



# 1QFY2021

## Results Presentation

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# Quarterly Highlights



**SHENG SIONG**

**24**  
Hours

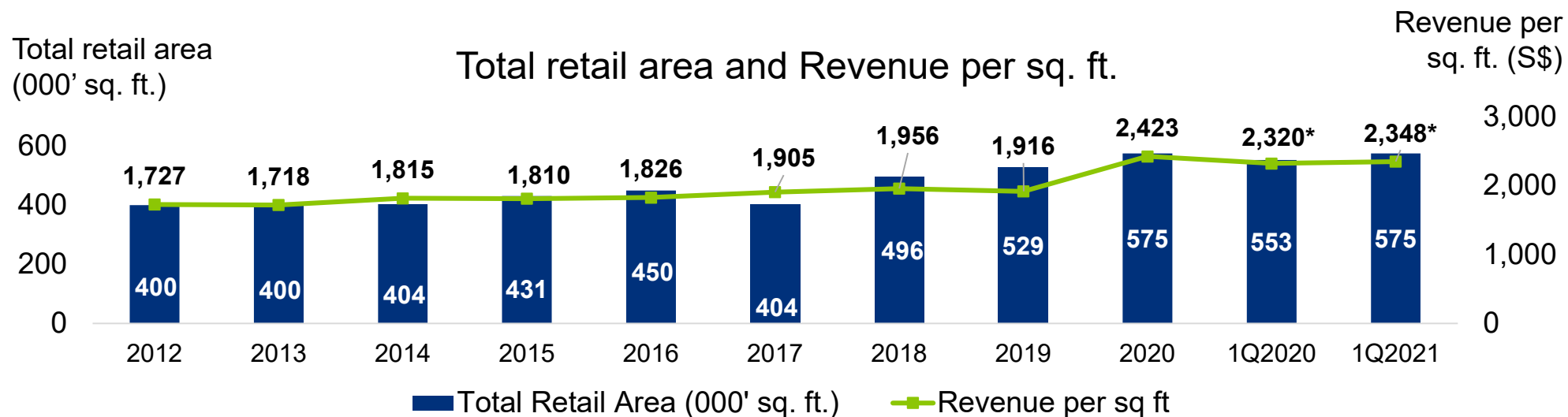


# Results Highlights – Income Statement

Results Highlights	1QFY2021 (S\$ 'million)	1QFY2020 (S\$ 'million)	Change (%)	Notes
Revenue	337.5	328.7	2.7	Growth from new stores was 2.7%, comparable same store sales was flat due to high base in 1QFY2020.
Gross profit	93.1	88.8	4.9	Growth in gross profit outpaced growth in revenue.
Gross profit margin	27.6%	27.0%	0.6ppts	Gross margin improved due to better input prices.
Administrative Expenses	(55.9)	(54.1)	3.4	Staff costs increased S\$1.5mil due to additional headcount for 3 new stores opened after 1QFY2020, higher bonus provision.
Operating profit	37.9	35.2	7.7	
Operating profit margin	11.2%	10.7%	0.5ppts	

