金味 Kimly™
The Flavours of Life







FY2022 Annual General Meeting

18 January 2023

Greater Synergy, Enhanced Opportunities



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The contact person for the Sponsor is Mr Joseph Au (16 Collyer Quay, #10-00 Income at Collyer Quay Centre, Singapore 049318 and Email: sponsorship@ppcf.com.sg).





AGENDA

- **ANNUAL REVIEW**
  - Synergising Growth with Strategic M&A
  - Our footprint
  - Strengthening Operations
  - Diversifying Product Offering
  - Leveraging on Technology
- **FINANCIAL HIGHLIGHTS**
- **2023 STRATEGIC GROWTH PLANS**
- **SUSTAINABILITY EFFORTS**





SYNERGISING GROWTH WITH STRATEGIC M&A

- gained a significant foothold in the Halal food market following the acquisition of Tenderfresh Group in Oct 2021
- successfully opened 8 Tenderfresh food stalls in Kimly's coffeeshops in FY2022 and is in the midst of integrating and setting up more Tenderfresh food stalls
- continue to explore the Halal market which the Group believes that there is tremendous untapped potential in the industry

tenderfresh® GROUP

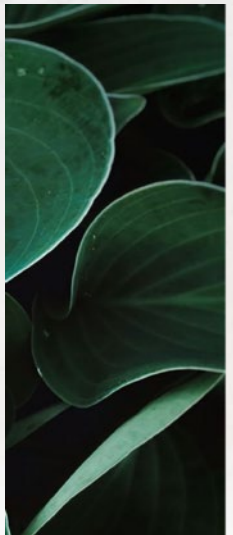












tenderfresh® GROUP

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DIVERSIFIED BRAND PORTFOLIO

34 **FOOD STALLS**

- Located at coffeeshops, food courts and institutions

tenderbest® Amigo's GOLDEN ROOSTER 可爱特香鸡 HAWKERMAN

3 **KIOSKS**

- Quick Service kiosks located in shopping malls

tenderfresh XPRESS

7 **RESTAURANTS**

- Ambience restaurants located in malls, standalone outlets

tenderbest -MAKCIK TUCKSHOP- Tenderfresh TORIGO! 鶏の達人

OEM / CATERING

- Internal R&D team to produce OEM, dry packaged goods for customers

Sultan BURGER caterfresh tdf TASTE DE FLAVOUR

8 Tenderfresh food stalls in Kimly's coffeeshops / food court



Tradehub 21, S609966

- 31 Dec 21 tenderbest®



322 Sumang Walk S820322

- 15 Jan 22 tenderbest®



514 Bishan St 13, S571514

- 16 Feb 22 tenderbest®



65 Telok Blangah Dr, S100065

- 22 Apr 22



132 Jurong Gateway Rd, S600132

- 10 Jul 22



2 College Ave West, S138607

- 10 Aug 22



237 Serangoon Ave 3, S550237

- 17 Sep 22



421 Northshore Dr, S823421

- 30 Sep 22

OUR FOOTPRINT

3 **New Food Outlets**

21 Apr Blk 65 Telok Blagah Dr.

20 Jun Blk 808 French Road

30 Sep Blk 421C Northshore Dr.

Coffeeshops, Food Courts, Restaurants, Food Stalls, Shops and Kiosks









是好的 காஃபிஷாப்
KEDAI KOPI
- SEJAK 2020 -

Kimly
The Flavours of Life

3 Halal Coffeeshops



#1 – Clementi Road



#2 – 12 Haig Road



#3 – **108 ANG MO KIO**



108 Ang Mo Kio

3rd KEDAI KOPI Halal Coffeeshop

Located at a convenient and accessible location – a 2-minute walk from Mayflower MRT station.

In its mix of 9 tenants, self-operated drink stall, **Toko Ngopi** and 2 food stalls, **Tenderbest** and **Pasta Pizza**

Continuously looking for suitable expansion opportunities and create unique dining experiences for different markets in Singapore.

Food Outlets	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
Traditional Coffeeshops	60	60	65	72	73	71
Halal Coffeeshops	-	-	-	-	2	3
Industrial Canteens	4	4	4	7	7	7
Food Courts/ Restaurant	4	3	3	4	3	3
Total	68	67	72	83	85	84

Food Retail	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
Mixed Vegetable Rice Stalls	33	28	31	36	49	47
Rice Garden Stalls	16	18	22	20	8	7
Teochew Porridge Stalls	2	3	3	3	3	3
Dim Sum Stalls	46	49	50	48	49	47
Seafood "Zi Char" Stalls	31	30	29	29	28	27
Live Seafood Restaurant	1	1	-	-	-	-
Kanaaji Katsu Japanese Food Stalls	-	-	1	1	2	1
Tonkichi Restaurants	-	3	2	2	2	2
Rive Gauche Patisserie	-	10	9	7	7	7
Tenderfresh	-	-	-	-	-	44
Total	129	142	147	146	148	185

STRENGTHENING OPERATIONS

Enhancing Foundation Lease

3 New Coffeeshops[1]
1 New Kedai Kopi Outlet[2]

Outlet Revitalisation

**Refurbishment & Extension*

5 Existing Coffeeshops[3]



Enhancing Foudation Lease

- Providing stability and certainty to the Group in delivering long-term returns to its shareholders.

