



Annual General Meeting

11th May 2020

Samuel Koh, Group Chief Executive Officer

Agenda

1. Navigating the Covid-19 Crisis
2. Looking Back at 2019
3. Moving into 2020



Navigating the Covid-19 Crisis

Supporting Customers

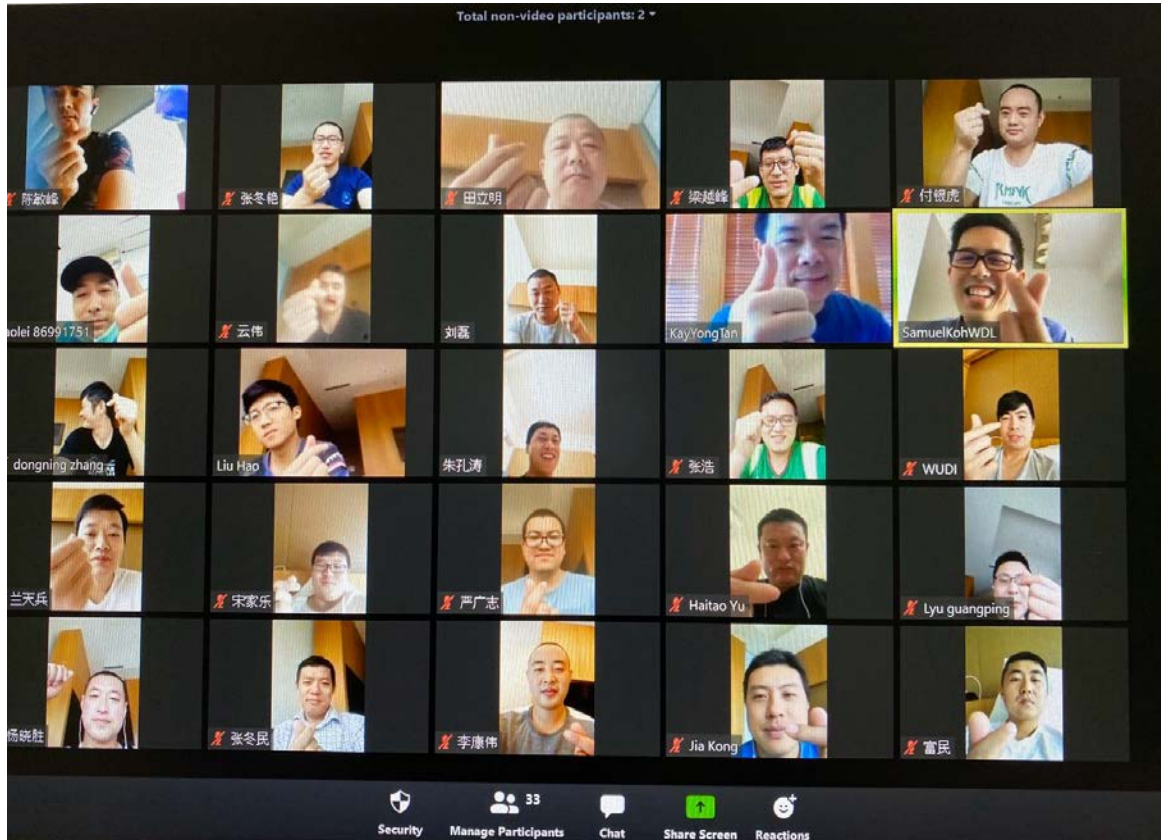


- **Activated business continuity plans** to ensure smooth business operations
- Increased shifts and other innovative solutions to **scale up food supplies** to **customers** during “Movement Control Orders” in Malaysia and “Circuit Breaker” in Singapore
- **Serving customers remotely** to minimize disruption to their businesses



Navigating the Covid-19 Crisis

Caring for our People



- Moved **employees** from **dormitories** in Singapore to **hotels** ahead of time
- Provided **lodging to employees** who used to commute daily from Malaysia to Singapore
- Provided front line production **employees** with **health supplements**



Navigating the Covid-19 Crisis

Contributing to our Community



- **>200,000 cans** of Yeo's drinks to healthcare teams, migrant workers in dormitories and various hospitals
- In collaboration with **Ng Teng Fong Charitable Foundation**



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Looking Back at 2019

Profit and Loss

S(\$m)	FY 19	FY 18	YoY (S\$)	YoY (%)
Revenue	\$364.3	\$348.6	\$15.7	4.5%
Net Profit	\$17.7	\$12	\$5.7	47.5%
Net Profit %	4.9%	3.4%	1.5pp	44.1%

- Revenue grew **\$15.7 million** or **+4.5%** compared to 2018 with higher sales in Singapore, Cambodia and China
- Net Profit after Tax increased by **\$5.7 million to \$17.7 million** boosted by one-off gains from property/ investment disposal



Looking Back at 2019

Balance Sheet

Consolidated Balance Sheet

S(\$m)	FY 19	FY 18	YoY (S\$)
Cash and cash equivalent	\$295.8	\$282.7	\$13.1
Borrowings excluding lease liabilities	-	-	-

- Cash and cash equivalent increased by \$13.1 million to **\$295.8 million**; no borrowings
- For 2019, paid/declaring a total of **4 cents dividends**, comprising 2 cents special and 2 cents final
- Strong cash balances to weather current economic downturn, **invest for growth** in core business



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Moving into 2020

Business Outlook



- Continued **softness** in consumer spending
- **Shifts** in consumer habits and **disruptions** in channels
- Negative impact on **Beverage** sales but positive lift for **Food** sales. Profit margins pressured
- **But**, window of **opportunity** to transform and ready organization to **accelerate** growth