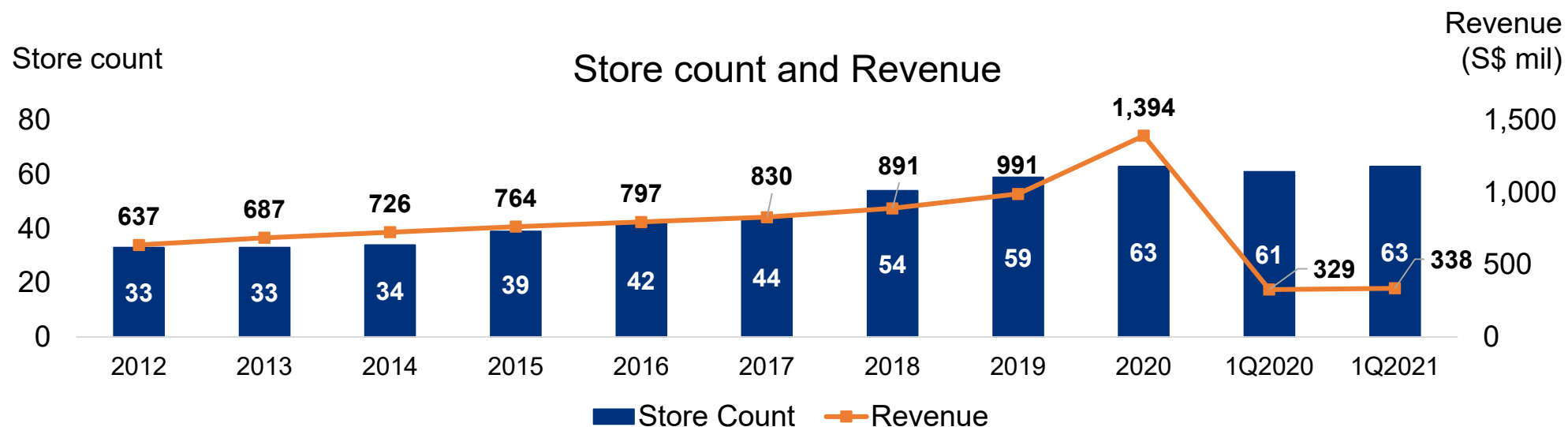
\*Ppts: Percentage points

# Retail Area – Singapore Operations



- Retail area grew at a CAGR of 5.3% from 2013 to 2020

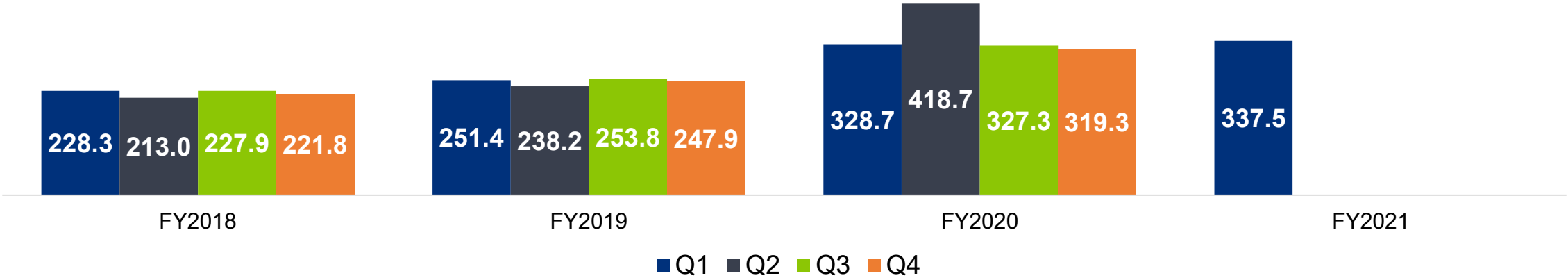
\*Annualised



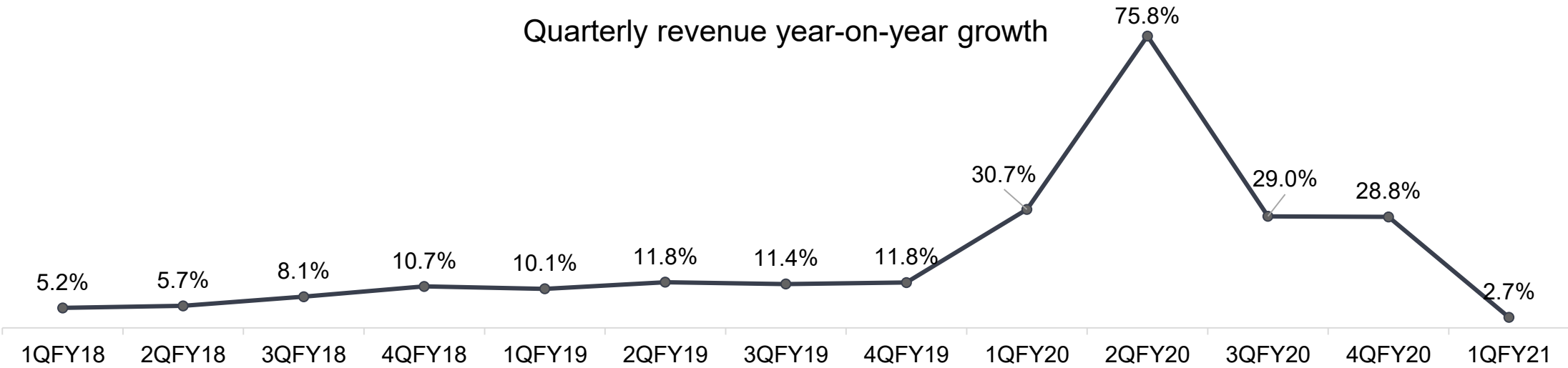
- Revenue grew at a CAGR of 10.6% from 2013 to 2020
- The Group did not open new stores in 1QFY2021

