

Annual General Meeting

RE&S



IMPORTANT NOTICE

RE&S HOLDINGS LIMITED ANNUAL GENERAL MEETING

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AGENDA

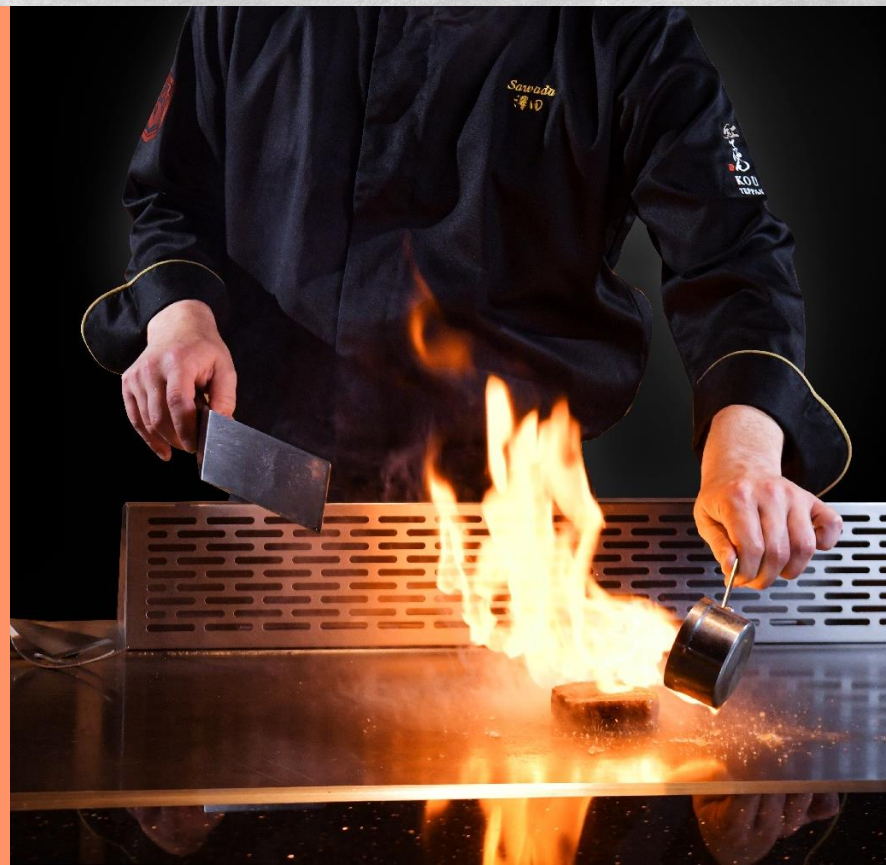
- Our Financial Performance
- Review & Outlook
- What's Next
- FAQ



Our Financial Performance

Lim Shyang Zheng

Chief Operating Officer



RE&S Group – FY2023 vs FY2022

	Group		
	FY2023	FY2022	<i>Increase / (decrease)</i>
	S\$'000	S\$'000	%
Revenue	174,057	154,835	12.4%
Raw materials and consumables used	(47,494)	(43,538)	9.1%
Other operating income	3,730	7,205	(48.2%)
Employee benefits expense	(60,665)	(51,613)	17.5%
Utilities expenses	(6,373)	(4,846)	31.5%
Depreciation of property, plant and equipment	(6,711)	(6,336)	5.9%
Depreciation of right-of-use assets	(20,540)	(20,369)	0.8%
Other operating expenses	(20,628)	(18,083)	14.1%
Other expenses – Non-operating	(2,899)	(2,964)	(2.2%)
Finance costs	(2,579)	(2,988)	(13.7%)
Profit before income tax	9,898	11,303	(12.4%)
Income tax expense	(2,253)	(1,852)	21.7%
Profit, net of income tax	7,645	9,451	(19.1%)