Outlet Revitalisation Program:

- Increasing rental yield or income
- Amenities upgraded enhancing hygiene and dining experience
- New food stalls and food products are introduced into the coffeeshops to maintain vibrancy
- Increasing food outlet's lettable area

[1]Traditional Coffeeshops located at 65 Telok Blangah Drive, 421C Northshore Drive and 808 French Road (under JVA)

[2] Kedai Kopi (Halal Coffeeshop) located at 108 Ang Mo Kio Ave 4

[3] Traditional Coffeeshops located at Blk 684 Hougang Ave 8, Blk 221 Boon Lay Place, Blk 146 Potong Pasir Ave 1, Blk 347 Ang Mo Kio Ave 3 and Blk 29B Chai Chee Avenue

STRENGTHENING OPERATIONS



Quality Food Stall Tenants and Anchor Tenants

As of 30 September 2022, we enjoyed 98.9% occupancy rate over a total of 648 food stalls within the 84 food outlets under our management.



Increasing Automation and Digitalisation in the Central Kitchens & Food Outlets

The central kitchens continue to assist the food retail division with its food processing efforts, allowing the food retail division to create new products and food concepts that would suit the ever-changing demands of consumers, while reducing the emphasis on manpower reliance.





DIVERSIFYING PRODUCT OFFERINGS

Reinventing, Innovate, Upgrade Menu Offerings

Amigo's Tex-Mex New Concept Menu

- Feisty and bold flavours of Texas Mexican including Guacamole & Salsa Fries, Chicken Fajita Pasta, Chilli Con Carne Hotdog Brioche Bun





Healthier Rice Bowls



- New healthier rice bowl series to cater to the increasing demand for healthy-eating in Singapore. Each rice bowl is packed with a balanced serving of proteins, carbohydrates & vegetables

Customised Set Meals For Evolving Demands & Lifestyles



- Customised food packages to catering to ever-changing consumer preferences

Breakfast Menu



- Introduction of breakfast menu at Tenderbest Makcik Tuckshop (Punggol East), Kedai Kopi located at Blk 108 Ang Mo Kio, and Tenderbest stalls at Blk 514 Bishan St 13

Kimly Curry Pau



- Reminiscent to grandma's homemade curry
- Showcasing a speckled wholegrain skin filled with nutritional value, spicy chicken & potato chunks, it is a convenient and healthier alternative to have on-the-go

LEVERAGING ON TECHNOLOGY

Launch of e-commerce Channel For Our Food Retail

- **Kimly Dim Sum** launched its personalised Kimly e-commerce hybrid webpage in September 2022
- offering delivery & self-pickup services, with exclusive and personalised promotions and discounts