Moving into 2020

Renewed Leadership Team



Daryl Ng

Chairman of
the Board



Samuel Koh

Group CEO
ex Coca-Cola/ Unilever



Tan Kay Yong

Supply Business
ex GlaxoSmithKline



Jerson Uy

Malaysia Market
ex P&G/ Mead Johnson



Angela Lu

Singapore Market
& Chief Growth Officer
ex Nestle/ Coca-Cola



Moving into 2020

Exciting Growth Ahead



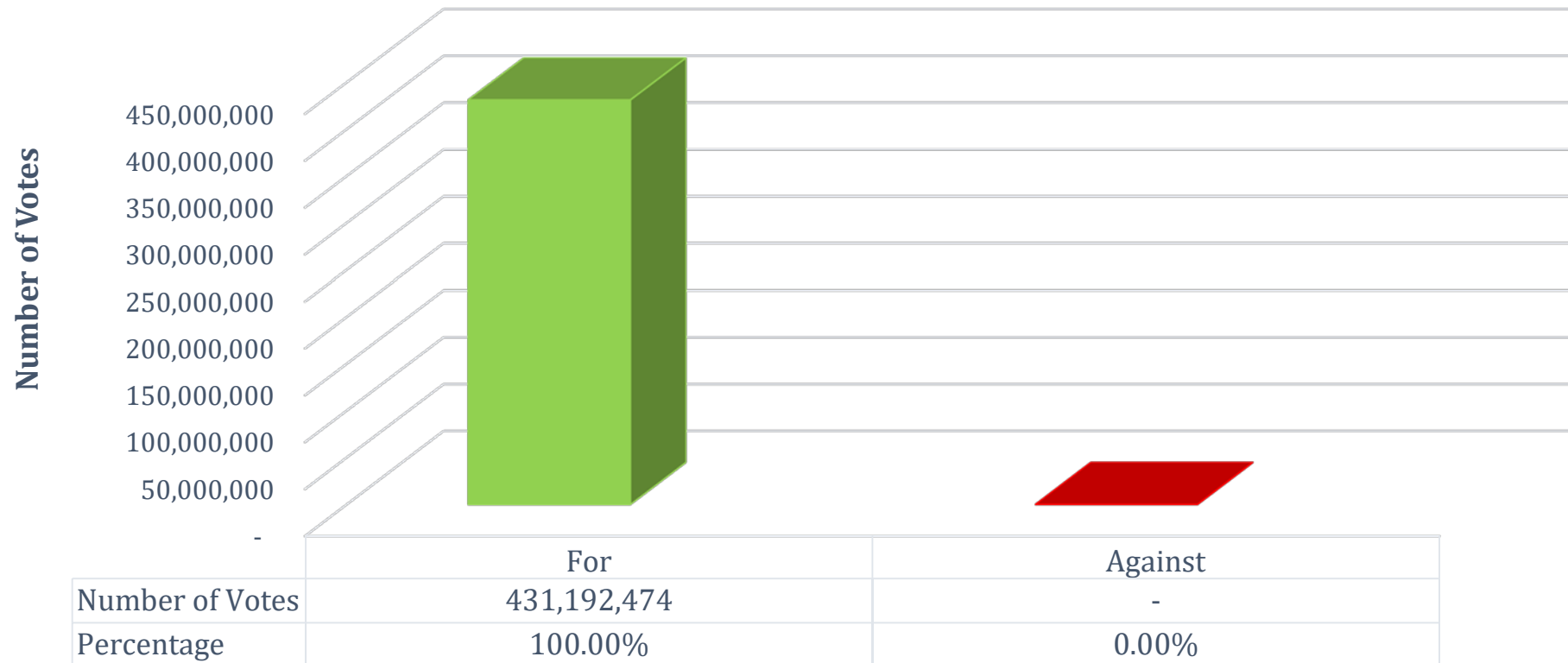
- **Confident** of sustainable **growth** in core business
- **Enjoy Category and Geographical Tailwinds**
- **Focus** to grow **CORE** Soy/ Plant Protein, Asian Drink/ Tea
- Drive **margin expansion** and **productivity**
- **Strong balance sheet** to invest for **growth** and pay out **dividend**



