

Food Empire Holdings Limited Corporate Presentation

19 April 2024

FOOD EMPIRE FOCUS:

Surging Forward

Strategising Our Growth Plans



Food Empire

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Strategising Our Growth Plans

FoodEmpire TV



Food Empire News

- ▶ Record revenue of US\$425.7 million for FY2023
- ▶ Record operating profit of US\$70.9 million for FY2023
- ▶ Dividend of 10.0 Singapore cents per ordinary share for FY2023
- ▶ Ranked "Forbes Asia's Best Under A Billion" company



Food Empire (SEK)	571	9,301.94	NIKKEI	37,149.85	4851*	16,185.25
Singapore (SGD)			DOW JONES	37,483.01		

Business Overview

Food Empire is a leading multinational F&B manufacturing and distribution Group with a history dating back more than 30 years



Dynamic portfolio of more than 200 instant beverages and snacks

Extensive distribution networks across more than 60 countries with **brand leadership position** in key markets

Deep global presence with headquarters in Singapore and 23 offices worldwide

Strong manufacturing capabilities with 8 HACCP and ISO certified plants in growth markets

Growing Global Presence



LIVE International

FoodEmpire TV

FOOD EMPIRE FOCUS:

3620
Employees

23
Offices
Worldwide

8
Manufacturing
Plants



FY2023 Financial Highlights



REVENUE: US\$425.7M

- 3rd consecutive year of record revenue despite market challenges
- Driven by higher volumes and/or ASPs



