

RE&S

# Annual General Meeting

24 October 2019



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# IMPORTANT NOTICE

## RE&S HOLDINGS LIMITED ANNUAL GENERAL MEETING

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# Company Overview



# Who Are We?

**“A concept owner and operator of F&B Outlets in Singapore and Malaysia that provides customers with authentic Japanese cuisine and dining experiences”**



# Our Core Brands

41

Full-Service  
Restaurants in  
Singapore and Malaysia



ichiban sushi



39

Quick-  
Service  
Restaurants,  
Food Kiosks, Japanese  
Bakery and Food Retail  
Outlets in Singapore



Note: Figures accurate as at 4Q 2019



# Financial Highlights

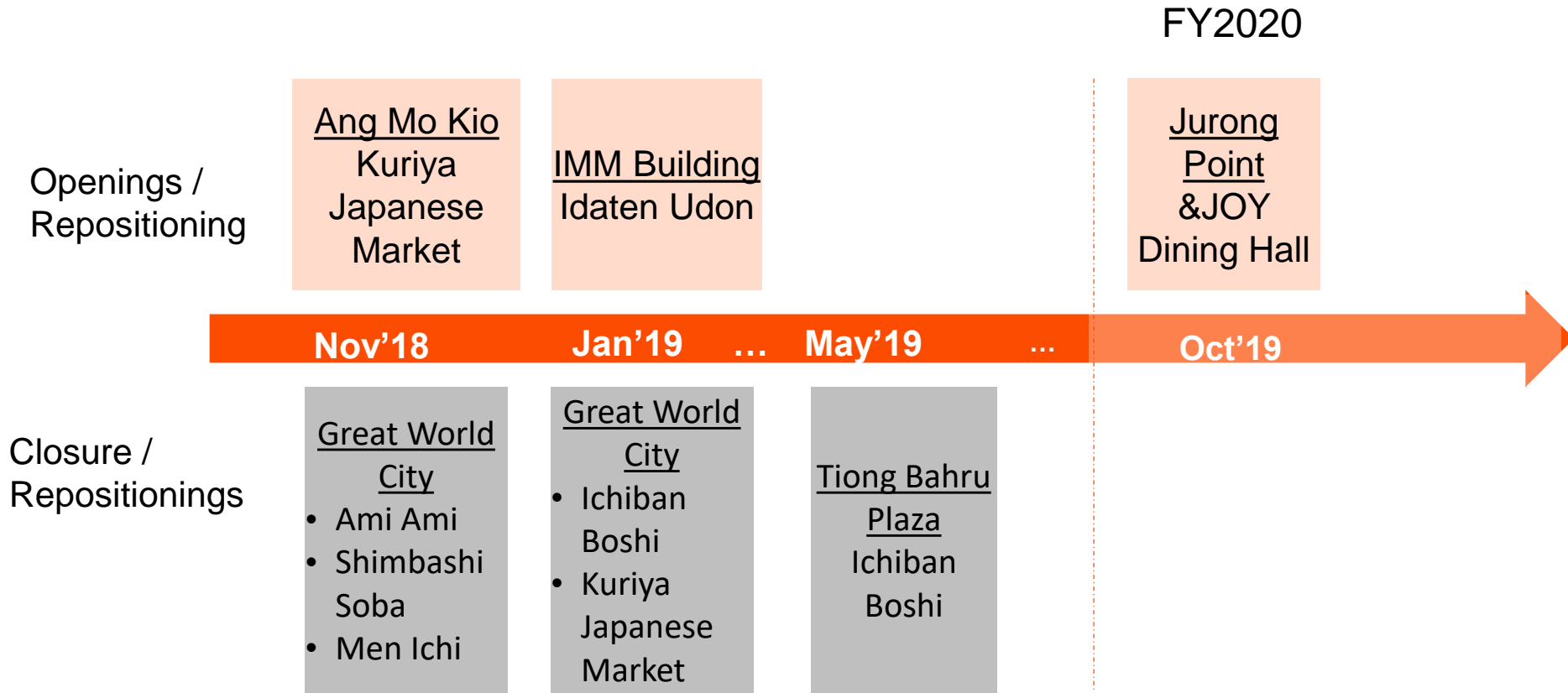


# Consolidated Statements of P&L

	<b>Group</b>		
	<b>FY2019</b>	<b>FY2018</b>	<b>Increase/ (decrease)</b>
	<b>S\$'000</b>	<b>S\$'000</b>	<b>%</b>
<b>Revenue</b>	141,004	142,294	(0.9%)