AGM Questions and Answers

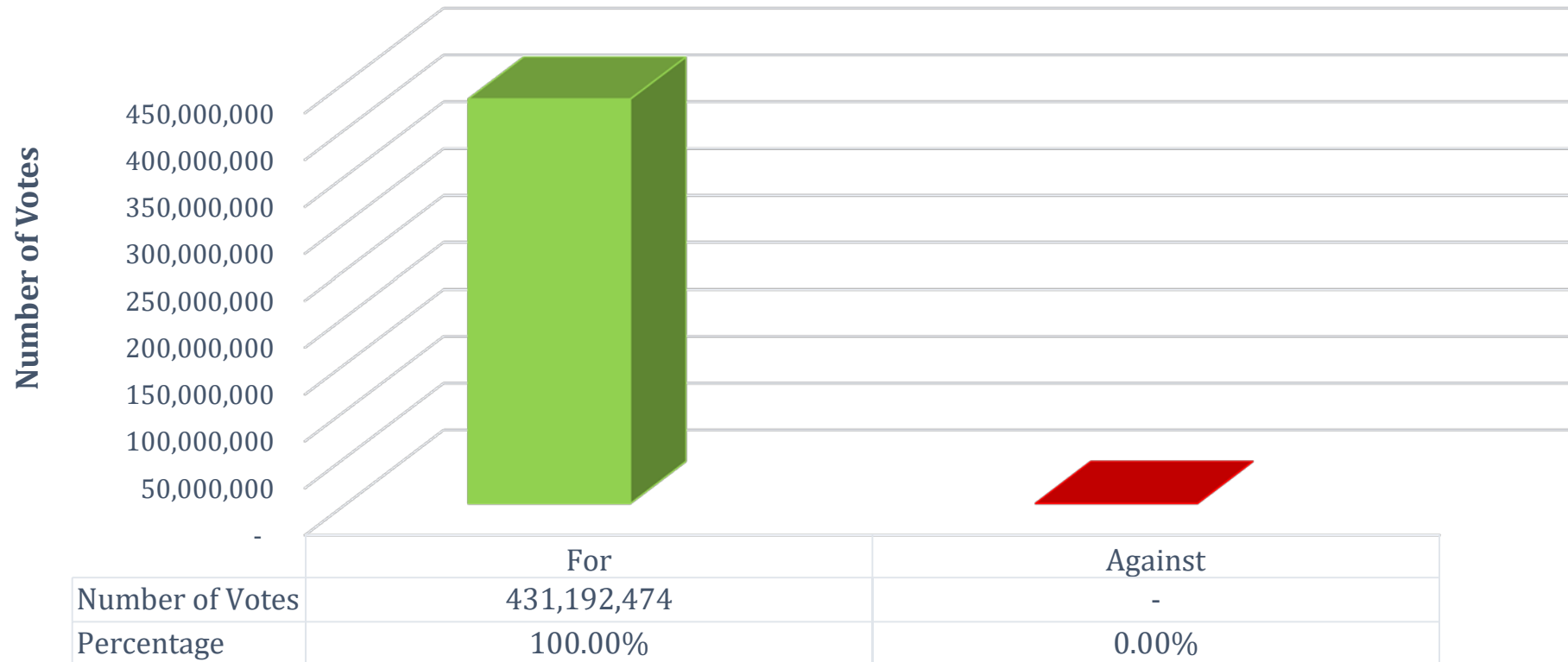
Ordinary Resolution 1

Adoption of Directors' Statement, Audited Financial Statements and Auditors' Report



