



Yeo Hiap Seng H1 2024 Group Net Profit at \$3.2 million with improved margins

Key Highlights

- Gross profit margin up 0.2 percentage points to 32.7%
- Despite challenges, core F&B revenue remains flat in constant currency

S\$ million	H1 2024	H1 FY2023	Y/Y
Revenue	165.3	181.1	-8.7%
Of which Core Yeo's F&B	152.0	158.5	-4.1%
Gross Profit	54.1	58.8	-8.0%
GP Margin	32.7%	32.5%	+0.2pp
Net Profit	3.2	3.3	-3.0%
Net Margin	1.9%	1.7%	+0.2pp
EPS (S cents)	0.52	0.55	-5.5%

Singapore, 6 August 2024 – Mainboard-listed Yeo Hiap Seng Limited (Yeo's) (SGX: Y03), a leading food and beverage (F&B) group in Asia, today reported net profit for the half-year ended 30 June 2024 of \$3.2 million, down 3% from the previous corresponding period. The decline was a result of lower sales for non-Yeo's products, foreign currency impact and freight disruptions.

Group revenue for 1H FY2024 decreased 8.7% to \$165.3 million mainly due to the movements in foreign exchange rates and lower sales volume of Non-Yeo's Core revenue. Core Yeo's F&B revenue declined 4.1% from \$158.5 million to \$152.0 million. Excluding foreign currency translation, core Yeo's F&B revenue remained relatively unchanged compared to same period last year, with sales growth in Malaysia and Singapore offsetting the weaker demand in other markets. Revenue would have been higher if not for freight disruptions for some of the Group's markets.

Gross profit margin improved 0.2 percentage points from 32.5% to 32.7%. The improvement was attributed to the Group's efforts in cost optimisation and streamlining of its product portfolio, which offset the impact of cost inflation.

The Group suffered \$1.4 million in other losses after sustaining a currency translation loss and fair-value losses on other financial assets. These are non-operating in nature.

Administrative expenses fell 14.3% year-on-year to \$17.1 million with tighter cost controls.

Income tax expense decreased by \$2.0 million in 1H FY2024 from \$3.5 million to \$1.5 million mainly attributed to absence of under provision of prior years' deferred tax.

YHS continues to be in a healthy and strong financial position. The Group's balance sheet remains strong with cash and cash equivalents and other financial assets totaling \$252.6 million up \$12.5 million from \$240.1 million at the end of FY2023, primarily attributed to improved working capital efficiency.

Outlook

General consumer sentiments remain cautious in the Group's key markets due to economic uncertainties. The volatility of the regional currencies like Indonesian rupiah and Malaysian ringgit may put pressure on the Group's financial performance. Management remains focused on executing the Group's Brand strategy by executing Brand Refresh initiatives and launching new products. Management is also expanding internal capabilities, supported by an upgrading of the Group's IT systems. These initiatives are aimed to strengthen the Group's business foundation to achieve higher growth and create sustainable value for customers and shareholders.

Based on current trends, management expects results for the rest of the year to remain satisfactory.

About Yeo Hiap Seng Limited (www.yeos.com.sg)

Yeo Hiap Seng is a Singapore-based heritage brand that has pioneered innovations in Asian beverages for more than a century. It is the first in the world to package Asian drinks in Tetra Brik aseptic cartons using UHT process and the first to offer curry chicken in canned form. Yeo's popular range of soybean and chrysanthemum drinks is widely sold in Asia, Europe and North America.

The Group serves more than 30 markets around the world where the Yeo's portfolio of Asian food and beverages are known for its authentic flavours and superior quality. More than 80% of its beverages are from healthier choice products, making them the natural choice among consumers.

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