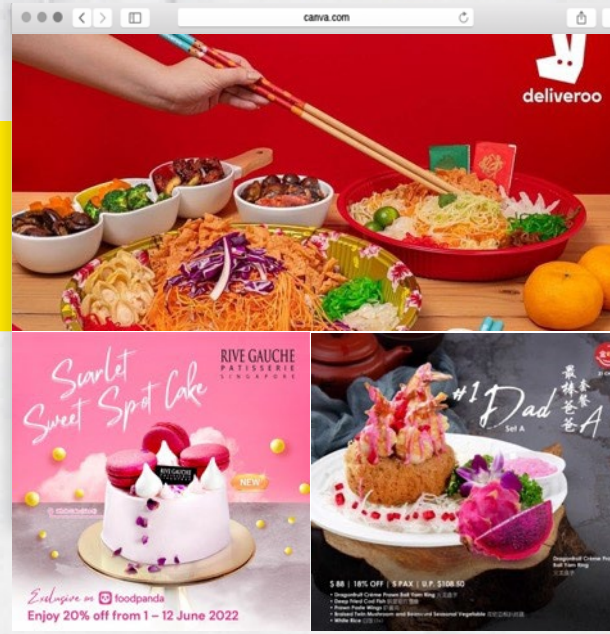






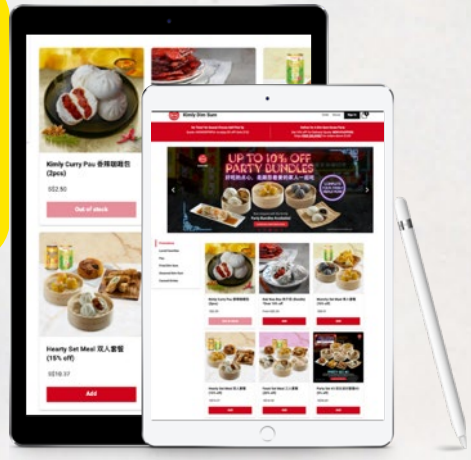
Closer Ties with Delivery Aggregators

- Greater collaboration with the delivery platforms to maximise the use of the platforms' ad spaces and collaborations to increase visibility, awareness & conversion



Adapting our workforce to Digital Platforms, Payments & Integrations

- continually work towards a digitally savvy environment, using technology for operational efficiencies



FINANCIAL HIGHLIGHTS















Revenue

$317.7M

Up 33.1% y-o-y

Gross Profit

92.6M

Up 18.5% y-o-y

Gross Profit Margin

29.2%

Down 3.6 p.p. y-o-y

EBITDA

after depreciation-of right-of-use assets and interest expense on lease liabilities