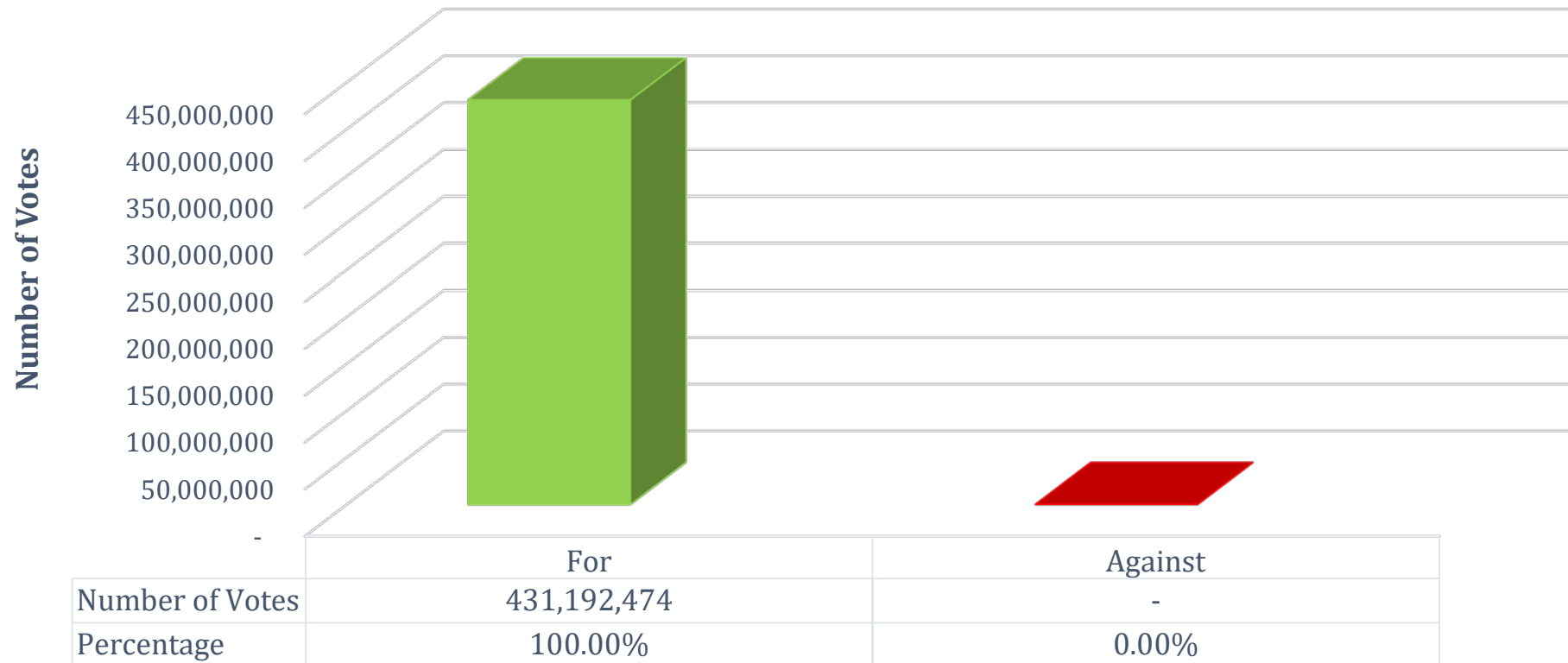
Ordinary Resolution 2

Declaration of final dividend and special dividend



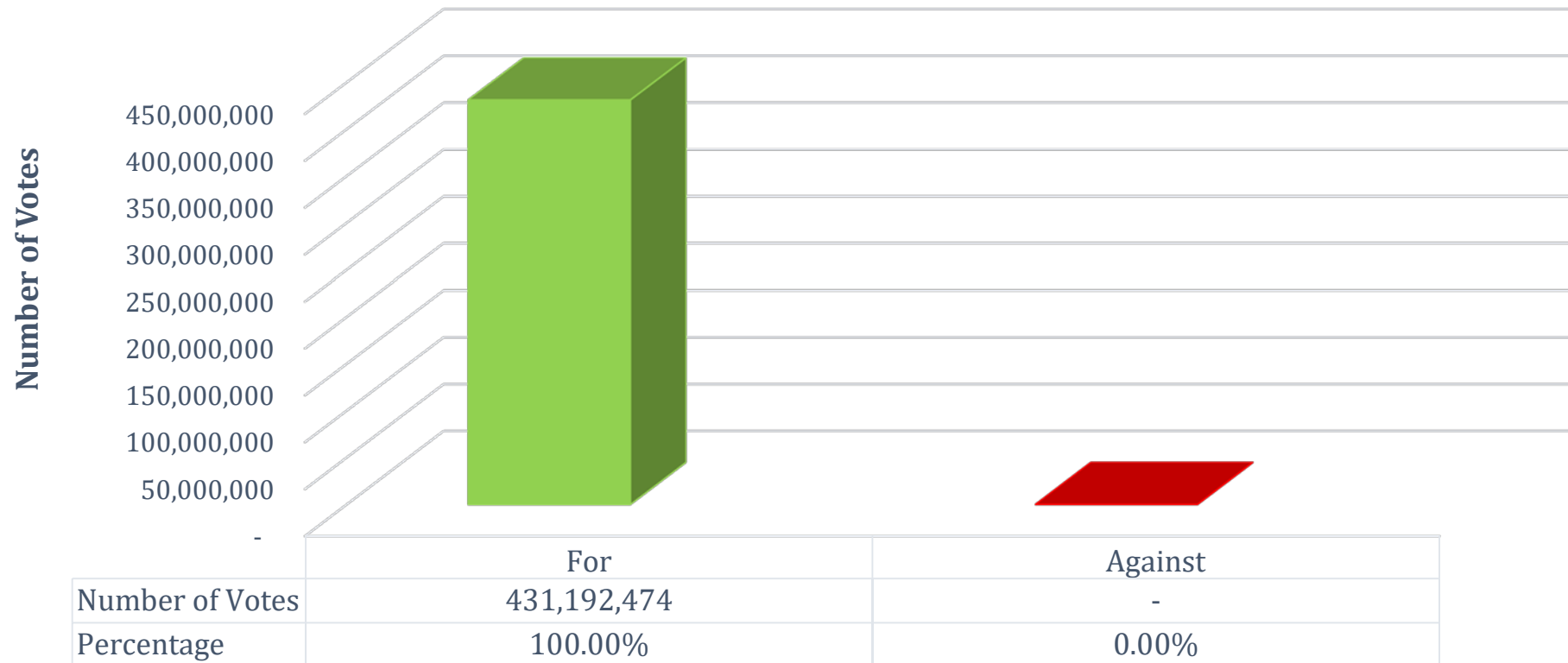
Ordinary Resolution 3

Approval of Directors' fees



