



Business Update

FY 2022

(Ended 31 December 2022)

27 February 2023



Financial Highlights

Going the Extra Mile

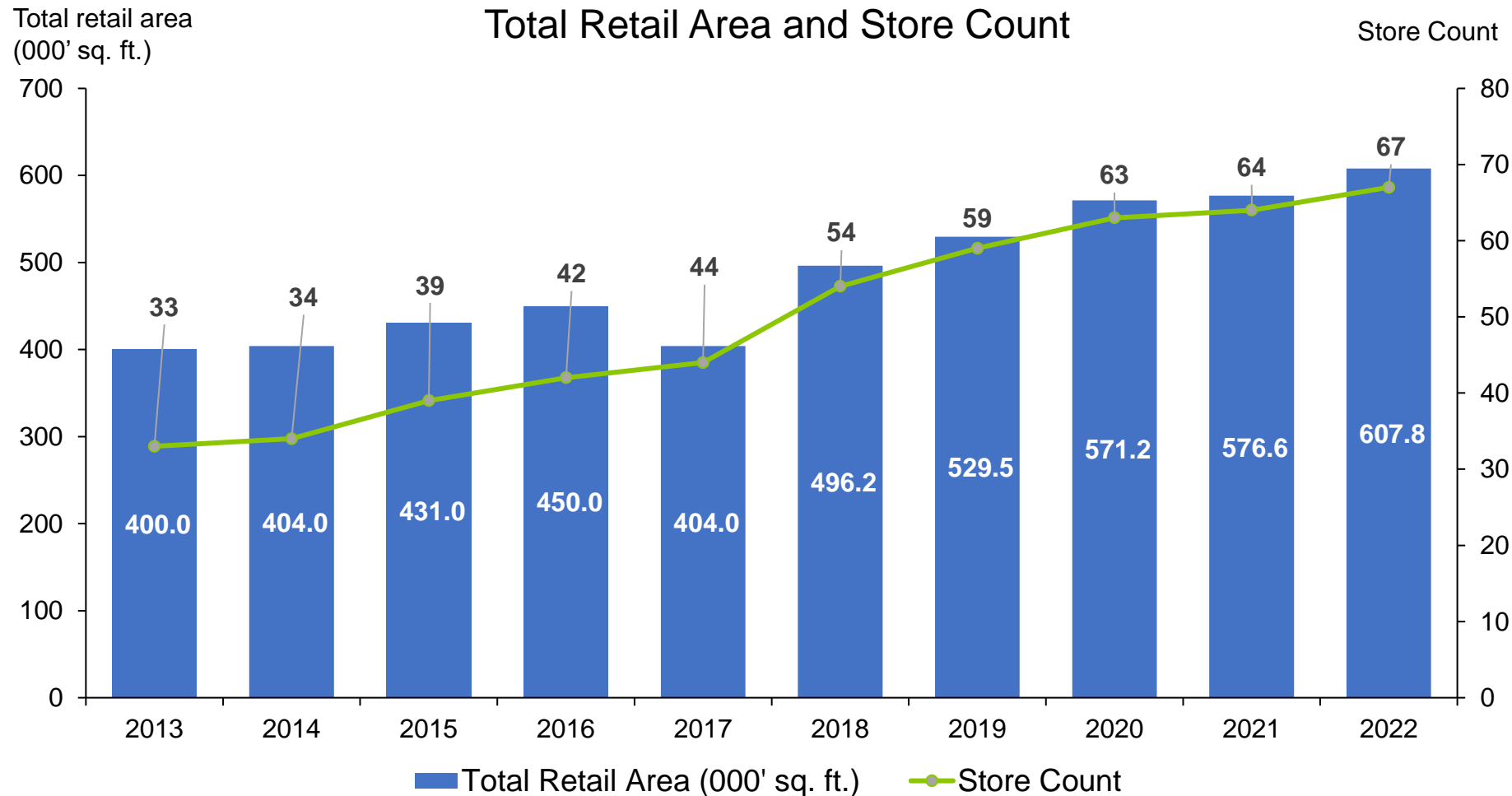
We pride ourselves on our service and quality, adding a personal touch to the way we deliver value to our stakeholders.