# Revenue Trend

Quarterly revenue breakdown (S\$ mil)



Quarterly revenue year-on-year growth

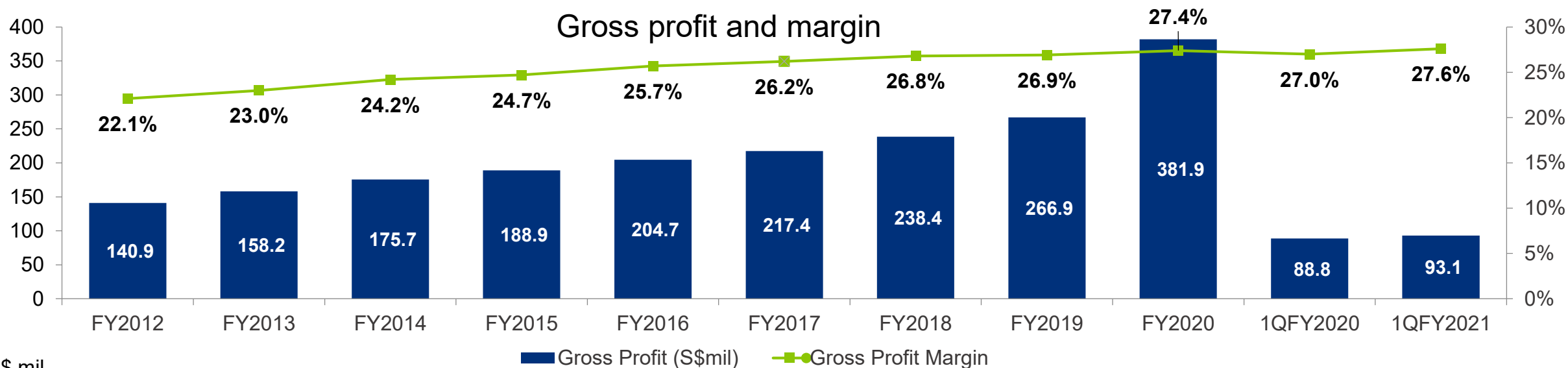


# Financial Highlights

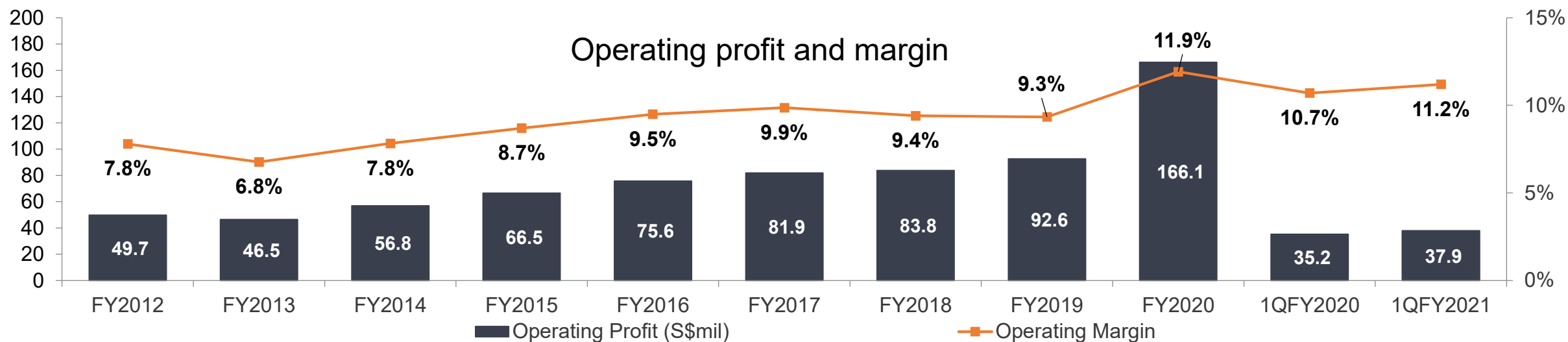


# Profitability Trend

S\$ mil



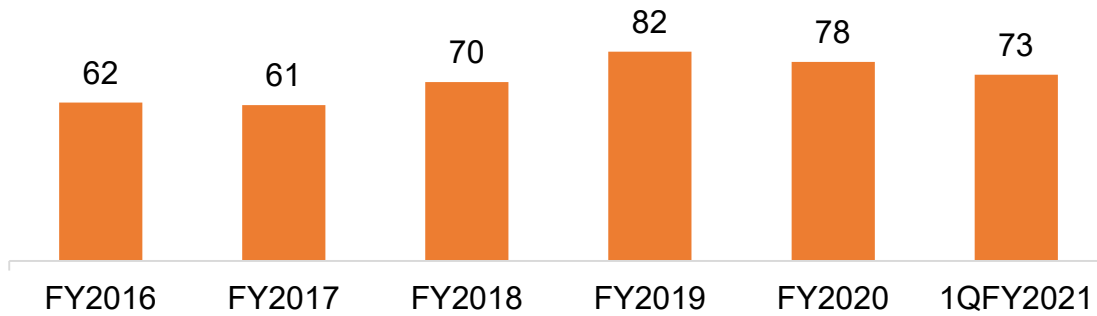
S\$ mil



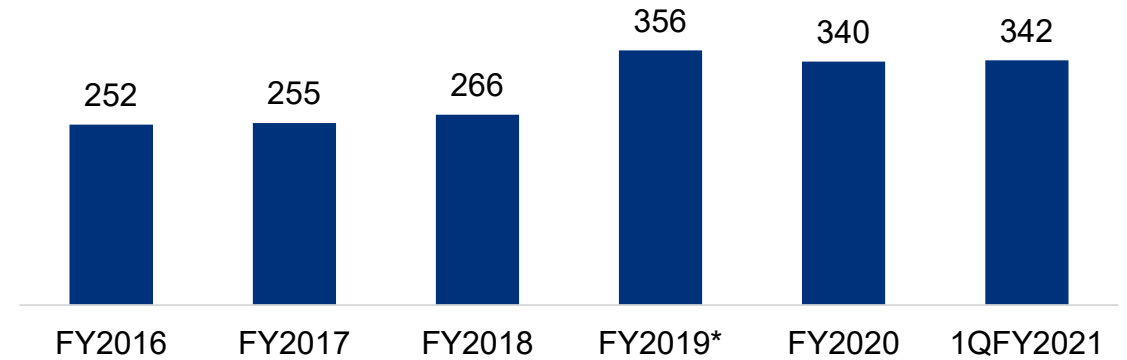


# Balance Sheet Highlights

Inventories (S\$ mil)



Property plant and equipment (S\$ mil)



\* Leases capitalised – adoption of SFRS(I) 16



# Outlook

# Growth Strategy

- Revenue for two outlets in China are about 2% of the Group's total revenue
- Both outlets are profitable
- To nurture growth of Kunming supermarket (China) and build Sheng Siong's brand in China

China

Singapore

- There could be one tender for a new shop since the last in Nov 2020
- HDB to complete construction of backlog of apartments and commercial space before new shops are released for tenders which are likely to be towards the end of 2021, 2022
- Will continue to expand network of outlets in Singapore, especially in areas without presence
- Nurture growth of new stores, improve comparable same store sale and enhancing gross margins

# Strategies



## Business Outlook

- Demand could begin to normalise post COVID-19
- Revenue for 2Q2021 expected to be lower than 2Q2020, when revenue peaked due to elevated demand caused by COVID-19
- Competition remains keen
- Lower COVID-19 support grants in 2021



## 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



## Operational efficiencies

- Remain vigilant on operating costs
- Continue to automate work processes





# Thank You



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