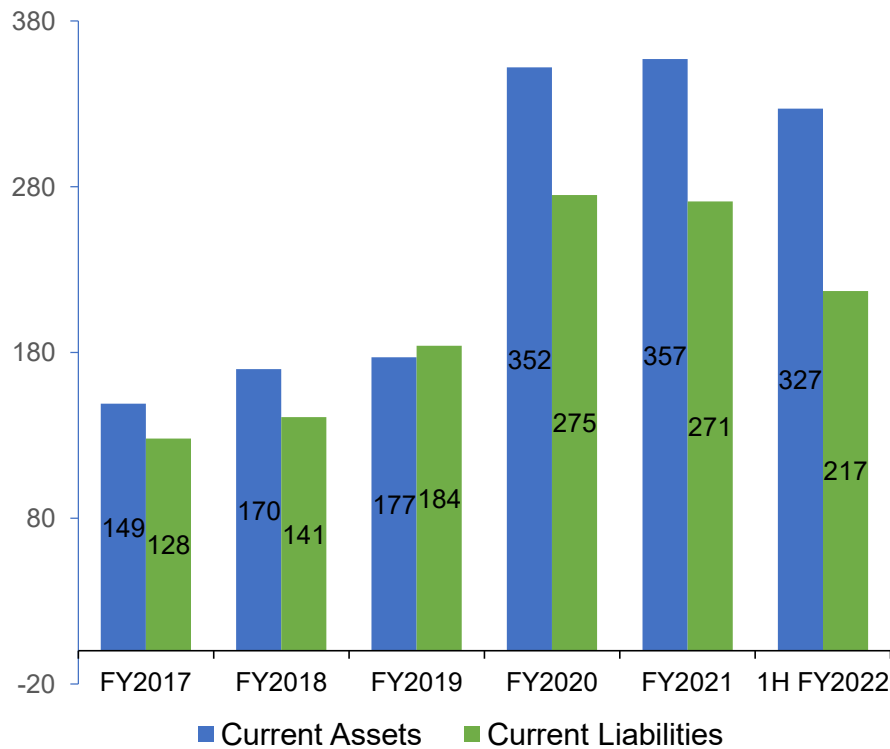


Profitability Trend

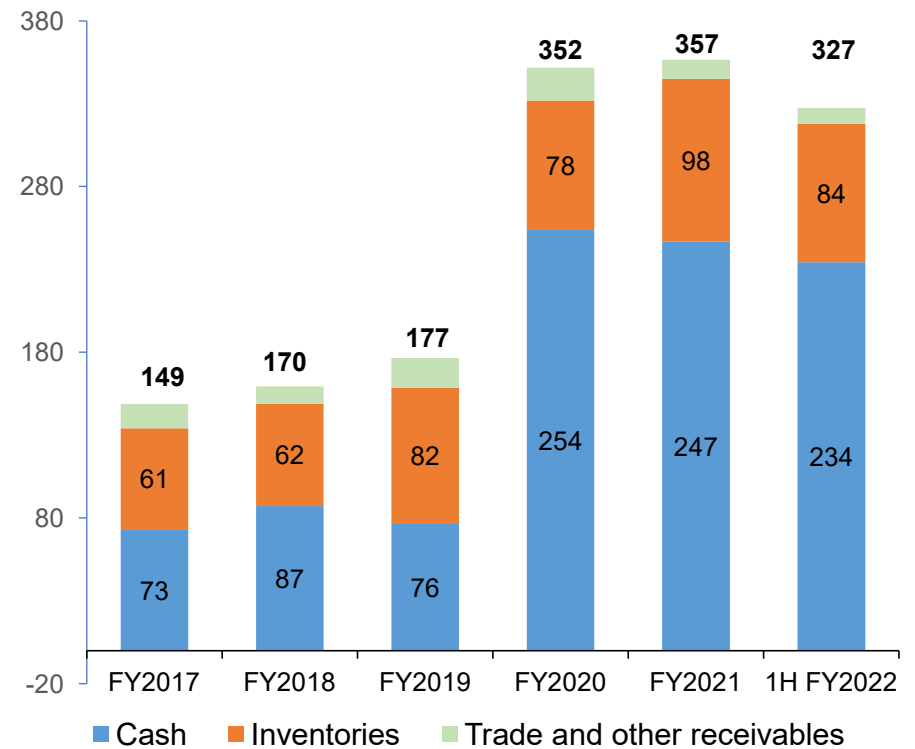


Balance Sheet Highlights

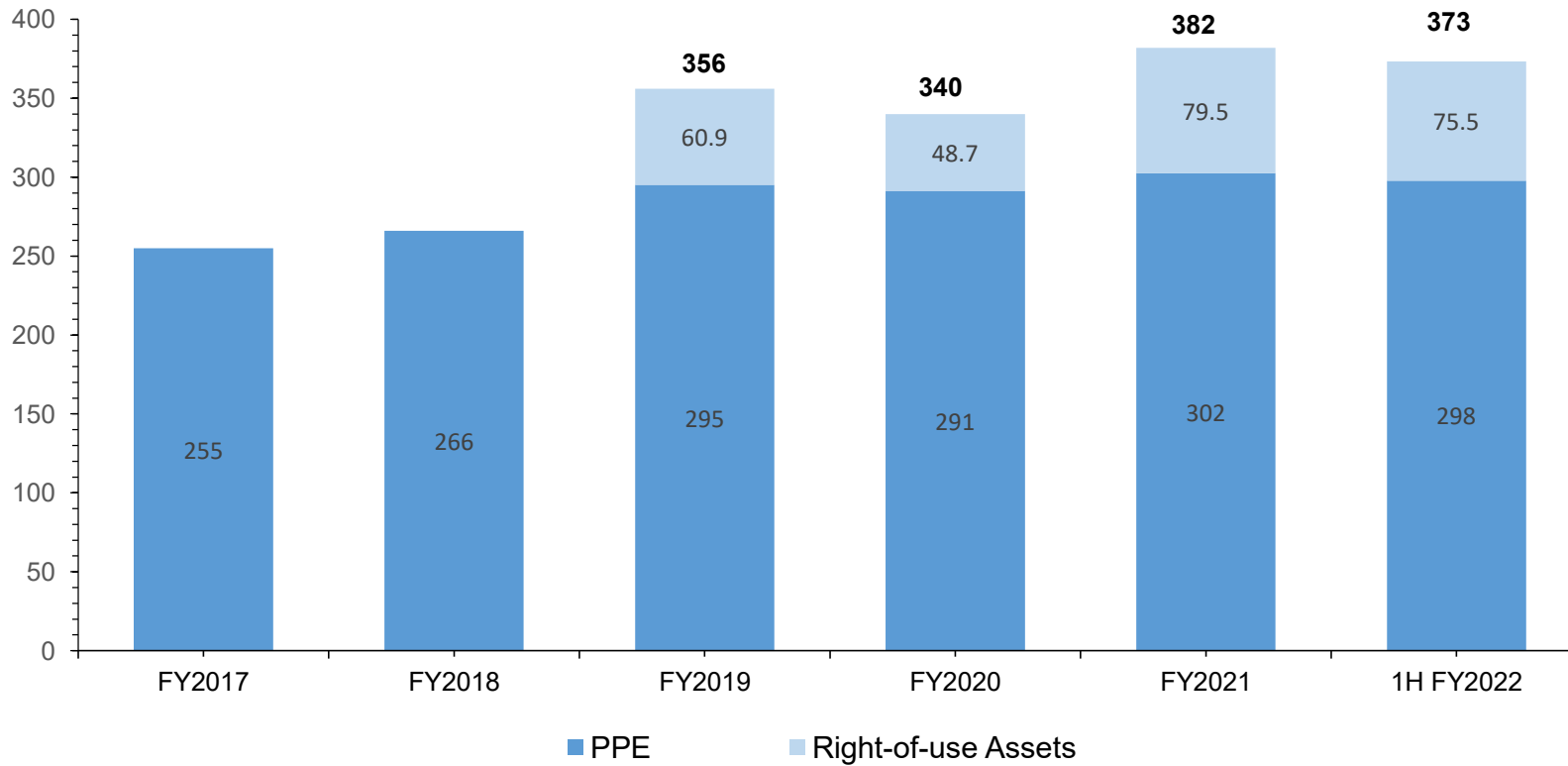
Current Assets and Liabilities (S\$ mil)



Breakdown of Current Assets (S\$ mil)



Balance Sheet Highlights



Adoption of SFRS(I) 16 - Leases were capitalised from FY2019 onwards



Outlook

Delivering Value

We will take a two-pronged approach in delivering value, seeking growth through organic and inorganic means.

Growth Strategies

Business Outlook

- No tightening of Safe Management Measures despite BA.4 and BA.5 COVID-19 subvariants as of 27 June 2022, as severe infections are manageable
- Demand could taper as consumers increase their spending on other social activities and/or international travels, but could also be off-set by shift in consumption patterns towards cutting back on non-essential spending and a focus on “value for money” due to inflation and rising cost of living
- Competition remains keen among brick and mortar and online marketplace
- Continue to take a measured approach in the expansion of network in China given stiff competition
- Seek growth through continuous expansion of network of outlets in Singapore, especially in areas without presence, all in tandem with ramp up supply of HDB BTO and estates for 2022 and 2023

Operational efficiencies

- Ensure diversified source of supply to mitigate any potential disruptions
- Remain vigilant on performance of existing stores and to focus on core competencies
- On-going initiatives to automate work processes whenever possible with the ultimate aim of improving operational efficiency and increasing gross margin

Continue margin enhancement initiatives

- Improve sales mix of higher margin products
- Increase selection and types of house brand products
- Derive efficiency gains from the supply chain

China Operations

- The China subsidiary continues to be profitable
- Nurture growth of supermarket operations in Kunming, China and build Sheng Siong’s brand



SHENGSIONG

Thank You



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