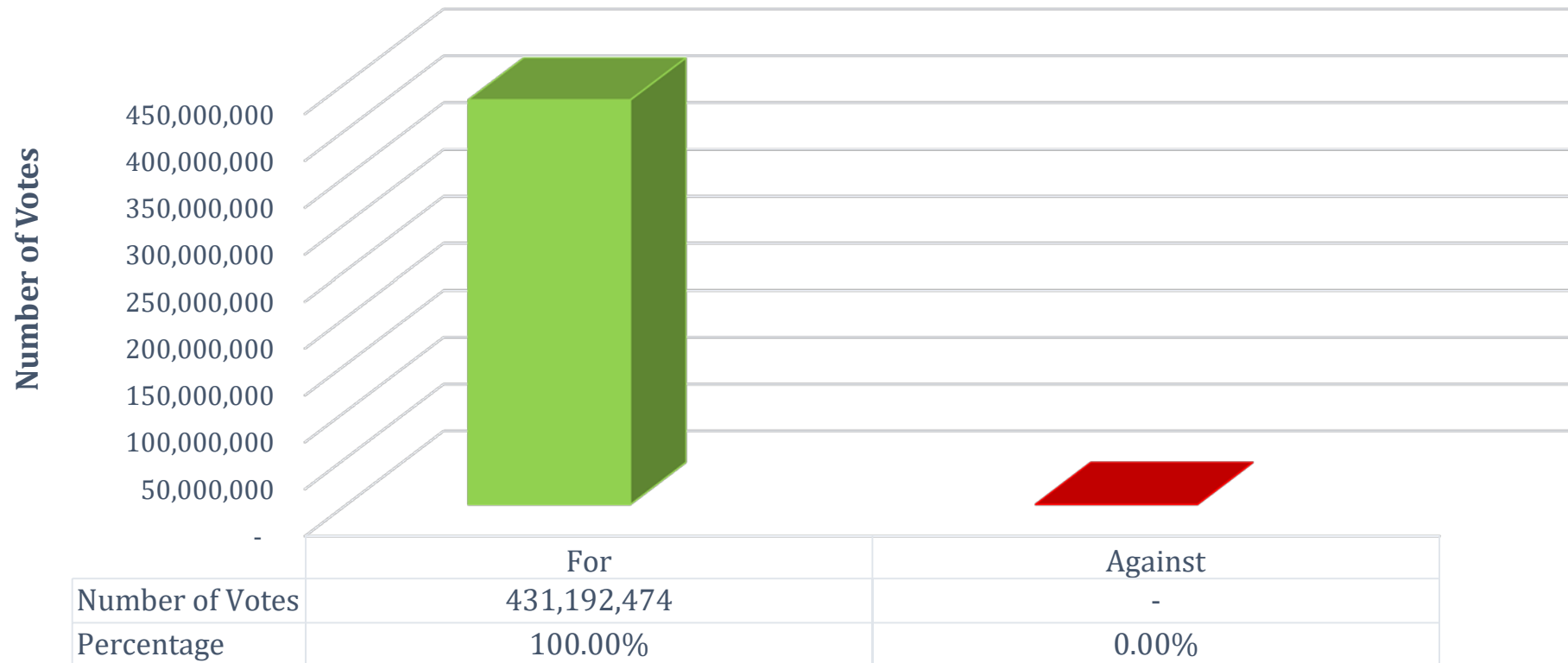
Ordinary Resolution 4

Re-election of Ms. Luo Dan as Director



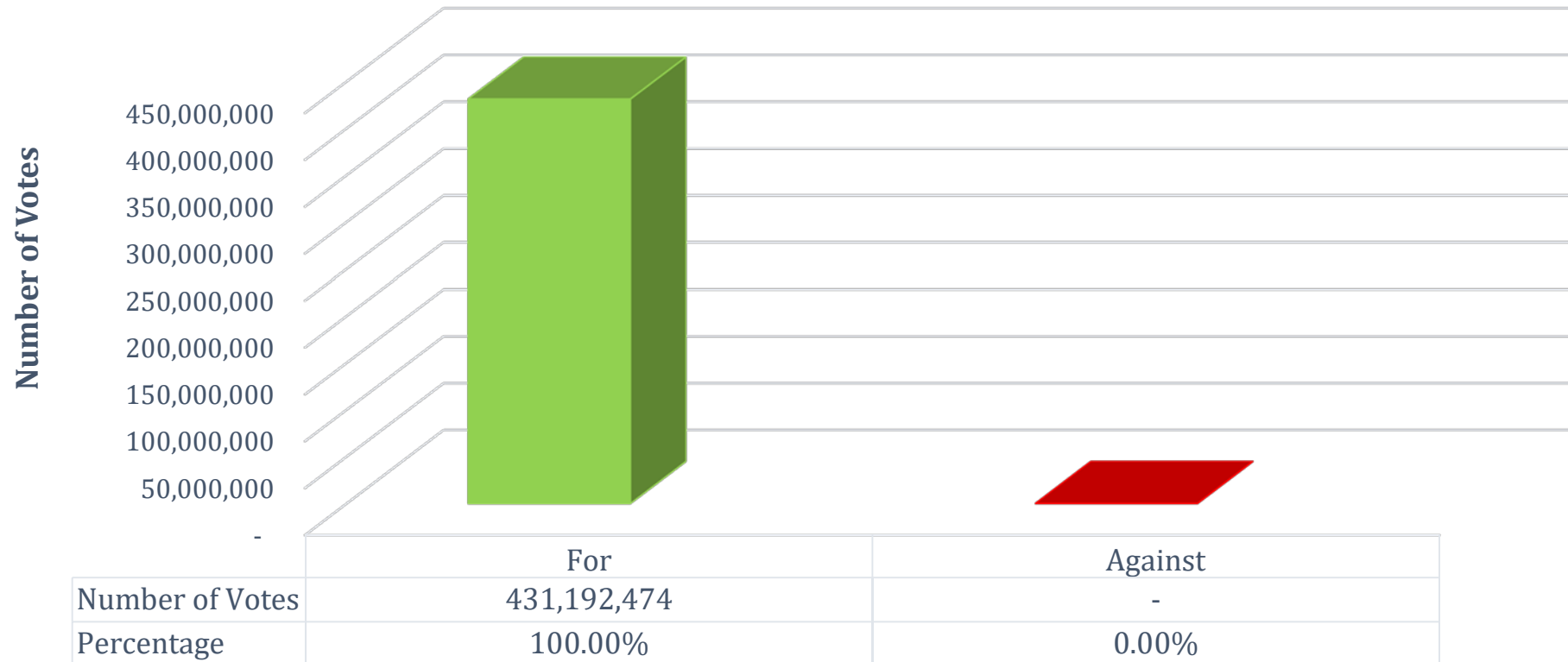
Ordinary Resolution 5

Re-election of Dr. Lim Su Lin as Director