Group Financial Results

Results Highlights (excludes Other Income)	2H FY2022 (S\$ Million)	2H FY2021 (S\$ Million)	Change (%)	FY2022 (S\$ Million)	FY2021 (S\$ Million)	Change (%)
Revenue	662.7	688.1	(3.7)	1,339.5	1,369.8	(2.2)
Gross profit	194.4	200.8	(3.2)	393.5	393.3	0.1
Gross profit margin	29.3%	29.2%	0.1ppts ¹	29.4%	28.7%	0.7ppts ¹
Operating expenses	(126.1)	(123.5)	2.1	(248.6)	(243.2)	2.2
Net finance expense	1.6	(0.7)	NM ²	0.9	(1.2)	NM ²
Net Profit	66.1	67.0	(1.3)	133.6	133.1	0.4

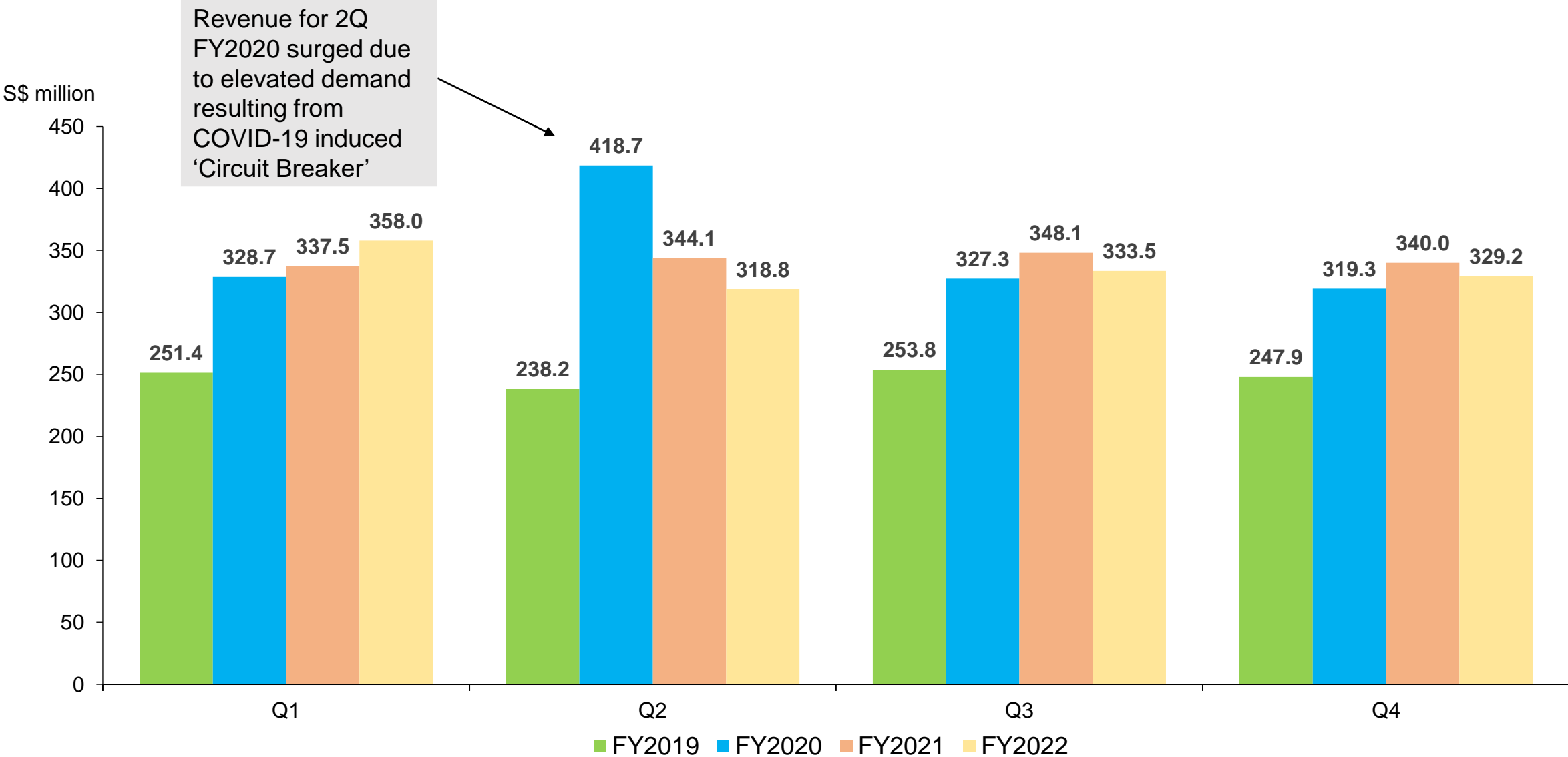
1. Ppts: Percentage points; 2. NM: not meaningful