Other operating income	2,751	1,253	119.6%
Raw materials and consumables used	(38,702)	(39,238)	(1.4%)
Changes in inventories	(220)	106	<i>N.M.</i>
Employee benefits expense	(49,060)	(49,594)	(1.1%)
Depreciation expense	(8,062)	(8,527)	(5.5%)
Operating lease expenses	(24,933)	(24,399)	2.2%
Utilities expenses	(4,350)	(4,080)	6.6%
Finance costs	(288)	(349)	(17.5%)
Other operating expenses	(9,697)	(9,538)	1.7%
Other expenses	(3,099)	(2,637)	17.5%
<b>Profit before income tax</b>	<b>5,344</b>	<b>5,291</b>	<b>1.0%</b>
Income tax expense	(1,365)	(1,723)	(20.8%)
<b>Profit net of income tax</b>	<b>3,979</b>	<b>3,568</b>	<b>11.5%</b>



# Operational Events in FY2019





# Our Revenue Breakdown

## Business Segments

(S\$ millions)



FY2016

FY2017

FY2018

FY2019

■ Full-Service Restaurants

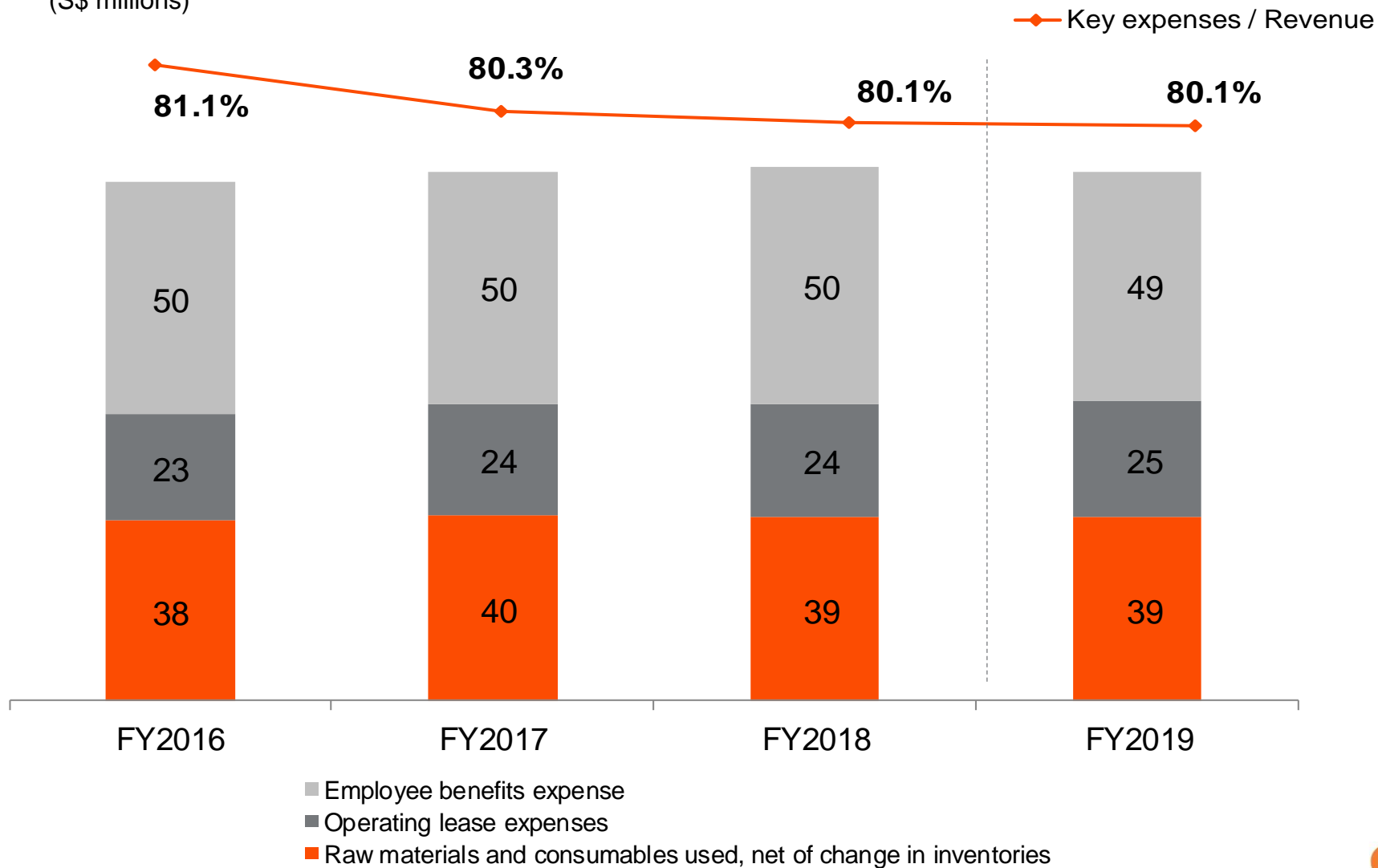
■ Quick-Service Restaurants, Convenience and Others