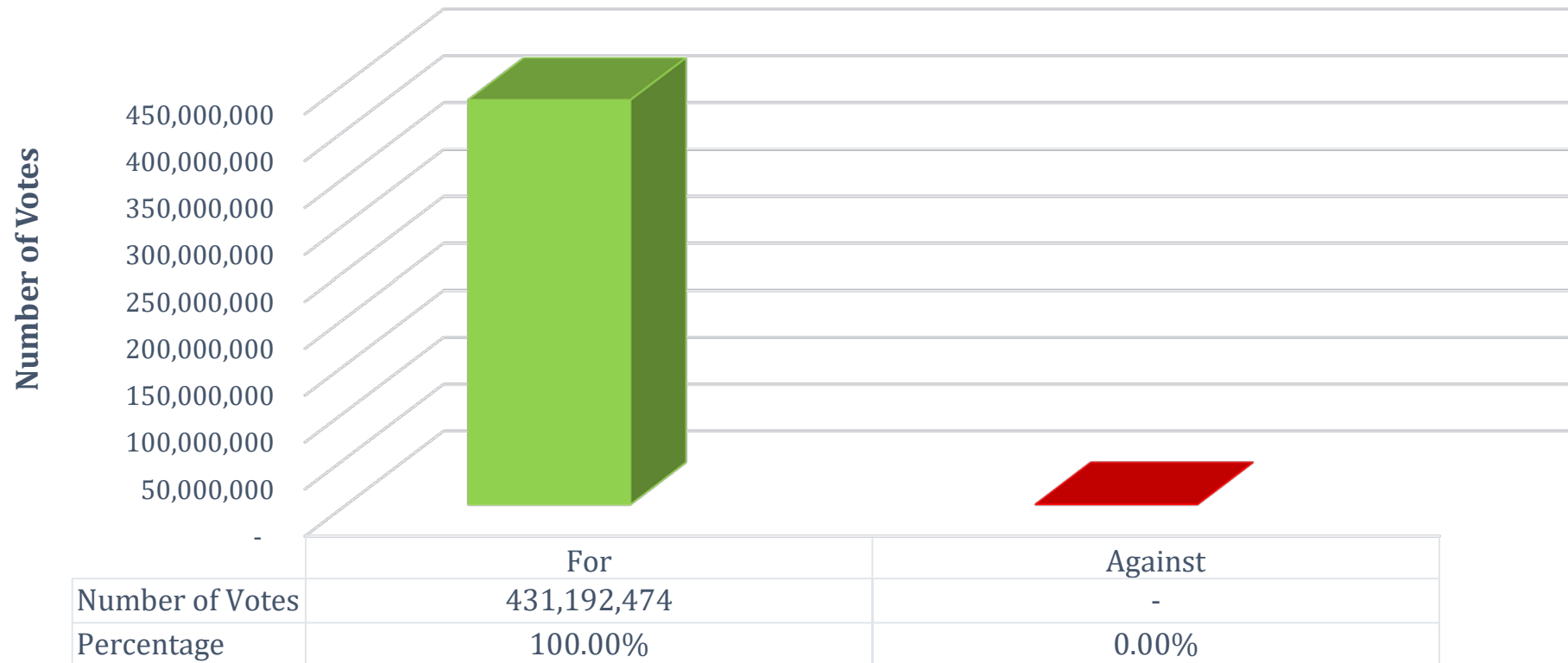
Ordinary Resolution 6

Re-election of Mr. Sitoh Yih Pin as Director



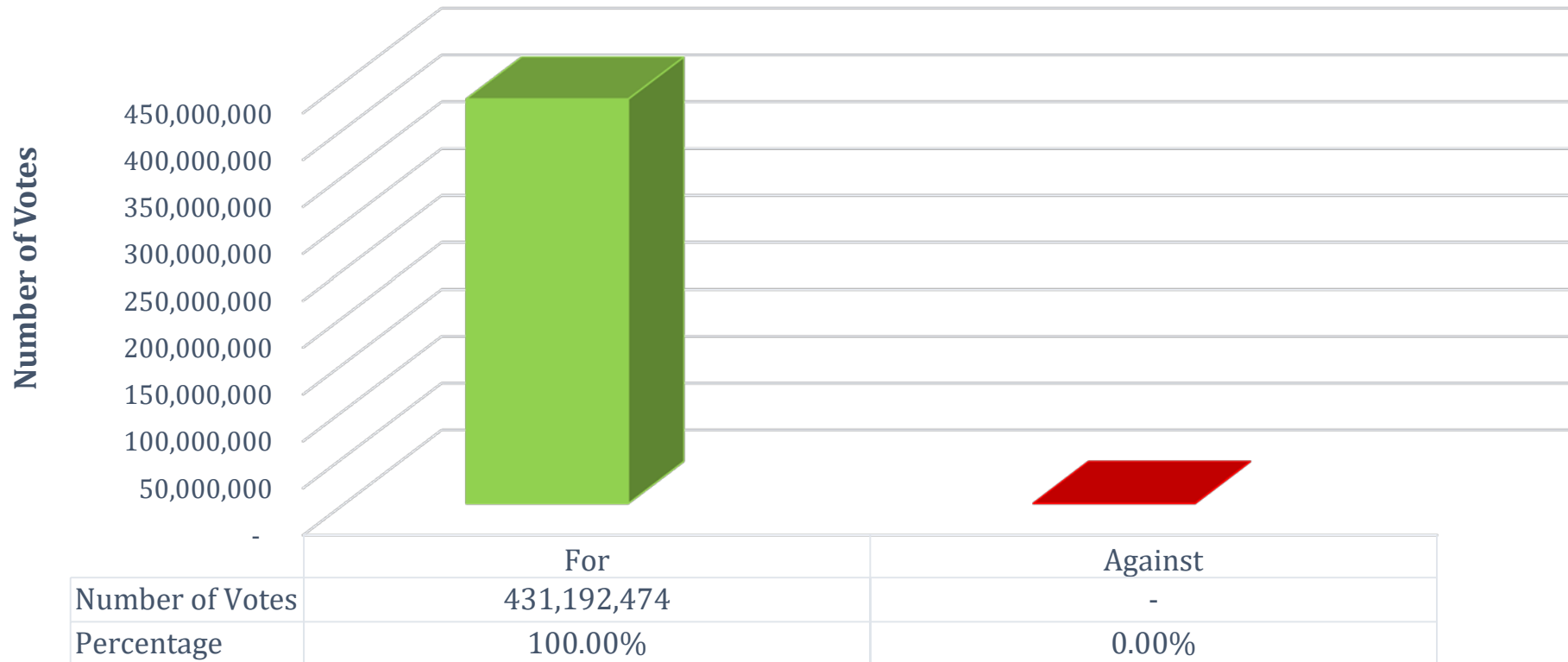
Ordinary Resolution 7