Retail Area and Number of Stores in Singapore

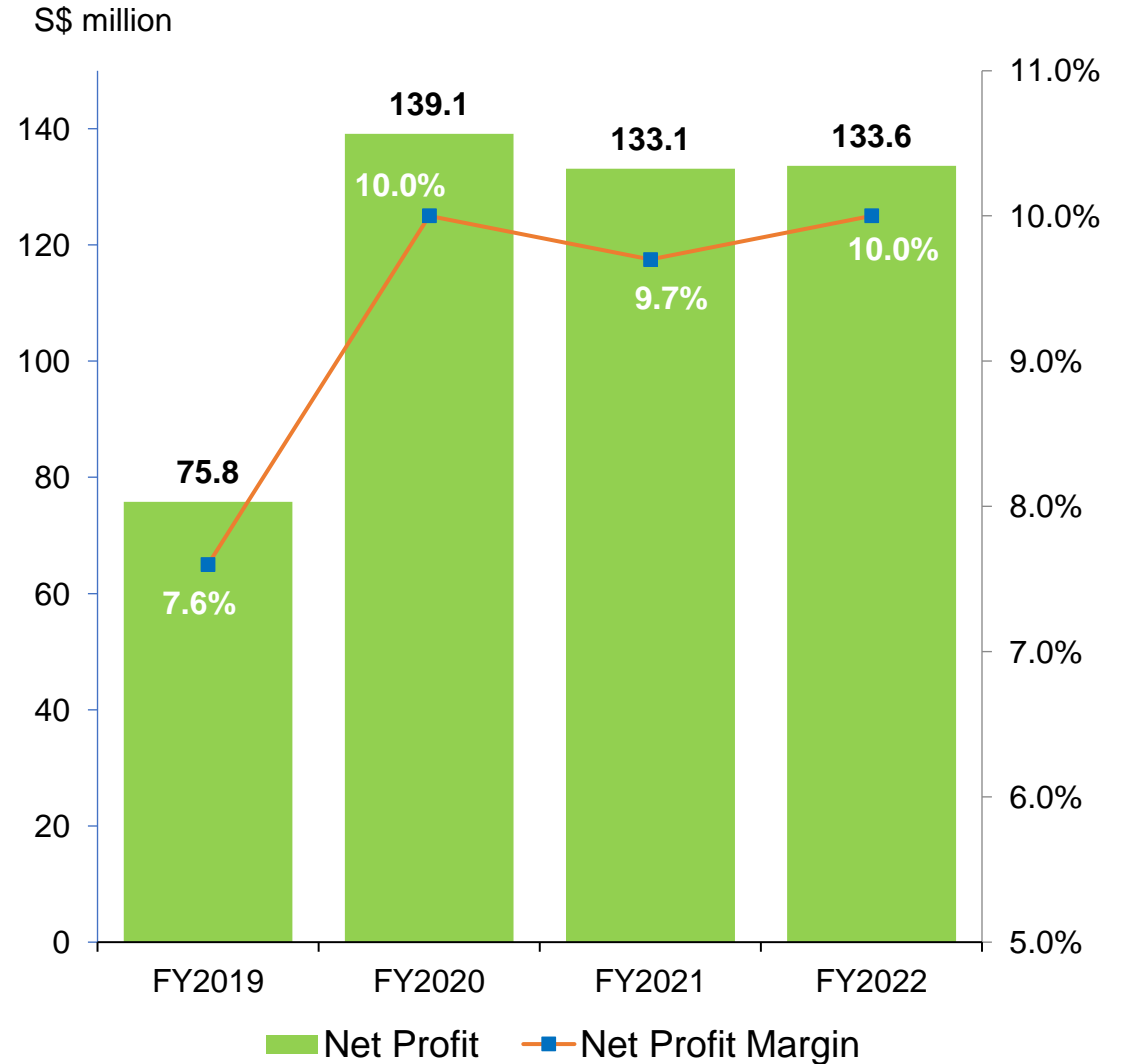
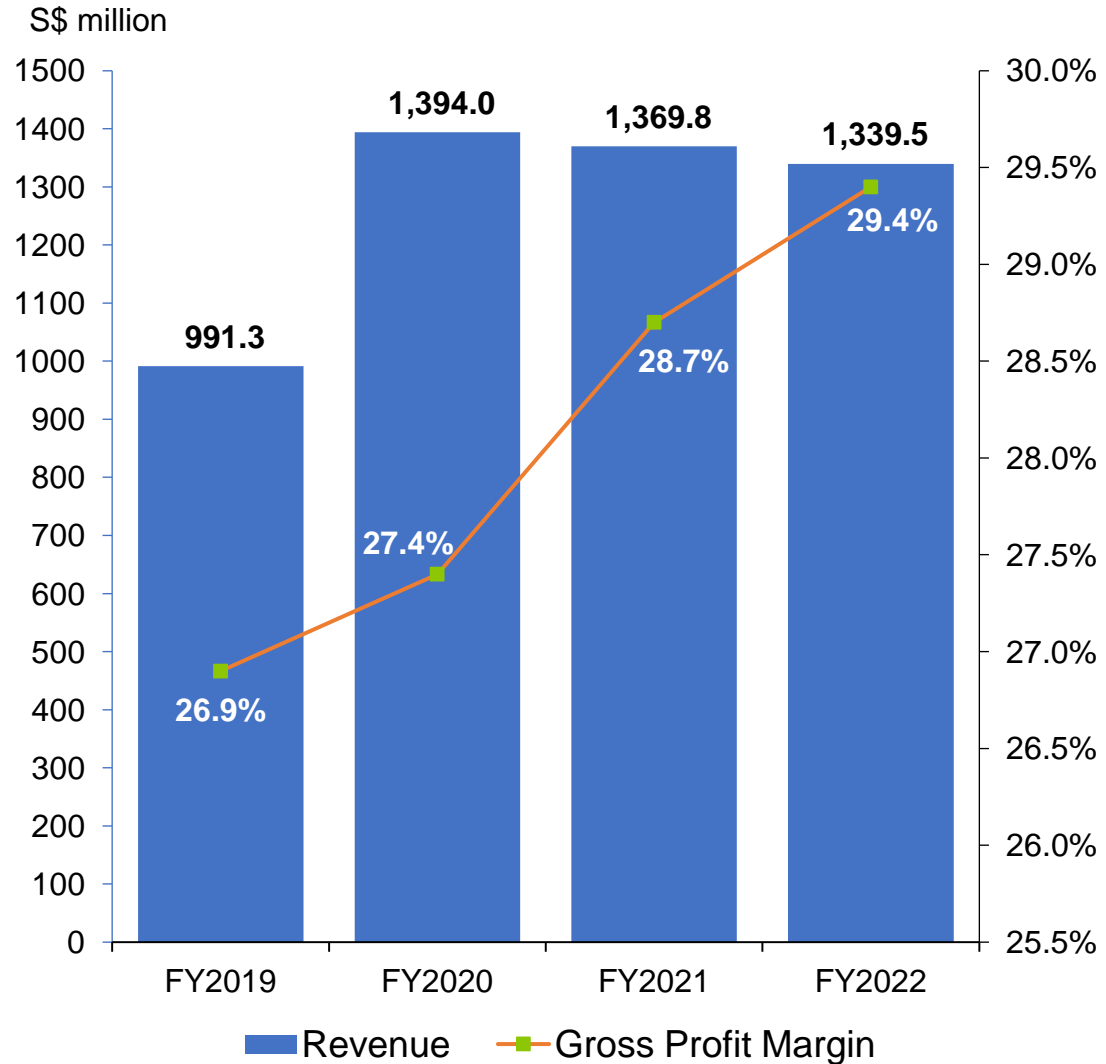


- Retail area grew consistently in line with the Group's outlet expansion plan of opening at least 3 new stores per year.
- The Group opened 4 new stores and a store was closed in FY2022.