Key Expenses

S\$ millions

Selected Figures

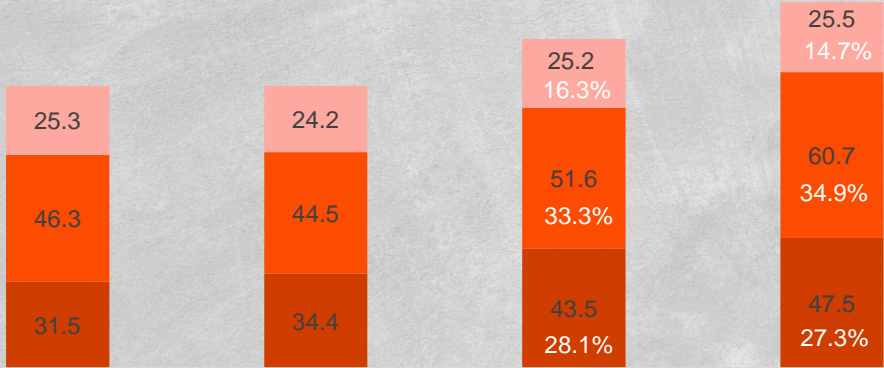
93.2%

80.6%

77.7%

76.9%

Key expenses / Revenue (%)



↑ 1.4% (YOY)

↑ 17.6% (YOY)

↑ 9.1% (YOY)

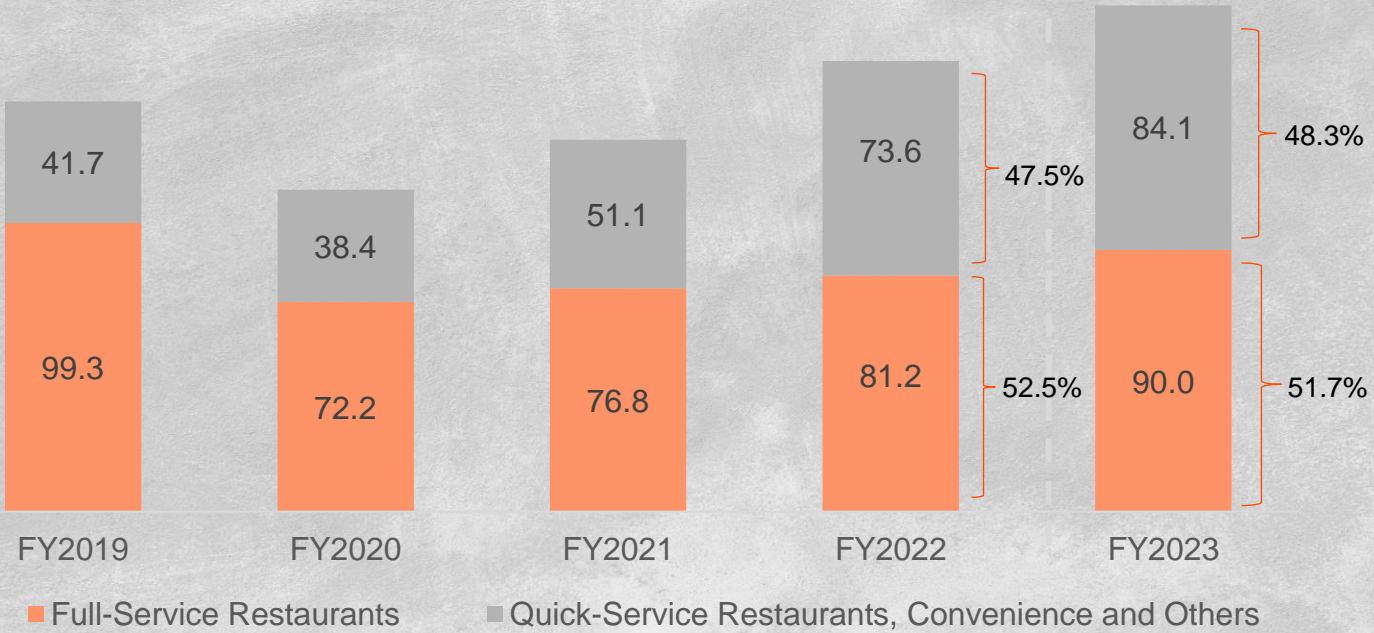
- Operating lease expenses
- Employee benefits expense
- Raw materials and consumables used, net of change in inventories