Re-election of Ms. Goi Lang Ling Laureen as Director



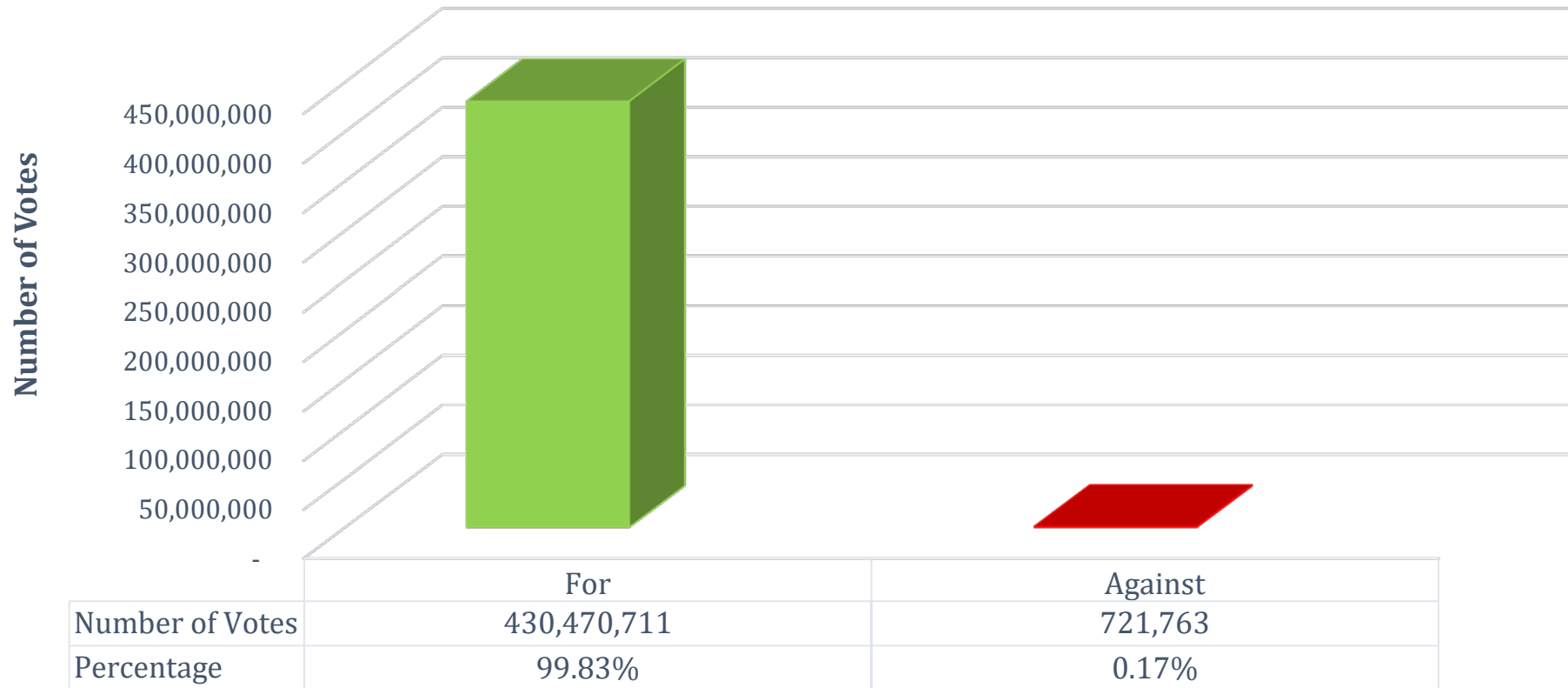
Ordinary Resolution 8

Re-appointment of KPMG LLP as Auditors and authority for the Directors to fix their remuneration