# Key Expenses

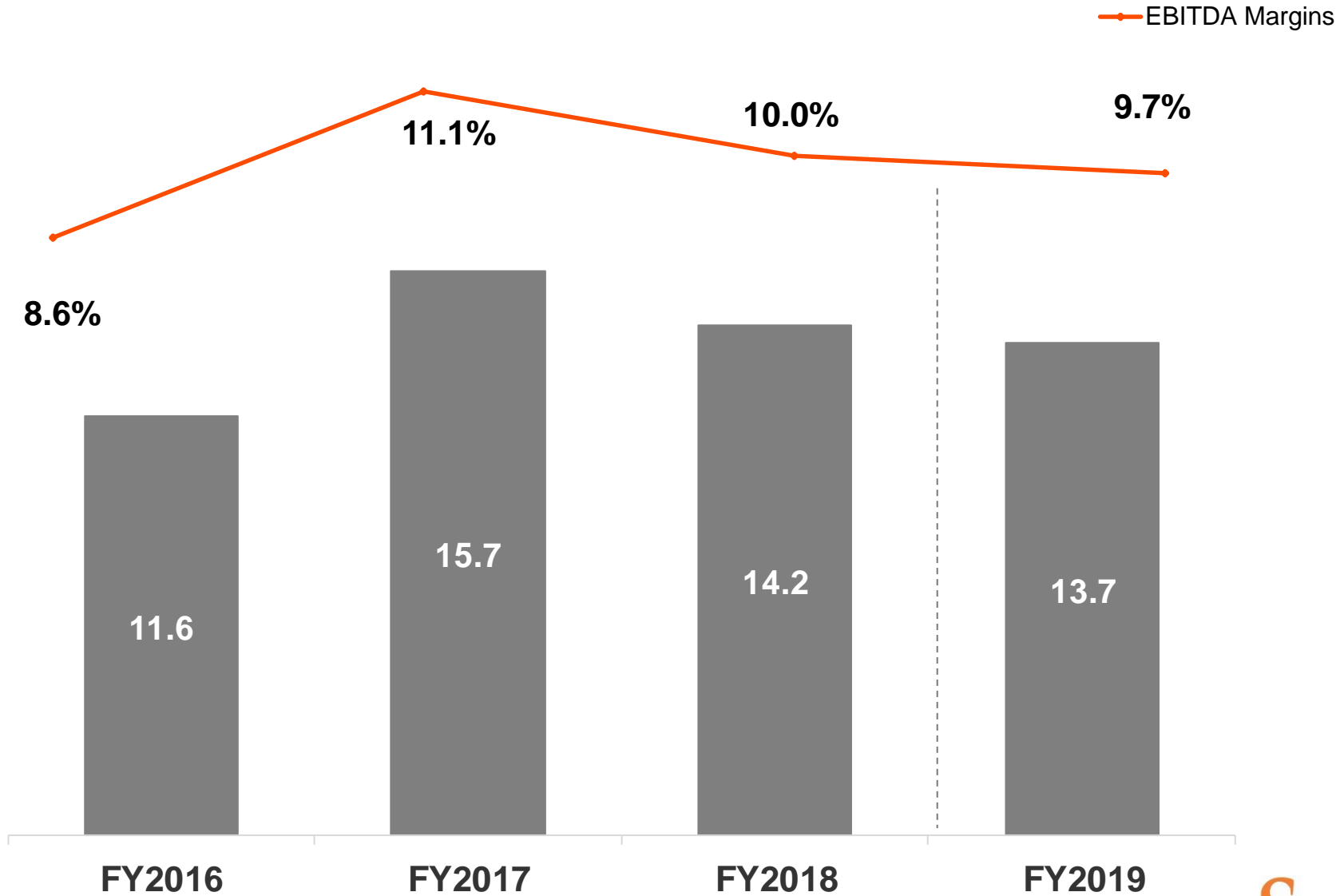
## Selected Figures

(S\$ millions)