Notes:

1. Operating lease expenses is define as the summation of operating lease expenses, depreciation of right-of-use assets and lease-related expenses
2. % in the bar graph represents the % of individual expenses over revenue

Our Revenue Breakdown

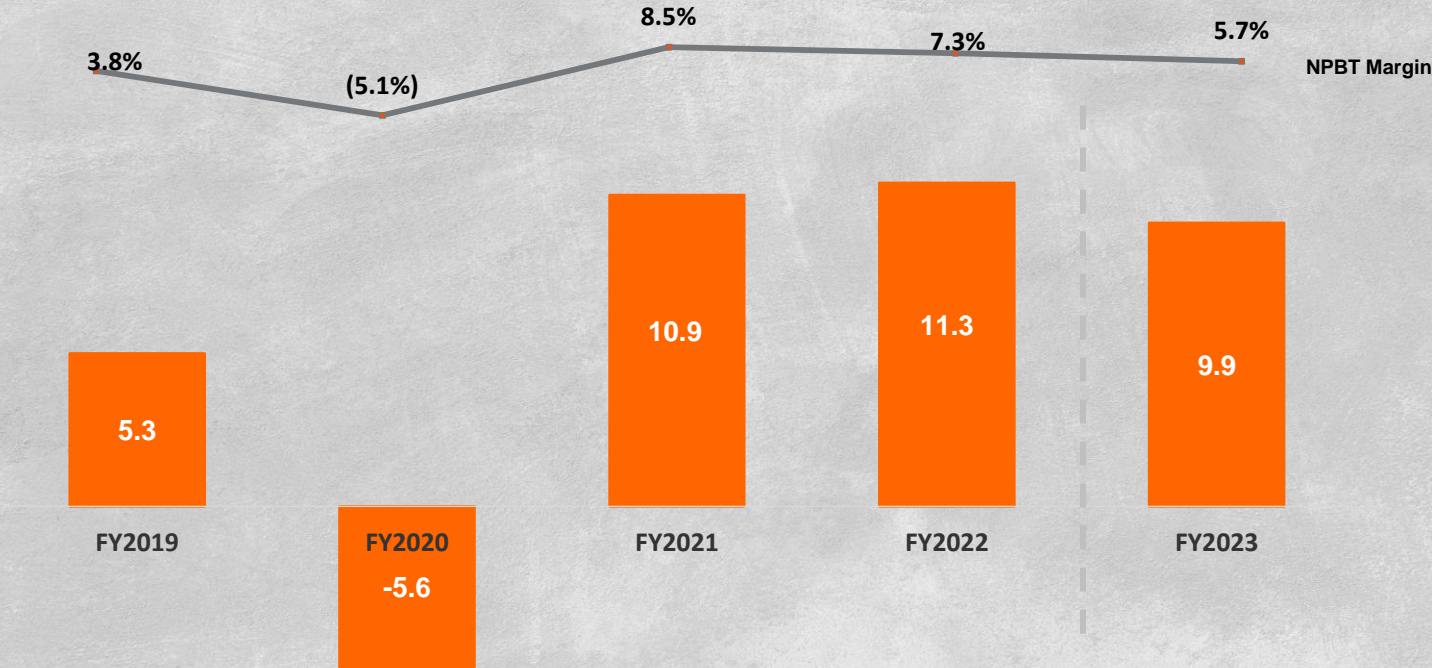
Business Segments
(S\$ millions)



Our Profitability

NPBT

(S\$ millions)



FY2023 profitability is inclusive of a JSS grant amounting to \$NIL (FY2022: \$4.2m, FY2021: \$6.2m)