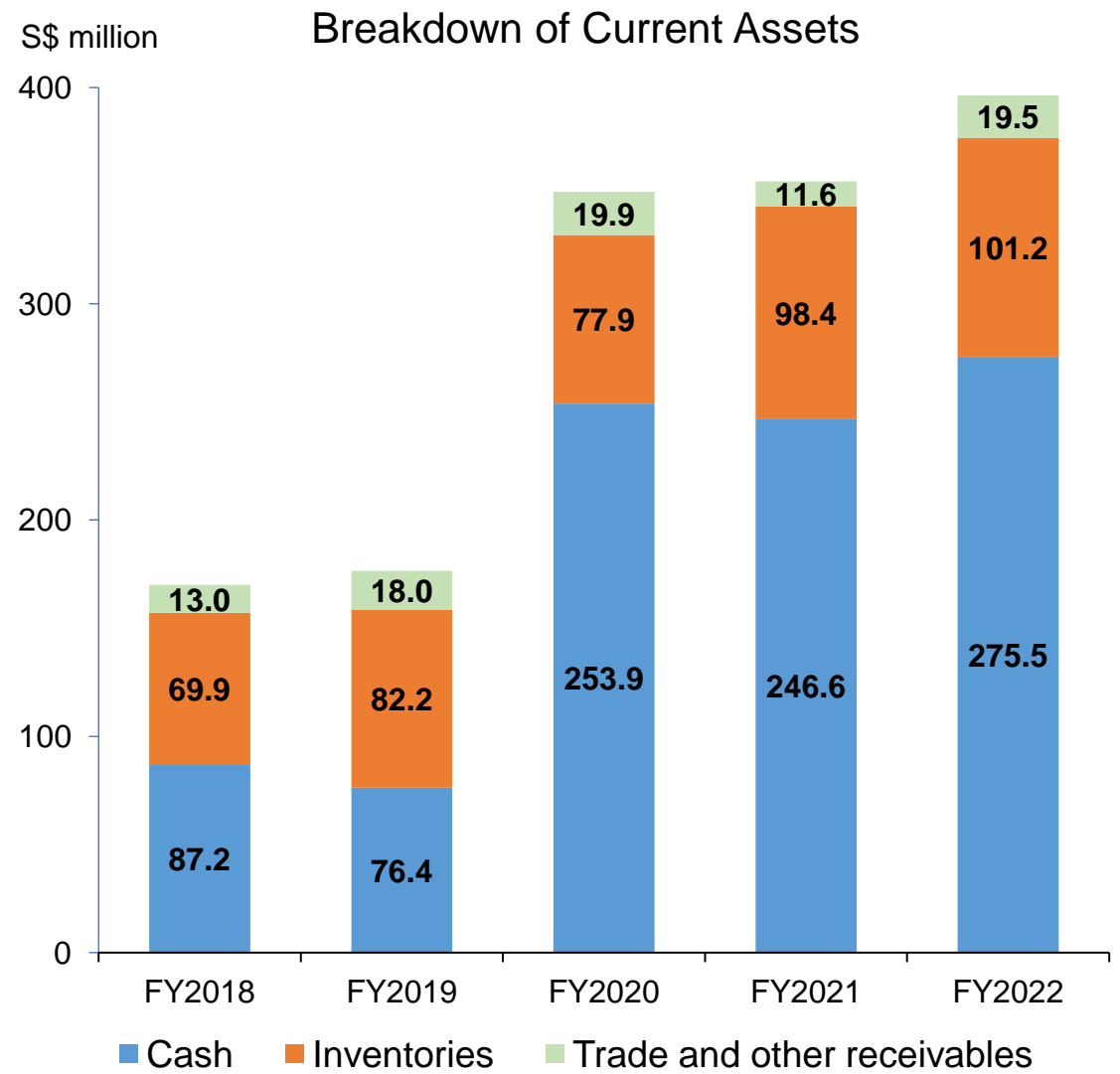