$51.8M

Up 3.8% y-o-y

Net Profit

after tax attributable to the owners of the company

$34.0M

Down 13.4% y-o-y

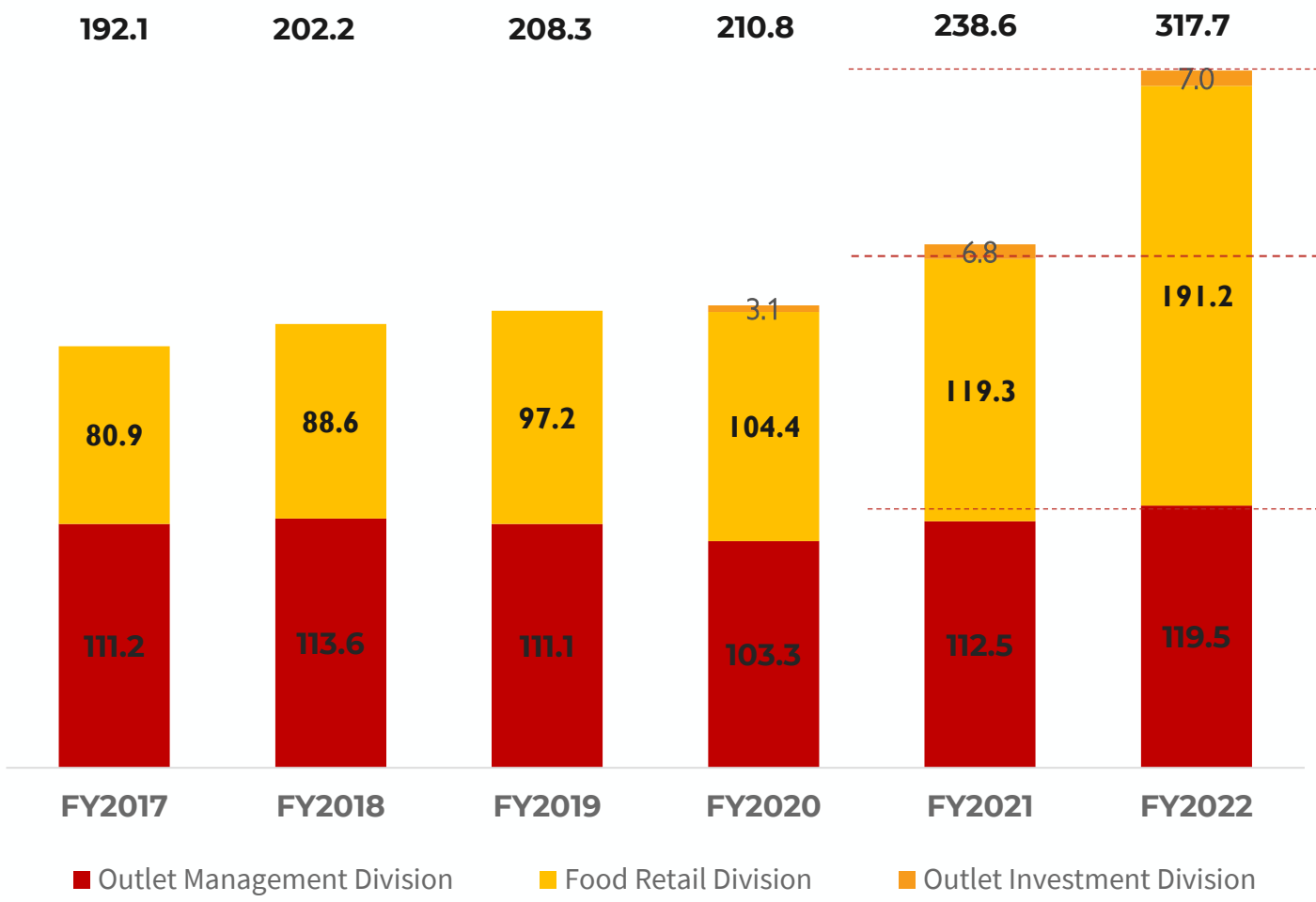
Basic EPS

2.74 cents

Down 17.0% y-o-y

RESILIENT REVENUE GROWTH

Revenue by Business Segment (S$ Mil)



Outlet Investment

3.1% / $0.2M YOY
- *higher contribution from provision for cleaning and utilities services*

Food Retail

60.2% / S$71.8M YOY
- *revenue contribution from Tenderfresh Group*
- *offset by the decrease in revenue contribution from closure of 11 underperforming food stalls due to manpower shortage*

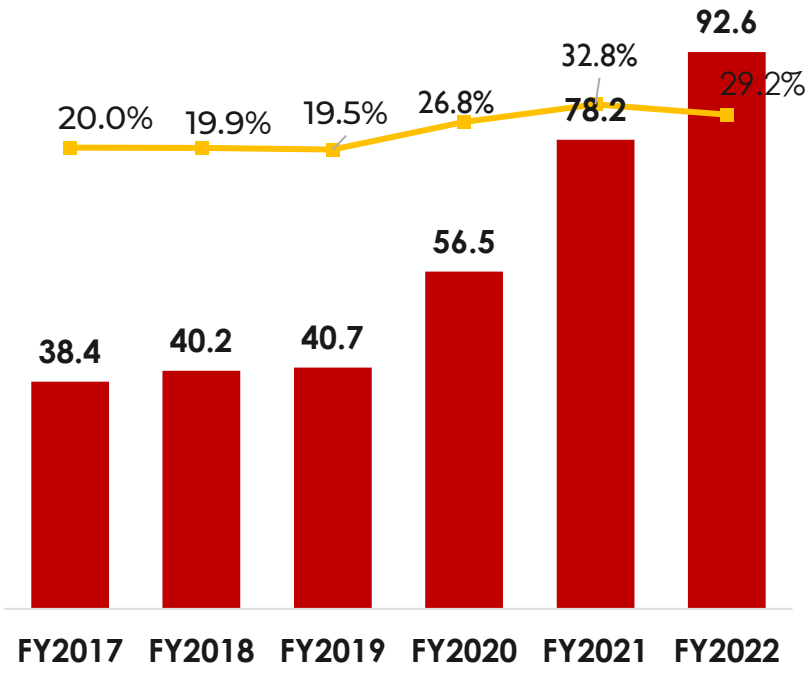
Outlet Management

6.3% / S$7.1M YOY
- *revenue contribution from opening of 3 new coffeeshops during FY2022*
- *increase in revenue contribution from provision for cleaning and utilities services*
- *offset by the decrease in revenue contribution from closure of 5 coffeeshops*

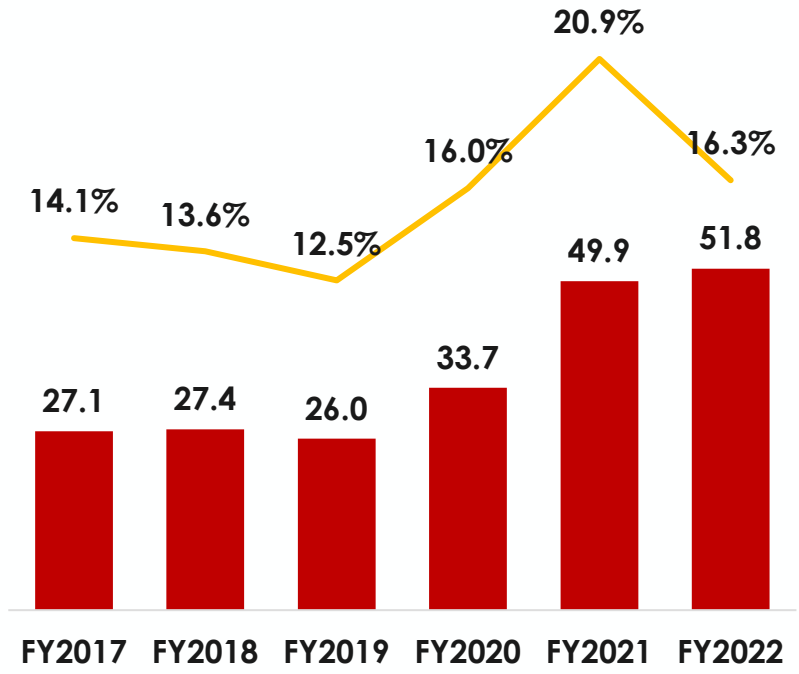
33.1% / S$79.1m Y-O-Y

PROFITABILITY

Gross Profit (S$ Mil) & Gross Profit Margin (%)