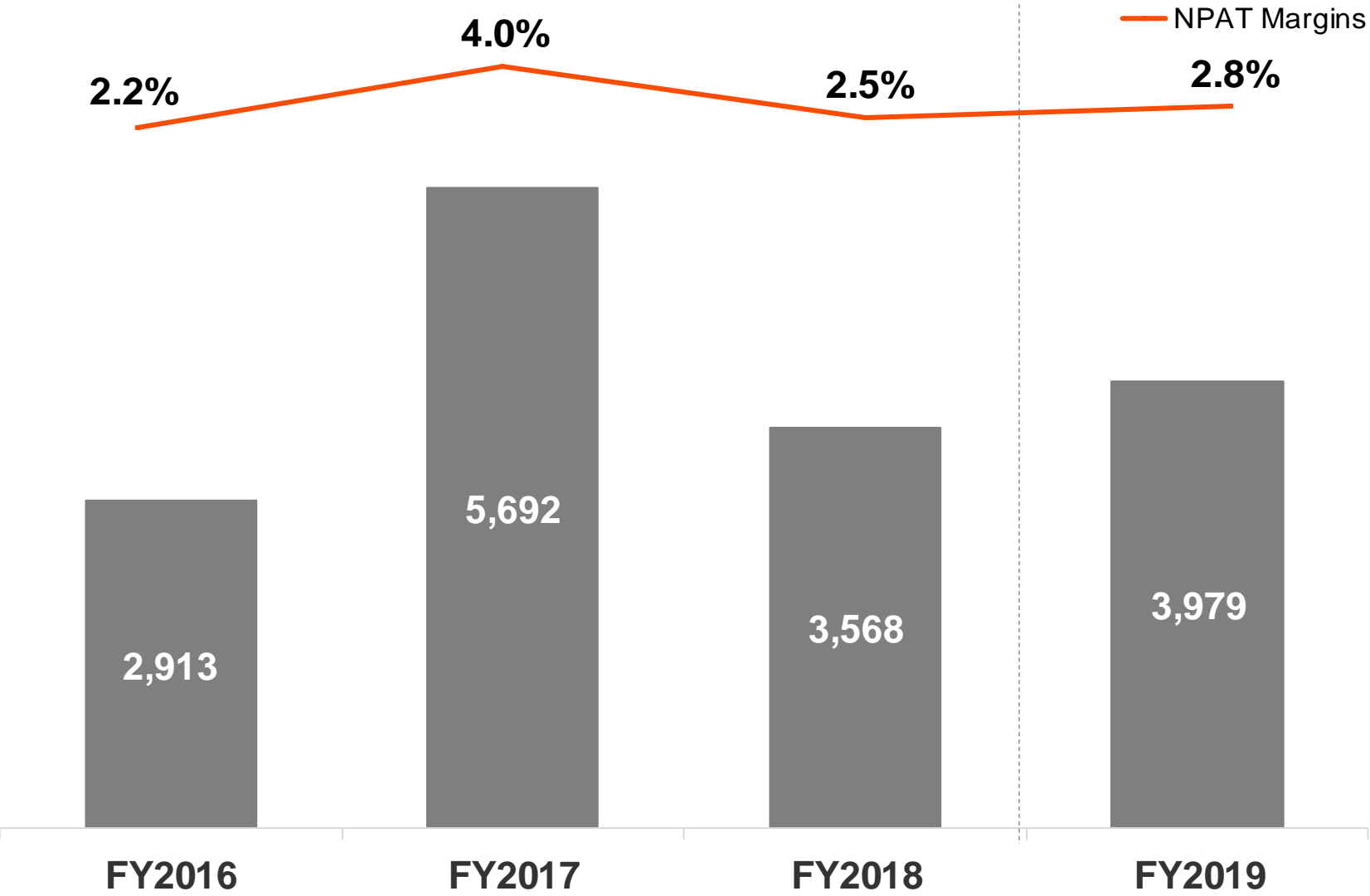
# Our Profitability

EBITDA (\$\$ millions)