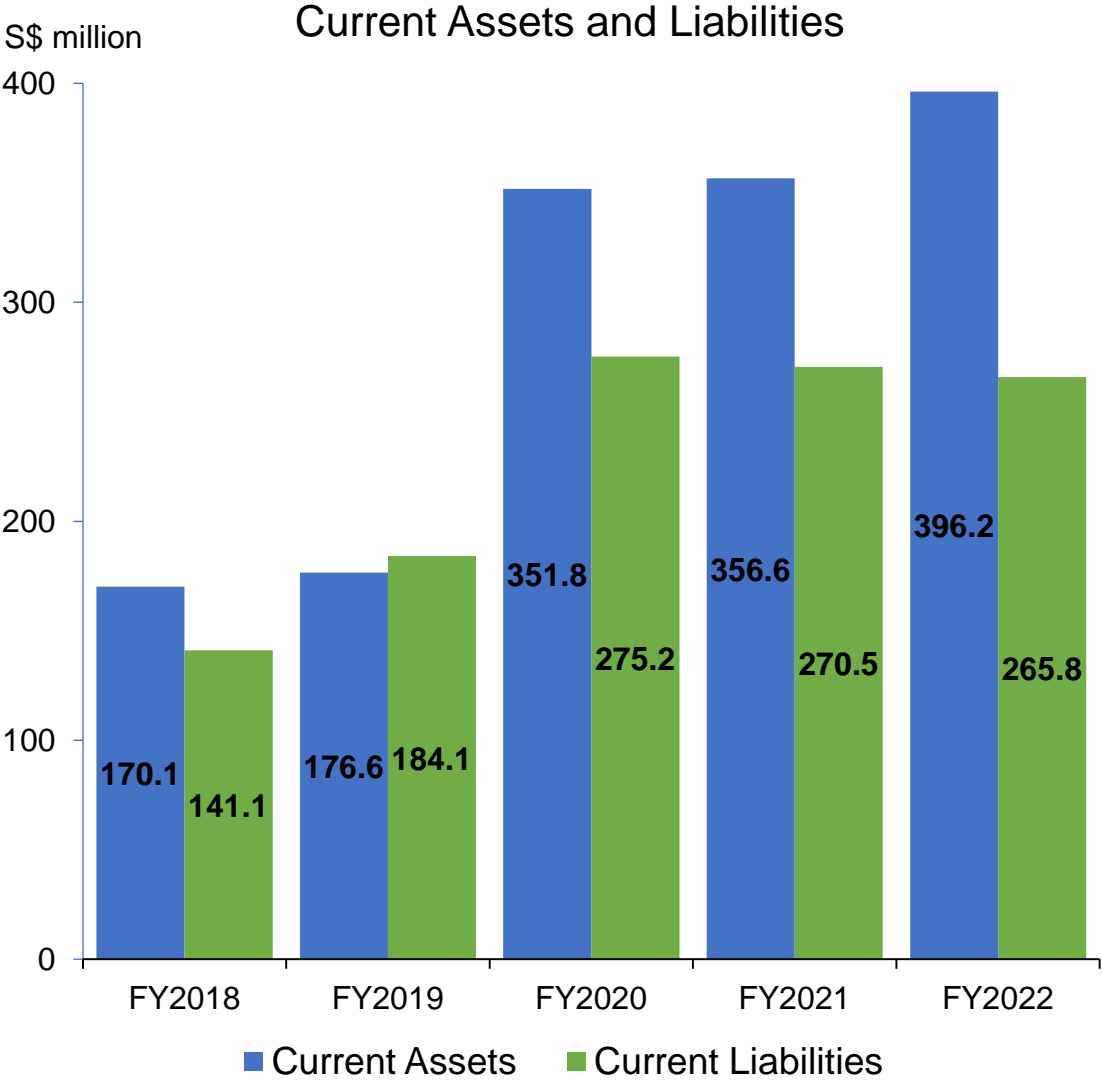
Quarterly Revenue Trend