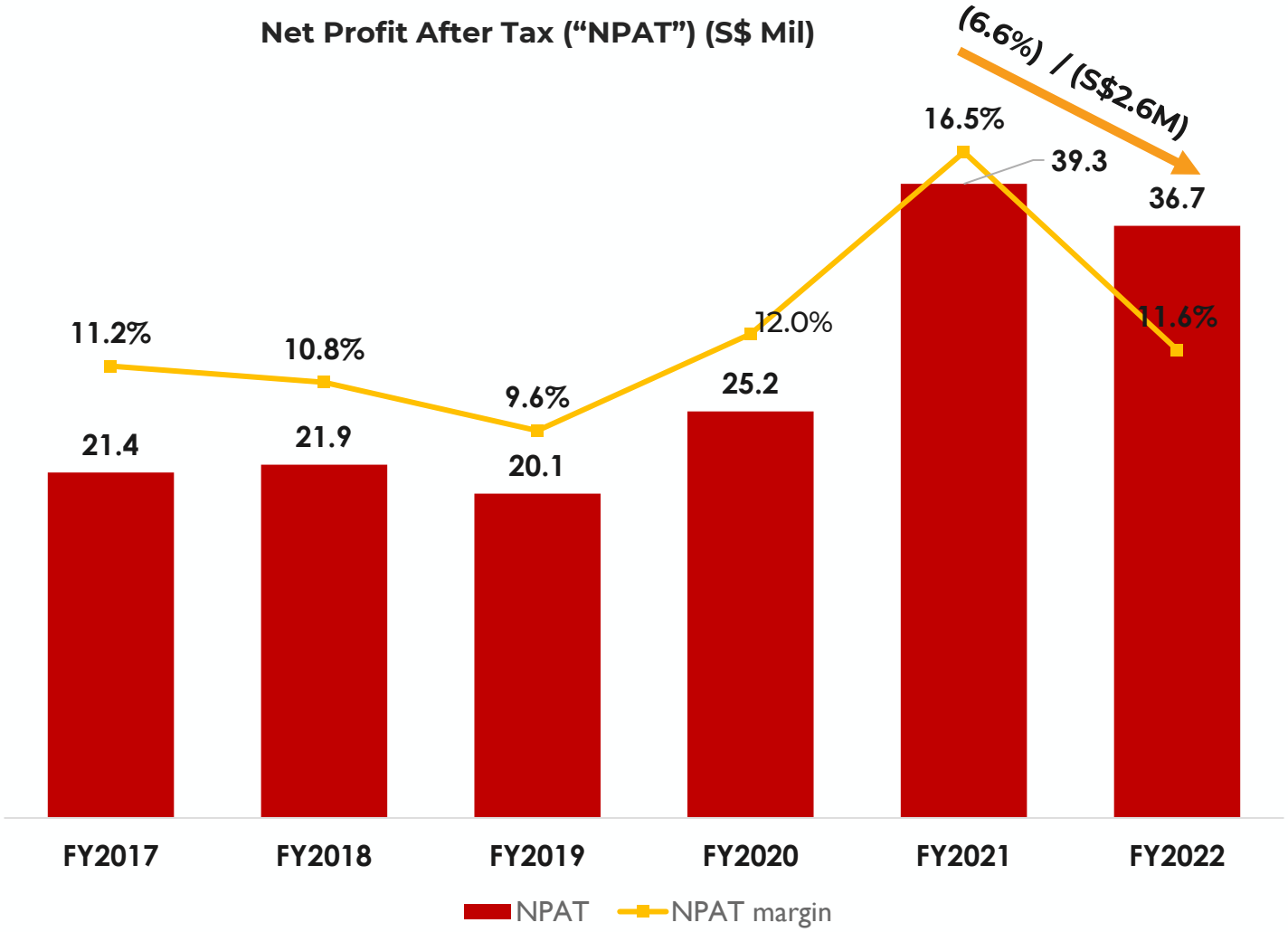


EBITDA (S$ Mil) & EBITDA Margin (%)