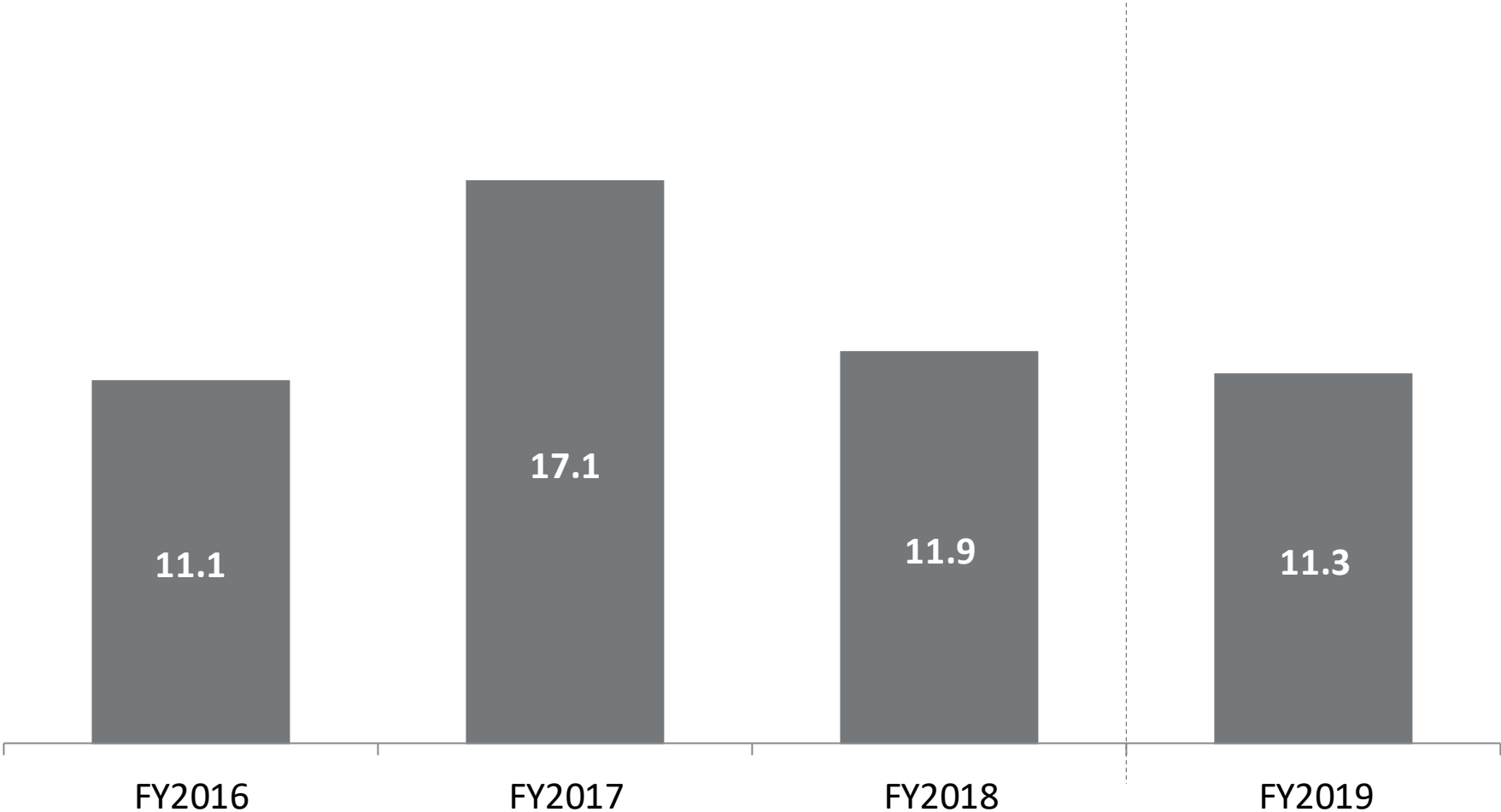
# Our Profitability

Profit net of income tax  
(S\$' 000)



# Cash Flows

**Net Cash generated from operating activities**  
(S\$ millions)



# Statement of Financial Position of Our Group

	As at 30 Jun 2019 <u>S\$'000</u>		As at 30 Jun 2019 <u>S\$'000</u>
<b>ASSETS</b>		<b>EQUITY &amp; LIABILITIES</b>	
<b>Non-Current Assets</b>		<b>Equity attributable to owners of the parent</b>	
Property, Plant and Equipment, total	33,711	Share capital	32,307
Investment in Subsidiaries	-	Merger Reserve	(18,149)
Deferred tax assets	-	Retained earnings	24,115
Goodwill	-	Foreign currency translation reserve	(55)
		Equity attributable to owners of the parent	38,218
Other assets, non current	<u>3,027</u>	Non-controlling interest	<u>36</u>
<b>Total non-current assets</b>	<b>36,738</b>	<b>Total equity</b>	<b>38,254</b>
<b>Current Assets</b>		<b>Non Current Liabilities</b>	
Inventories	2,896	Deferred taxation	1,206
Trade debtors & Other Receivables, current	2,627	Provision, non-current	1,632
Other financial assets, current	-	Other financial liabilities, non-current	9,353
Other assets, current	3,766	<b>Total non-current liabilities</b>	<u>12,191</u>
Cash and bank balances	<u>18,183</u>	<b>Current Liabilities</b>	
<b>Total current assets</b>	<b>27,472</b>	Income tax payable	1,689
		Trade and other payables, current	11,363
<b>Total Assets</b>	<b><u>64,210</u></b>	Other financial liabilities, current	626
		Other liabilities	87
		<b>Total current liabilities</b>	<u>13,765</u>
		<b>Total Liabilities</b>	<u>25,956</u>
		<b>Total equity &amp; liabilities</b>	<b><u>64,210</u></b>



