

Kimly reports a net profit of S\$14.8 million for 1H FY2025

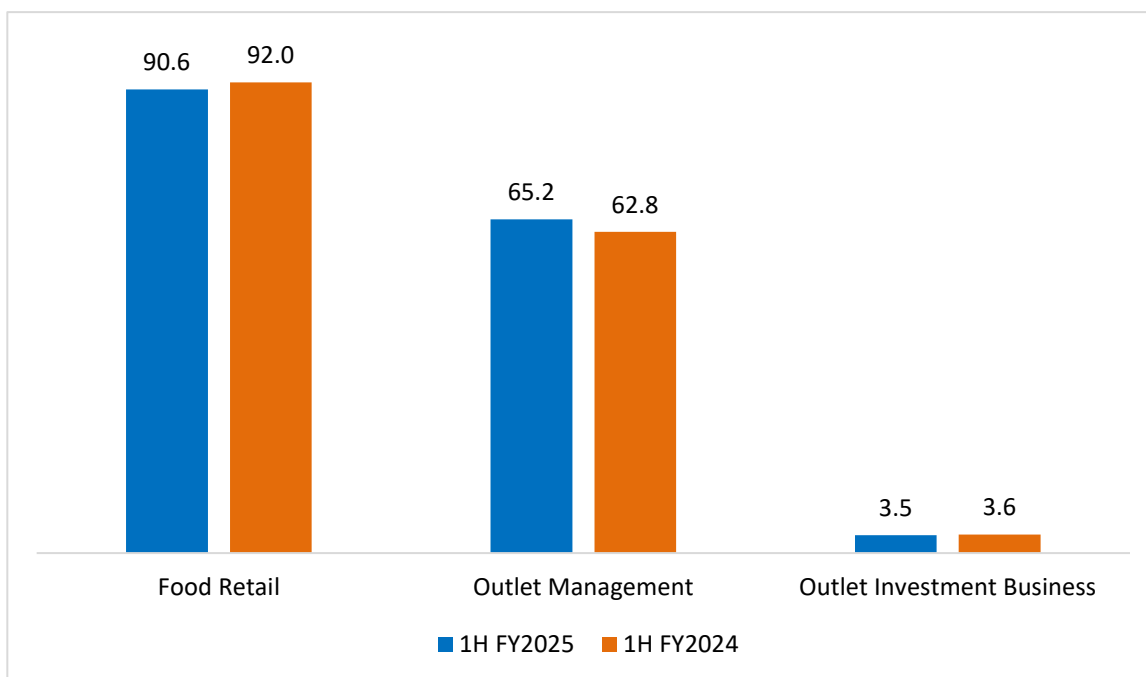
- Revenue increased marginally by 0.5% to S\$159.3 million mainly due to higher revenue contribution from Outlet Management Division
- Declared an interim dividend of 1.00 Singapore cent per share
- The Group remains committed to its growth strategy, with a focus on expanding the network of outlets across Singapore

SINGAPORE, 14 May 2025 – SGX Catalist-listed Kimly Limited (“金味有限公司”) (“**Kimly**” or the “**Company**” and together with its subsidiaries, the “**Group**”), one of the largest traditional coffeeshop operators in Singapore, reported its financial results for the half year ended 31 March 2025 (“**1H FY2025**”).

S\$ 'million	1H FY2025	1H FY2024	% Change
Revenue	159.3	158.5	0.5
Gross profit	43.8	44.1	(0.8)
Gross profit margin	27.5%	27.8%	(0.3 p.p)
EBITDA*	45.4	45.0	0.7
EBITDA after depreciation of right-of-use assets and interest expense on lease liabilities	21.9	24.2	(9.7)
Net profit after tax attributable to the owners of the Company	14.8	17.5	(15.6)

*Earnings Before Interest (interest income and interest expense), Taxes, Depreciation and Amortisation (“**EBITDA**”)

The revenue breakdown (in S\$'million) by different business divisions is highlighted below:



The Group recorded a 0.5% increase in revenue to S\$159.3 million in 1H FY2025, up from S\$158.5 million in 1H FY2024. This growth was primarily driven by higher contributions from the Outlet Management division. The increase was supported by the opening of one coffee shop, one food court, and one industrial canteen in FY2024, as well as the addition of another coffee shop in 1H FY2025. Furthermore, revenue from cleaning services rose following the securing of new cleaning contracts. However, this growth was partially offset by the closure of a coffee shop and an industrial canteen in FY2024, along with reduced contributions from existing coffee shops.