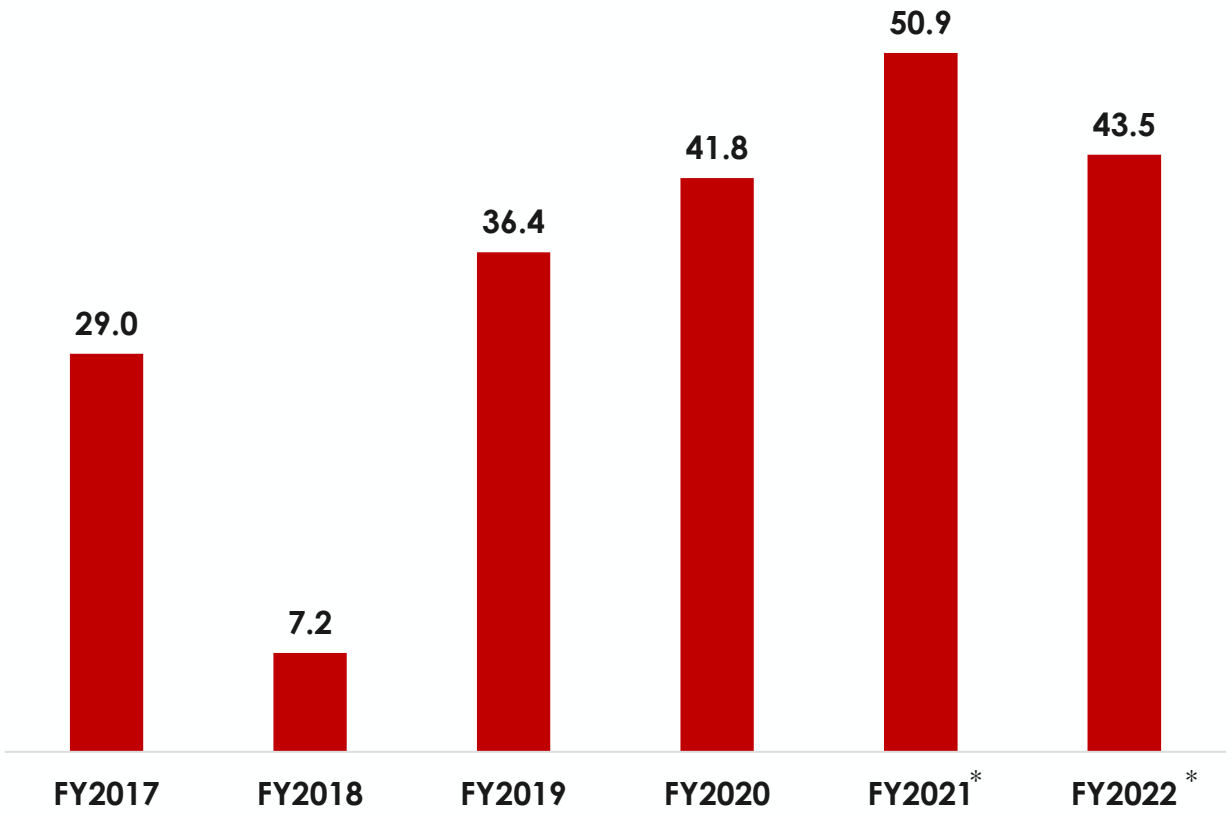
**Earnings before interest (Interest Income & Interest Expense on loans and borrowings), Taxes, Depreciation & Amortization ("EBITDA") after Depreciation of right-of-use assets and interest expense on lease liabilities*

PROFITABILITY



CASH GENERATIVE BUSINESS

Net Cash Generated From Operating Activities (S$ Mil)

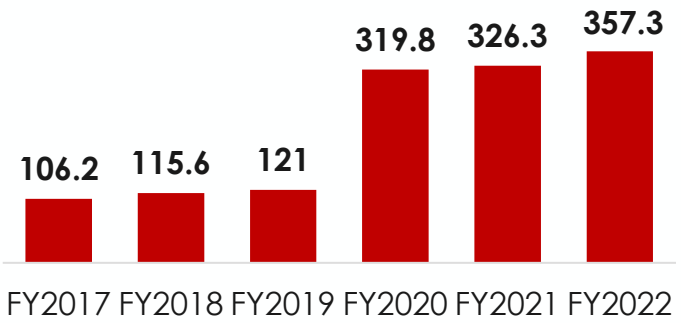


S$77.6M
Cash &
Cash Equivalents
as at 30 September 2022

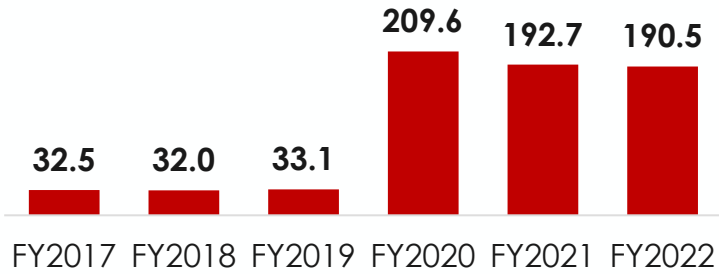
* Net Cash generated from operating activities and after repayment of lease liabilities and its related interest expense of S$43.4 mil (FY2021: S$39.2mil)