# Dividends

**FY2019**

**40.0%**

**0.45cent**

Dividend Payout Ratio

Dividend Per Share

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**FY2018**

**39.6%**

**0.40cent**

Dividend Payout Ratio

Dividend Per Share



# Jurong Point Revitalised



# Shokutsu Ten into & JOY Dining Hall at Jurong Point



# Opening activities on 19<sup>th</sup> & 20<sup>th</sup> Oct



# New Trendy Concepts



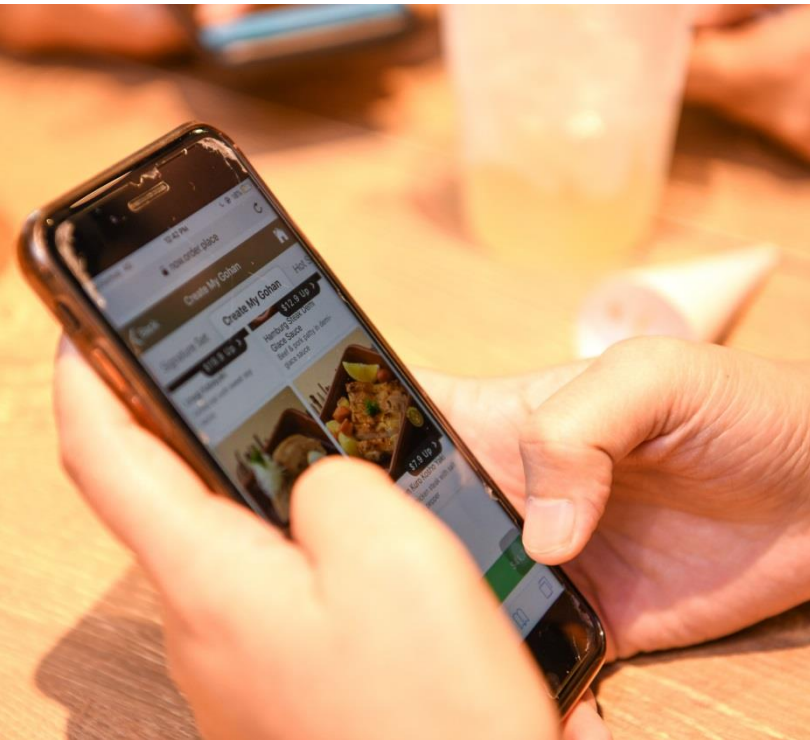
**& Partner Brands**



# Re-targeting Youths & Family Crowd



# Digitalisation: BYOD (Bring-your-own-Device) Ordering



**Order at your comfort with assistance by helpful “Angels”**



# Increasing Social Media Presence

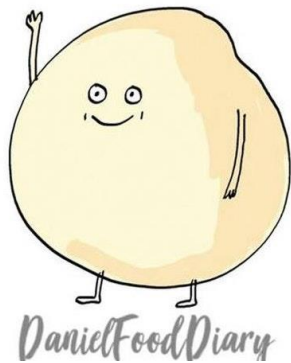
**Daniel's Food Diary**  
October 17 at 7:21 PM · 🌐

[NEW] &JOY Dining Hall – Brand NEW Japanese Food Hall At Jurong Point, With Famous Osaka Ramen & Beef Rice  
<https://danielfooddiary.com/2019/10/17/njoy>  
8 different Japanese concepts at one place. SHARE with a friend at JURONG!



DANIELFOODDIARY.COM  
&JOY Dining Hall – Famous Tomato Cheese Ramen, Osaka And More, At NEW Japanese Food Hall At Jurong Point

👍 🍕 🍔 You :



**SethLui.com**  
October 18 at 12:00 PM · 🌐

Craving your Japanese food fix? Mark your calendars, and head over to &JOY Dining Hall with your foodie friends, because now you can eat your way through Japan without even leaving Singapore.

Follow us:  
Instagram: <https://instagram.com/sethluicious>  
Fb group: Food Appreciation & Events Club Singapore  
Telegram group: <https://t.me/sethlui>



SETHLUI.COM  
Eat Your Way Through Japan With 5 New Concepts At &JOY Dining Hall In Jurong Point



Releasing on 15<sup>th</sup> Nov



& more...



# Future Plans



# GWC outlets: Targeting to Reopen in Feb 2020 after Mall Revamp



Images for illustration purposes

**Coming up next,  
Grand Ichiban Boshi x &JOY Dining Hall  
at Great World City**



RE&S

**Thank You**