Profitability Trend

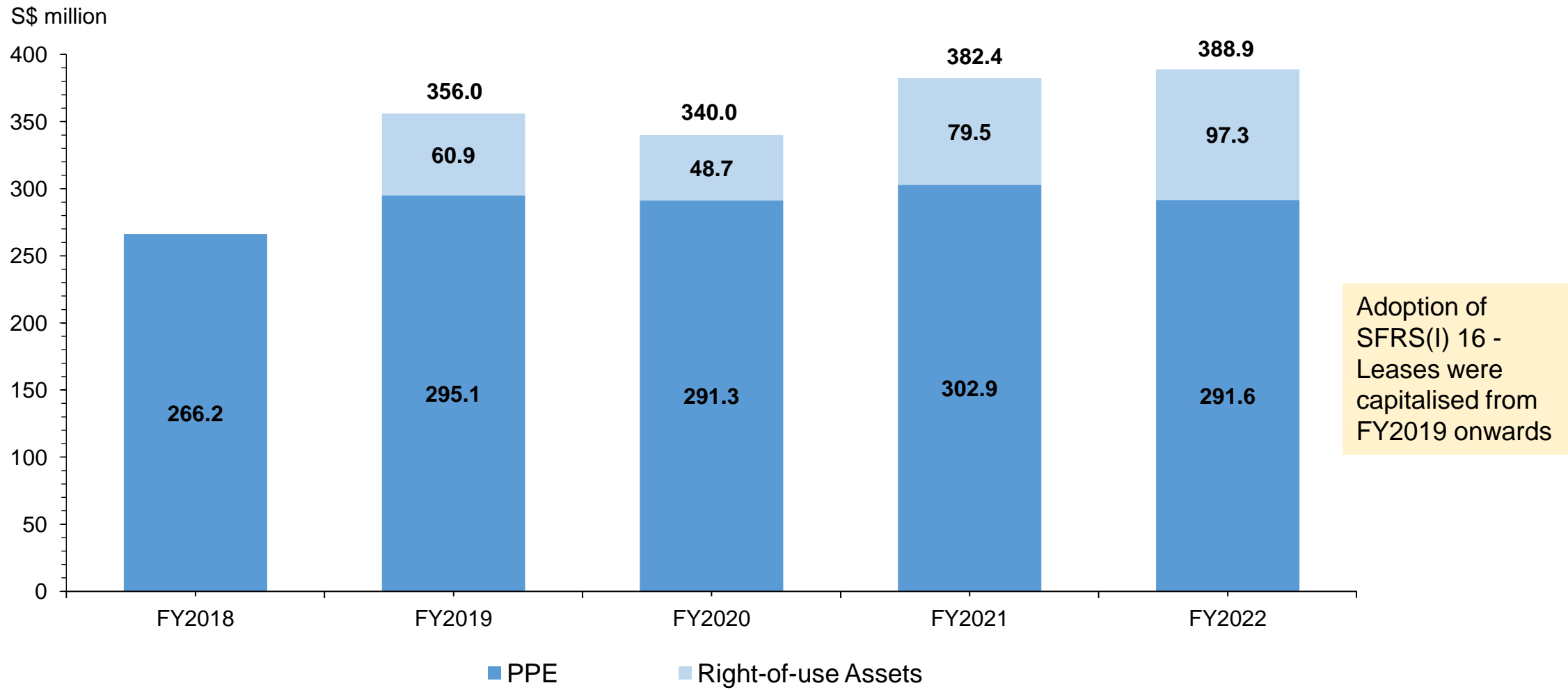


Balance Sheet Highlights



Balance Sheet Highlights

Fixed Assets and Right-of-use Assets





Outlook



Delivering Value

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

Growth Strategies

Business Outlook

- As Covid-19 related restrictions are removed completely in 2023, revenue is expected to continue to normalise downward.
- As governments adopt tightening of monetary policies to curb inflation, consumers are expected to reduce dining in restaurants to save costs. Consequently, they are expected to increase their spending on groceries and fresh food.
- Competition remains keen in the supermarket industry and with higher input costs such as energy expenses putting pressure on margins.
- Focus on building core capabilities as the Group navigates through this environment of macroeconomic and geo-political uncertainty.
- Seek growth through continuous expansion of network of stores in Singapore, especially in areas without presence, supported by the ramp in supply of HDB BTO and estates through 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
- Signed a new lease to open a 5th store in Kunming
- Nurture growth of supermarket operations in Kunming, China and build Sheng Siong's brand

Thank You



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