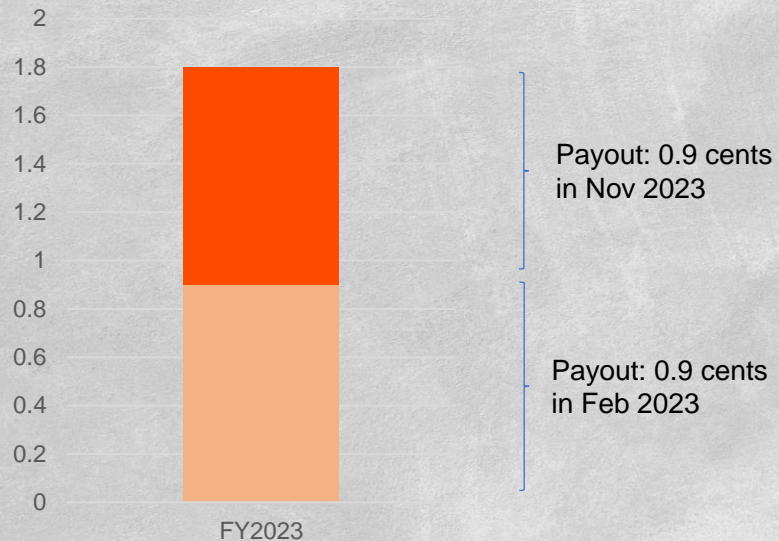
Statement of Financial Position of Our Group

	Group	
	30.06.2023	30.06.2022
	S\$'000	S\$'000
Non-current assets		
Property, plant and equipment	31,215	32,200
Right-of-use assets	72,961	58,398
Investment in subsidiaries	–	–
Other receivables, non-current	–	–
Other non-financial assets, non-current	6,159	4,532
Deferred tax assets	15	92
Total non-current assets	110,350	95,222
Current assets		
Inventories	4,276	3,820
Trade and other receivables, current	2,536	1,786
Other financial assets, current	6,155	4,178
Other non-financial assets, current	3,110	3,106
Cash and cash equivalents	17,618	24,595
Total current assets	33,695	37,485
Total assets	144,045	132,707

	Group	
	30.06.2023	30.06.2022
	S\$'000	S\$'000
Equity and liabilities		
Share capital	32,307	32,307
Merger reserve	-18,149	-18,149
Treasury shares	-42	–
Retained earnings	27,145	25,695
Foreign currency translation reserve	-219	-141
Total equity	41,042	39,712
Non-current liabilities		
Deferred tax liabilities	1,148	1,293
Provisions, non-current	1,585	1,521
Other financial liabilities, non-current	0	6,529
Lease liabilities, non-current	56,009	44,765
Total non-current liabilities	58,742	54,108
Current liabilities		
Income tax payable	2,193	1,244
Trade and other payables	19,720	17,329
Other financial liabilities, current	0	940
Other non-financial liabilities	32	46
Lease liabilities, current	22,316	19,328
Total current liabilities	44,261	38,887
Total liabilities	103,003	92,995
Total equity and liabilities	144,045	132,707

Dividend Payout

Cents / share



- Final (cents/share)
- Interim (cents/share)

1.8 cents
Dividend Per Share
(83.3% Dividend Payout Ratio)

Dividend Payout

Cents / share

2
1.8
1.6
1.4
1.2
1
0.8
0.6
0.4
0.2
0

FY2019

FY2020

FY2021

FY2022

FY2023

Interim (cents/share) Special (cents/share) Final (cents/share)