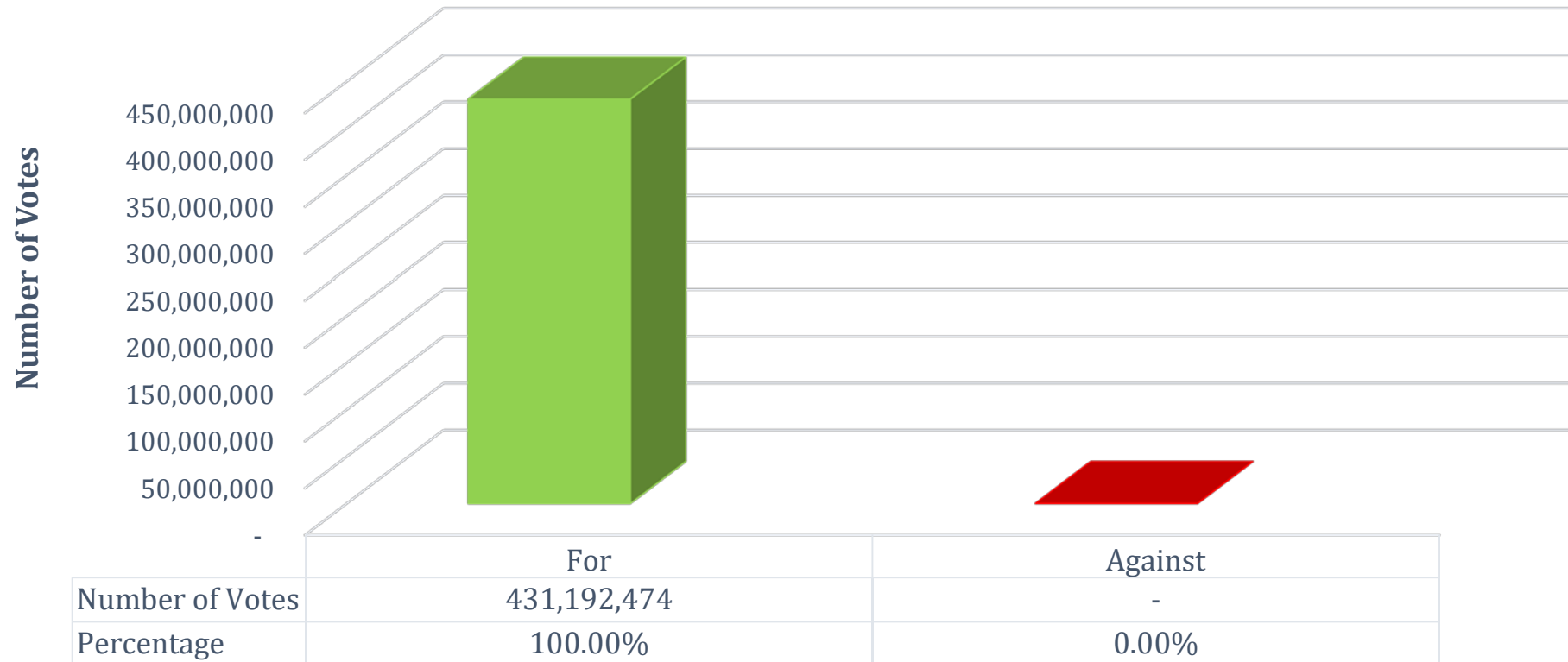
Ordinary Resolution 9

Approval of Share Issue Mandate



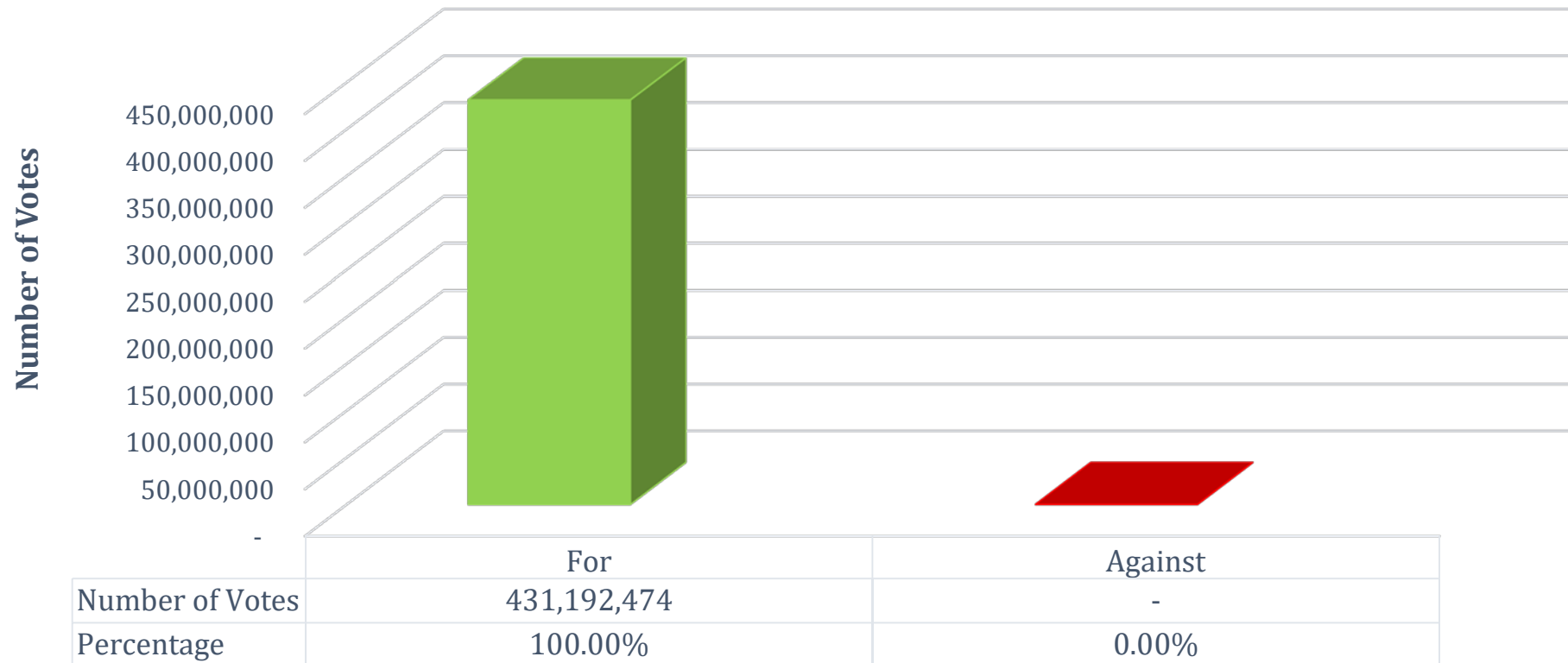
Ordinary Resolution 10

Approval of Renewal of Share Purchase Mandate



Ordinary Resolution 11

Approval of Issue of Shares pursuant to the Yeo Hiap Seng Limited Scrip Dividend Scheme



Thank You!