STRONG BALANCE SHEET

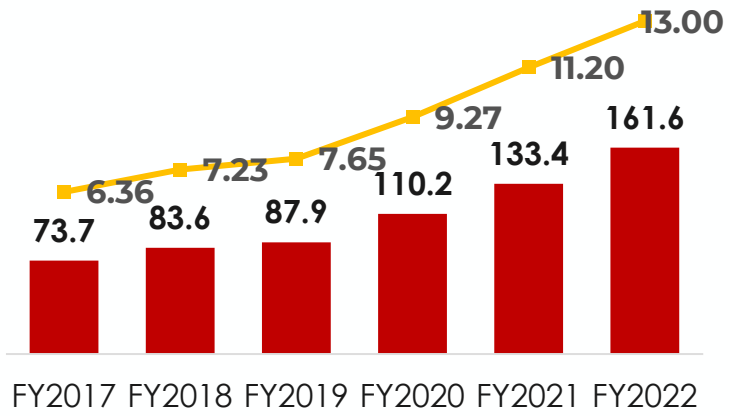
Total Assets (S$ Mil)



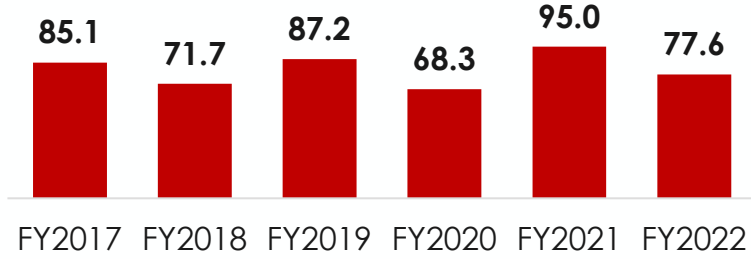
Total Liabilities (S$ Mil)



Total Shareholder's Equity (S$ Mil) & Net Asset Value Per Share (Singapore cent)

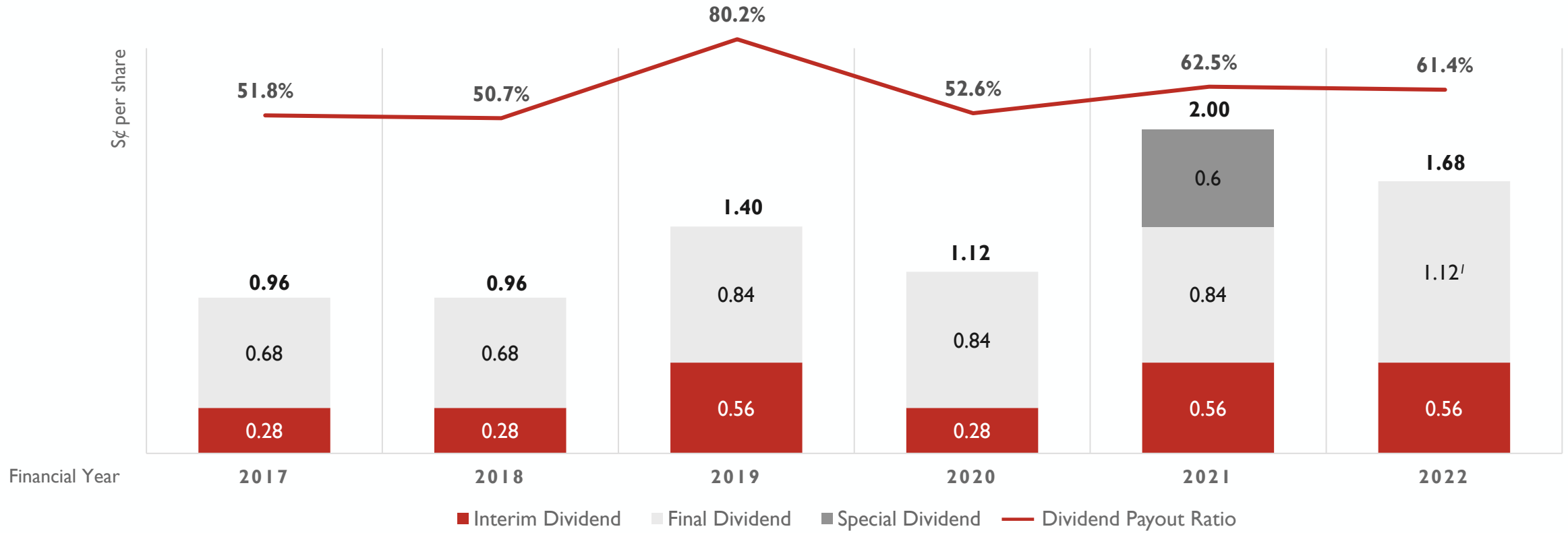


Cash and Bank Balances (S$ Mil)