0

0.5

0.35

0.85

0.85

0.85

1.7 cents

0.9

0.9

1.8 cents



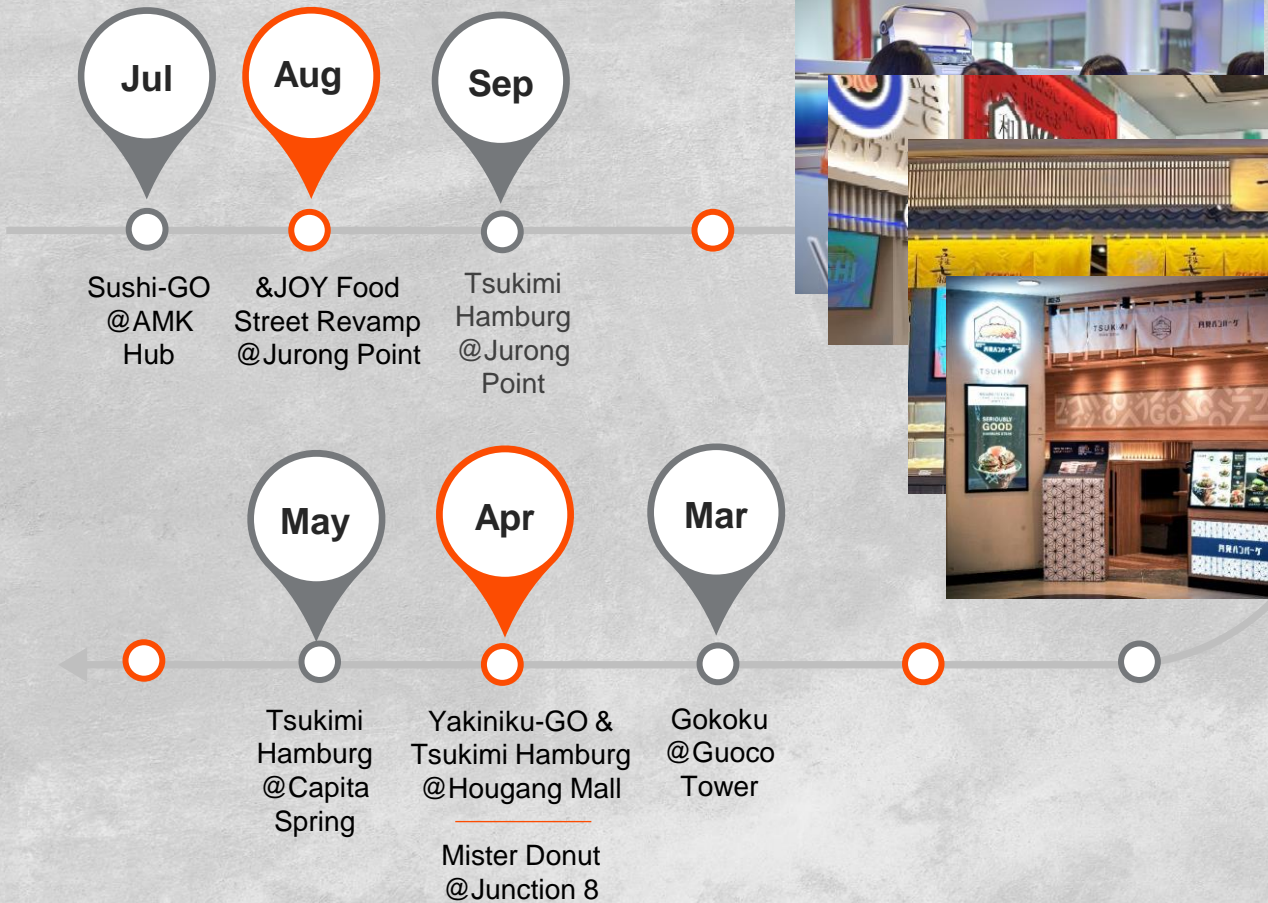
Review & Outlook

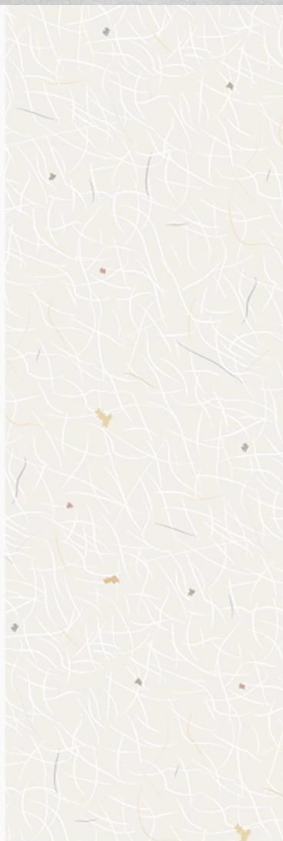
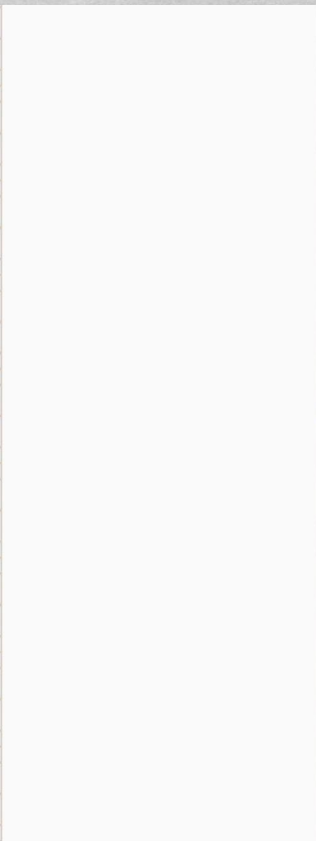
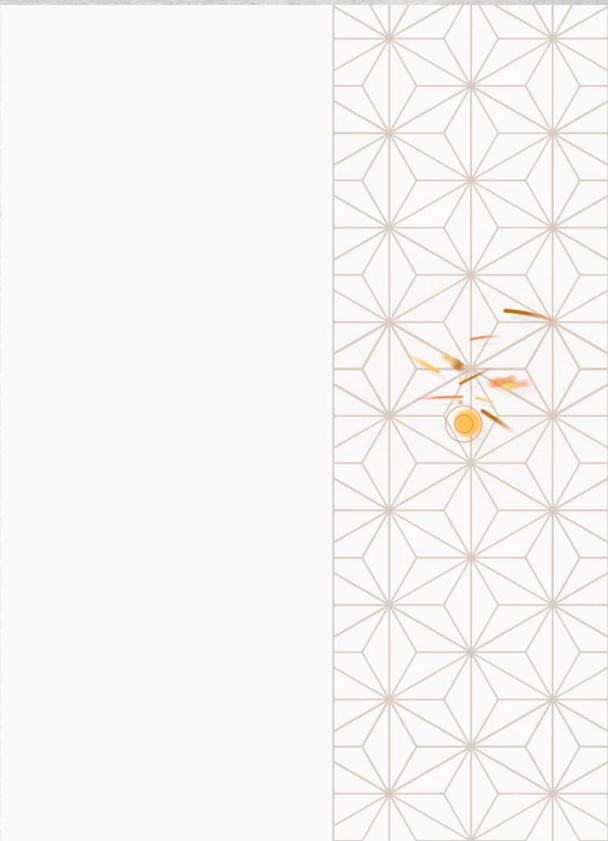
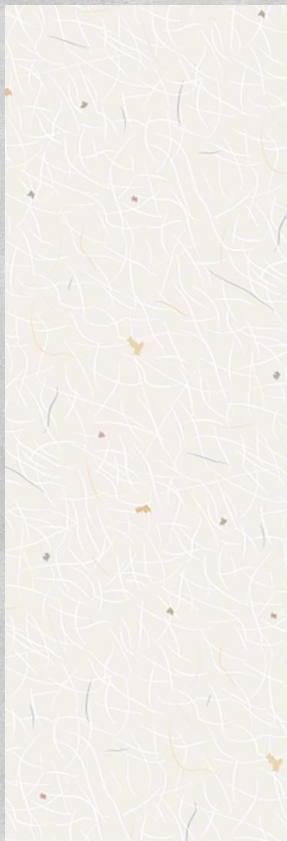
Fenton Foo

Chief Executive Officer



Major Outlet Updates in FY2023



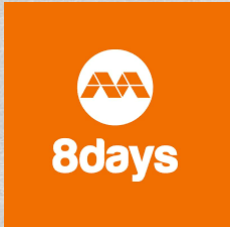




1st Mister Donut in Singapore



Media Coverage



8days.sg Exclusive: We Fly To The Mister Donut College In Osaka To See How New Employees Are...
We attend the Harvard of doughnuts in Japan to give you
www.8days.sg

https://www.8days.sg/eatanddrink/newsandreviews/8days-mister-donut-college-osaka-780281?cid=internal_mcdrecs_30042023_8days#mdcrecs_s



Doughnut chain Mister Donut to open at Junction 8 on May 21



and no more than four Pon de Ring doughnuts.
The doughnuts will be produced on site in small batches by staff who went for training at the Mister Donut Academy in Osaka.
While Mister Donut was founded in the United States in 1956, the chain became internationally famous after it was established in Japan in 1971. There are more than 900 stores across Japan.
Its launch in Singapore is a franchise brought in by local food and beverage company REAS Enterprises. REAS' stable of restaurant brands – which are focused on Japanese cuisine – include Ichiban Shokki, Shimizuhi Soba and Kurry Dining.
In July 2022, REAS Enterprises ran a Mister Donut pop-up at Jurong Point, which sold 83,000 doughnuts in one month.
The plan is to open at least nine stores here in three years, including larger-format cafe concepts with seating at some locations.