The Group's Food Retail Division reported a revenue decline of S\$1.4 million, bringing revenue to S\$90.6 million in 1H FY2025. This decrease was mainly attributed to lower contributions from existing food stalls and outlets, the closure of eight underperforming food stalls and one restaurant in FY2024, as well as an additional four underperforming stalls in 1H FY2025. However, the impact was partially mitigated by the opening of 11 new stalls and outlets in FY2024, along with eight more in 1H FY2025.

Cost of sales rose by S\$1.2 million to S\$115.5 million in 1H FY2025. As a percentage of revenue, cost of sales also rose by 0.3 percentage points, from 72.2% in 1H FY2024 to 72.5% in 1H FY2025, mainly due to higher payroll costs and increased depreciation of right-of-use assets. As a result, the Group's gross profit fell by 0.8% to S\$43.8 million, with the gross profit margin narrowing by 0.3 percentage points to 27.5%.

Administrative expenses increased by S\$1.0 million to S\$15.2 million in 1H FY2025, mainly due to higher depreciation of property, plant and equipment and right-of-use assets. Finance costs rose by S\$1.3 million to S\$3.1 million in 1H FY2025, primarily due to higher interest rates upon lease renewals in FY2024, which resulted in increased interest expenses from the unwinding of lease liabilities.

As a result of the above, the Group's net profit attributable to the owners of the Company decreased by 15.6% from S\$17.5 million in 1H FY2024 to S\$14.8 million in 1H FY2025. The Group generated S\$36.6 million in net cash from operating activities in 1H FY2025 as compared to S\$40.2 million in 1H FY2024. As at 31 March 2025, the Group had S\$76.4 million in cash and cash equivalents (30 September 2024: S\$98.5 million). The decrease was mainly due to the payment of the final dividend of S\$12.4 million in February 2025 and the purchase of a coffee shop property located at Block 204 Serangoon Central of S\$12.5 million (net of prepayment made in FY2024) in March 2025.

Despite the challenging economic environment, the Group has declared an interim dividend of 1.00 Singapore cent per share as a gesture of appreciation for the shareholders' continued loyalty and support.

Outlook

The F&B industry continues to face a challenging environment, with rising rental, raw material, and utility costs putting pressure on profitability. A persistent manpower shortage, compounded by local workforce constraints, stringent foreign worker policies, and rising wages under the Progressive Wage Model, has further escalated labour costs. Geopolitical uncertainties and inflationary pressures are also expected to dampen consumer confidence and spending.

The Group remains committed to staying responsive to evolving consumer needs by investing in research and development, enhancing the capabilities of its central kitchens through advanced technologies to drive greater efficiency and productivity, and delivering innovative products. It will continue to monitor the business landscape closely and adapt its strategies to maintain competitiveness.

The Directors of Kimly, said, **“As part of our strategy to strengthen market presence, the Group entered into a joint venture agreement in February 2025 to manage a short term HDB lease for the coffee shop located at Block 206 Toa Payoh. Additionally, we completed the acquisition of a coffee shop at Block 204 Serangoon Central, with operations having commenced in April 2025. These initiatives are in line with our continued efforts to expand our network in high-footfall, strategically located areas.**

The business environment remains challenging, intensified by ongoing inflationary pressures. Recent escalations in trade tensions and the imposition of reciprocal tariffs have added further complexity. We are proactively navigating these challenges, staying ahead of the curve by closely monitoring developments and adapting our strategies to maintain resilience in an ever-evolving landscape.”

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About Kimly Limited

Kimly Limited (“金味有限公司”) is one of the largest traditional coffeeshop operators in Singapore with more than 30 years of experience. The Group operates and manages an extensive network of 88 food outlets, 179 food stalls, 11 Tonkichi and Tenderfresh restaurants and 4 Tenderfresh kiosks across the heartlands of Singapore. It also operates Central Kitchen that supplies sauces, marinades and semi-finished food products to its food stalls, which enables it to have better control over its business processes and generate cost savings. Tenderfresh Group’s central kitchen also engaged in manufacturing, processing and sale of food products to customers.

Its Food Retail Division comprises Mixed Vegetable Rice, Teochew Porridge, Dim Sum, Seafood “Zi Char”, Japanese Food and Western Food operates within the Group’s coffeeshops, third party brand’s coffeeshops, food courts, F&B kiosks and full-service restaurants. These food products are also available for online ordering through multiple delivery platforms.

**Issued for and on behalf of Kimly Limited
by Woodnote Consulting**

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This press release has been reviewed by the Company’s sponsor, PrimePartners Corporate Finance Pte. Ltd. (the “Sponsor”). It has not been examined or approved by the Singapore Exchange Securities Trading Limited (the “Exchange”) and the Exchange assumes no responsibility for the contents of this document, including the correctness of any of the statements or opinions made or reports contained in this document.

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