

**F J BENJAMIN BACK IN THE BLACK WITH FY22 NET PROFIT OF \$3.0 MILLION
AS KEY MARKETS EMERGE FROM COVID-19**

- *Revenue up 21% to \$80.9 million on strong sales momentum in 2H22*
- *Management to develop new business models to diversify customer base*

Singapore, 25 August 2022 – Fashion and lifestyle retailer F J Benjamin Holdings (FJB) reported the Group’s attributable net profit of \$3.0 million for the full year ended 30 June 2022 (FY22), reversing a net loss of \$10.9 million for the previous full year ended 30 June 2021 (FY21) as governments eased social distancing restrictions, borders reopened, and people returned to the malls.

The improved performance came mainly in the second half of FY22 with attributable net profit of \$4.3 million against an attributable net loss of \$7.2 million in 2HFY21. The Group recorded share of profit from its Indonesian associate of \$1.9 million in FY22 against a share of loss of \$2.4 million in FY21.

The second half of FY22, from January to June 2022, saw writebacks totalling \$1.5 million for impairments and reversed allowances for expected credit losses on receivables from an Indonesian associate and related party.

For the whole of FY22, the Group’s revenue rose 21% to \$80.9 million with sales in Singapore (excluding exports to Indonesia) and Malaysia gaining 6% and 28% respectively. Sales at FJB’s Indonesia associate grew 16% in FY22.

The revenue growth came in the second half of FY22 when sales momentum picked up strongly following a sluggish first quarter when many of the Group’s stores were closed and business was interrupted due to intermittent COVID-19 disruptions.

FJB’s online business, which now includes 14 brands, posted encouraging results since the Group ramped up marketing activities just before the COVID-19 lockdown in 2020. For FY22, turnover from online channels accounted for six percent of total sales in Singapore and three percent in Malaysia. The Group, however, noted a decline in

online sales after safe management measures were relaxed and customers returned to brick-and-mortar stores.

Gross profit margin eased from 50.5% in FY21 to 49.4% in FY22 as Malaysia took the opportunity to clear stocks to satisfy pent-up demand.

Group CEO, Mr Nash Benjamin said: “We are glad to finally see the economies in our key markets recovering and customers returning to the malls. Although our revenue is not fully back to pre-COVID-19 levels, especially in Singapore but with tourist arrivals growing, we are cautiously optimistic that the strong momentum seen in the second half of FY22 can be maintained barring any unforeseen circumstances. We are of course aware that there are rising inflationary and geopolitical risks but these are risks that management will need to manage and mitigate.”

During the year, management reviewed the Group’s regional retail footprint and closed 13% or 21 stores that underperformed on acceptable rental-to-revenue ratios. The Group opened seven new stores, bringing its total network to 144 stores in Singapore, Malaysia and Indonesia.

Mr Benjamin further added: “We will continue to optimise our inventory and manage costs while we develop new business models to diversify our customer base.”

The Group’s operating expenses fell two percent to \$39.1 million partly due to lower depreciation charge of furniture, fixtures and equipment and lower depreciation of right-of-use assets resulting from expired leases. The decrease was partially offset by higher staff costs, which went up by \$758,000 in FY22, as the Group restored salaries to pre-COVID-19 levels and paid higher commissions in line with expanded sales. Rental payments rose by \$714,000, the increase as a result of the need to expense leases due to expire within a year.

Meanwhile, the Group strengthened its balance sheet in FY22. Net borrowings totalled \$4 million as at 30 June 2022, as compared to \$10.6 million as at 30 June 2021. Gearing stood at 10% as at 30 June 2022, against 32% as at 30 June 2021.

During the year, FJB raised net proceeds of \$2.9 million through a placement of 120 million new shares at \$0.025 a piece to Western Properties Pte Ltd, a member of Far East Organization, following approval from shareholders of FJB at an Extraordinary General Meeting held on 28 January 2022.

– End –

This press release is to be read in conjunction with FJB's unaudited full year results announcement for FY22 released on 25 August 2022, which can be downloaded via www.sgx.com.

About F J Benjamin Holdings Ltd (www.fjbenjamin.com) – With a rich heritage dating back to 1959, F J Benjamin Holdings Ltd is a consumer driven leader in brand building and management through distribution and retail. Listed on the Singapore Exchange since 1995 (Ticker: F10), F J Benjamin has a strong footprint in Southeast Asia, with offices in Singapore, Indonesia and Malaysia, and manages 18 iconic brands and operates 144 stores. The Group's international brand portfolio includes fashion, lifestyle and timepiece brands.

For media enquiries, please contact:

Catherine Ong Associates

Catherine Ong

Tel: (65) 9697 0007

Email: cath@catherineong.com

Romesh Navaratnarajah

Tel: (65) 9016 0920

Email: romesh@catherineong.com

*This press release has been prepared by F J Benjamin Holdings Ltd (the “**Company**”) and its contents have been reviewed by the Company's sponsor (the “**Sponsor**”), ZICO Capital Pte. Ltd., in accordance with Rule 226(2)(b) of the Singapore Exchange Securities Trading Limited (the “**SGX-ST**”) Listing Manual Section B: Rules of Catalist.*

This press release has not been examined or approved by the SGX-ST and the SGX-ST assumes no responsibility for the contents of this press release including the correctness of any of the statements or opinions made or reports contained in this press release.

The contact person for the Sponsor is Ms Goh Mei Xian, Director, ZICO Capital Pte. Ltd. at 77 Robinson Road, #06-03 Robinson 77, Singapore 068896, telephone (65) 6636 4201.