First Singapore outlet of MISTER DONUT OPENS officially on May 21!

an Junction 8 on 21
3 comments 53 shares
subject to "sold-out"



by rickblitz and 72 others
Remember Mister Donut's pop-up last month on its delectable bakes again, when sg opens its first Singapore outlet on May 21, new flavour!
our bio @hungrygwhere to find out where it's located and what you should order!

mothership.sg
Japan's Mister Donut opening at Junction 8 on May 21, prices from S\$2.30-S\$2.50

165 18 comments 62 shares

厨 KURIYA
Japanese Market
日本食品市場

いちばんの寿司
ichiban boshi

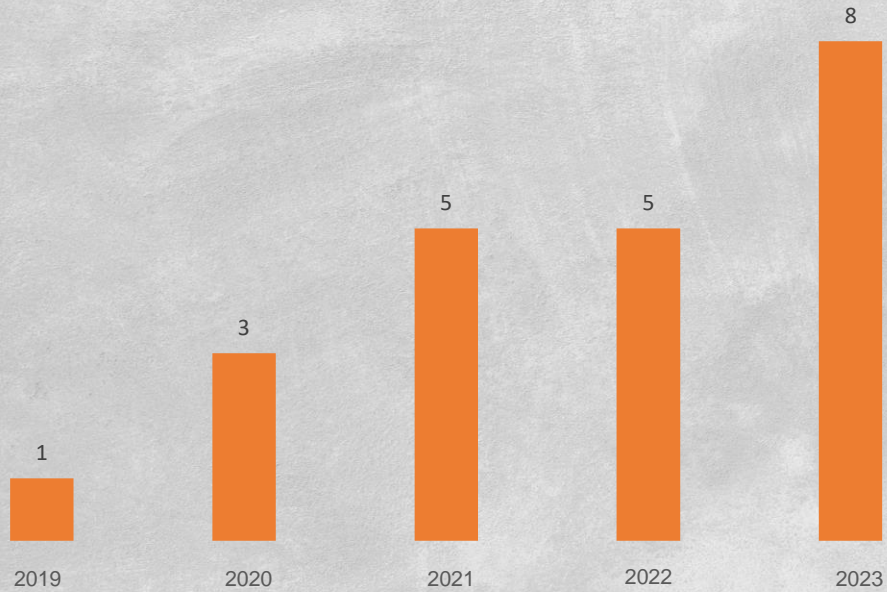


RE&S

What's Next?



Outlets
(Number)





心
手
包



KOU
TEPPAN



白
すし



HAKU
SUSHI



RE&S

Q&A



Q&A

Q1:

I note that the @Joy Dining Hall in Great World City Basement One was converted to Haku Sushi and Kou Teppan.

What is the rationale and thinking behind this change?

A1:

&JOY Dining Hall was started at the onset of Covid-19. We soon realised that the food hall business was unfavourable in terms of solving our labour challenges.

Recognising a gap in the overpriced omakase market then, we decided to make use of the Great World location to introduce Haku Sushi and Kou Teppan which offer an Affordable Luxury proposition at below \$100 per person.

Our average sales have almost doubled since the change in concept.



Q&A

Q2:

I note in 2H FY 2022 the Group's revenue has not kept up with the increase in employee benefits expenses. Are there plans to pass on the cost increase to the customers in the near term?

A2:

With costs rising on all fronts, a price increase is inevitable for our business to remain viable. The Group is highly committed to maintain our quality standards and dining experiences. We pledge to deliver value to our customers through better and more innovative products.



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Thank You