Attractive Recurring Dividends

DIVIDEND PER SHARE (S¢)



Dividend yield* (%)	3.03%	3.50%	7.01%	4.71%	5.49%	5.01%

** Dividend Yield is computed by dividing the amount of dividends paid by the share price on the last trading day of the respective financial year.*

[1] Proposed final dividend is subject to shareholder's approval at the forthcoming AGM of the company.

2023 STRATEGIC GROWTH PLANS









Expansion of Footprints	Diversify Product Offerings and Revenue Channels	Expansion of Food Retail Division	Strengthening Operation Capabilities
Continue keeping a lookout for suitable locations to expand footprint	Actively reinventing our menu offerings to attract and retain our online customers, while continue to expand our both brick and mortar, and online businesses capabilities to increase the Group's revenue	Integrating and setting up more Tenderfresh and our other food stalls in the Group's chain of coffeeshops	Further expanding central kitchens' capabilities through technology and innovations, improving productivity and operational efficiency

FOR OUR PEOPLE

We value our employees and strive to provide them with a safe and fair working environments, and to ensure our employees' well-being are taken care of. To realise their fullest potential, staff are encouraged to upskill to stay relevant and competitive in the workforce.





Education Grants & Rewarding Our Employees

In FY2022, 390 Staff were awarded the School Textbook subsidy, totalling up to S$84,120.

Kimly Performance Share Plan ("PSP") – a total of 1,384,560 share awards were issued under the Kimly PSP in FY2022.

Long Service Award For the Employees

Recognising and rewarding our long- serving staff of 5th , 10th , 15th & 20th Year of Service.

A total of 61 out of 2,500 staff received awards ranging from cash of $500 to $1,500, or Gold pendants (worth $2.2k), depending on their year of service.









FOR OUR EARTH

Taking To Social Media On Going Green

Kimly's social media channels widely encourage our customers to practice the 3R's and to reduce plastic waste.



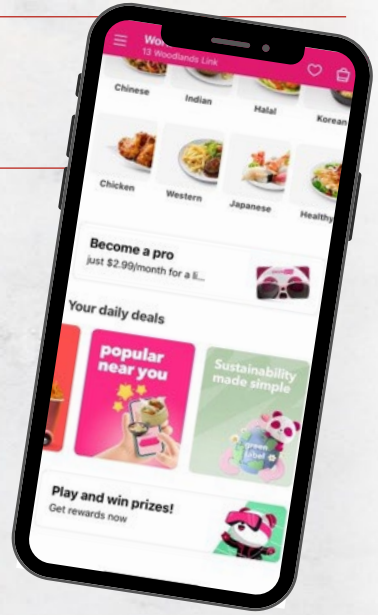


Rewarding Our Customers With BYOC

From 1 September 2022, **Kimly Seafood "Zichar"** relaunched the Bring-Your-Own-Container ("BYOC") campaign and increased its incentive to 30¢ off per takeaway receipt (previously 20¢ off) to encourage consumers to reduce plastic waste.



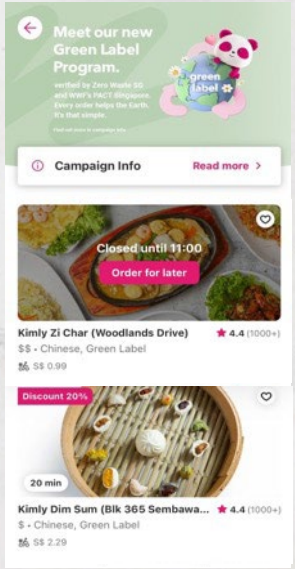
Participation in Foodpanda's Green Label Program



Kimly Seafood "Zi Char" and **Kimly Dim Sum** received the Bronze Tier in the audit by Zero Waste SG.

F&B Establishments are verified and certified by NGO **Zero Waste SG** based on criteria[1] created with guidance from **WWF's PACT Singapore**.

[1] *Criteria including conscious food, sustainable packaging, waste reduction, food waste, social welfare, carbon reduction, power supply, awareness and education*



Greater Synergy
Enhanced Opportunities