EBITDA: US\$86.9M

- Reflecting healthy cash earnings generated by the Group's operations



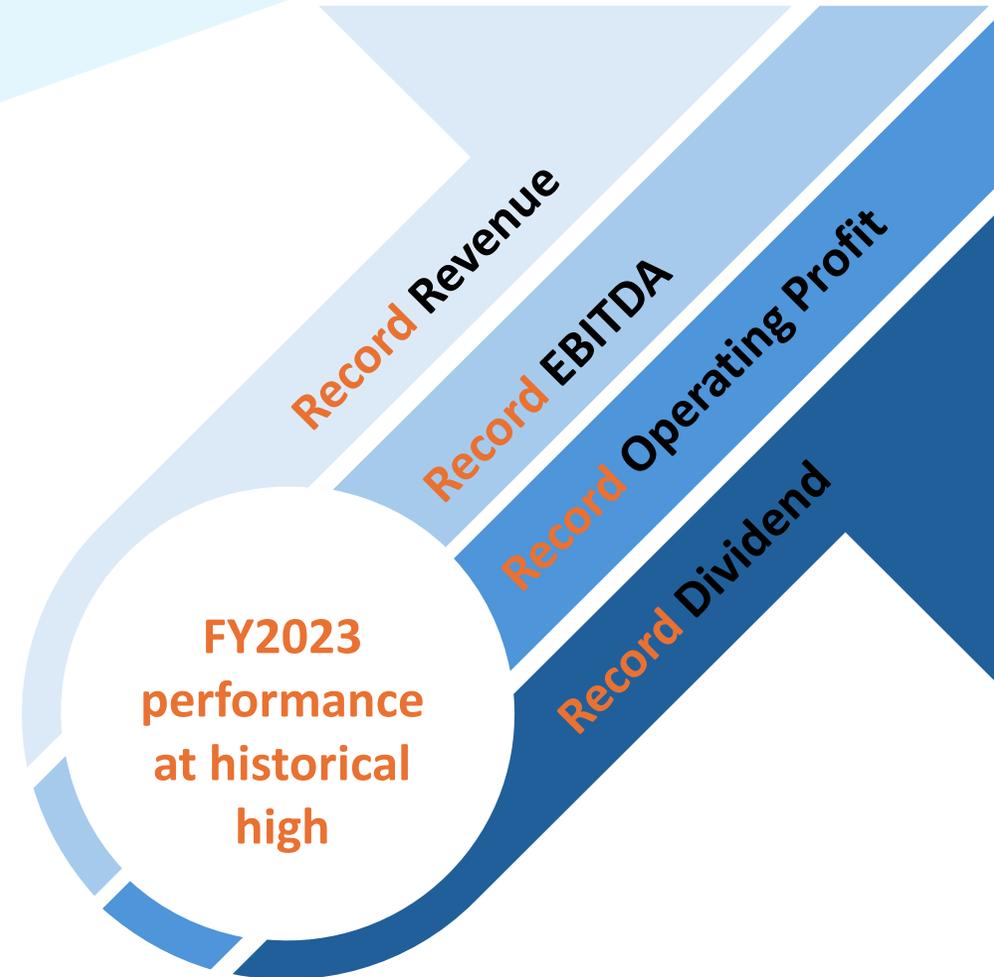
OPERATING PROFIT: US\$70.9M

- Driven by record revenue and higher operating margins



PROPOSED DIVIDEND: S\$0.10 / SHARE

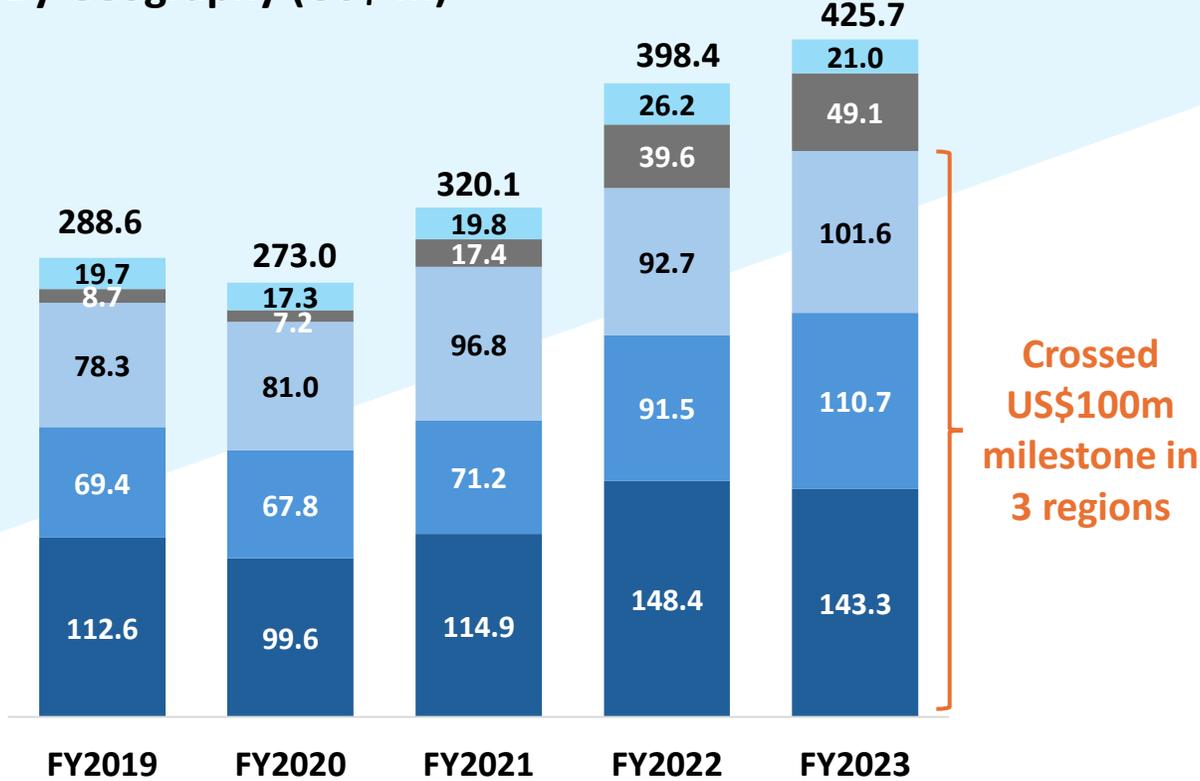
- Comprising final dividend of 5.0 Singapore cents/share and special dividend of 5.0 Singapore cents/share
- More than double the 4.4 Singapore cents/share in FY2022



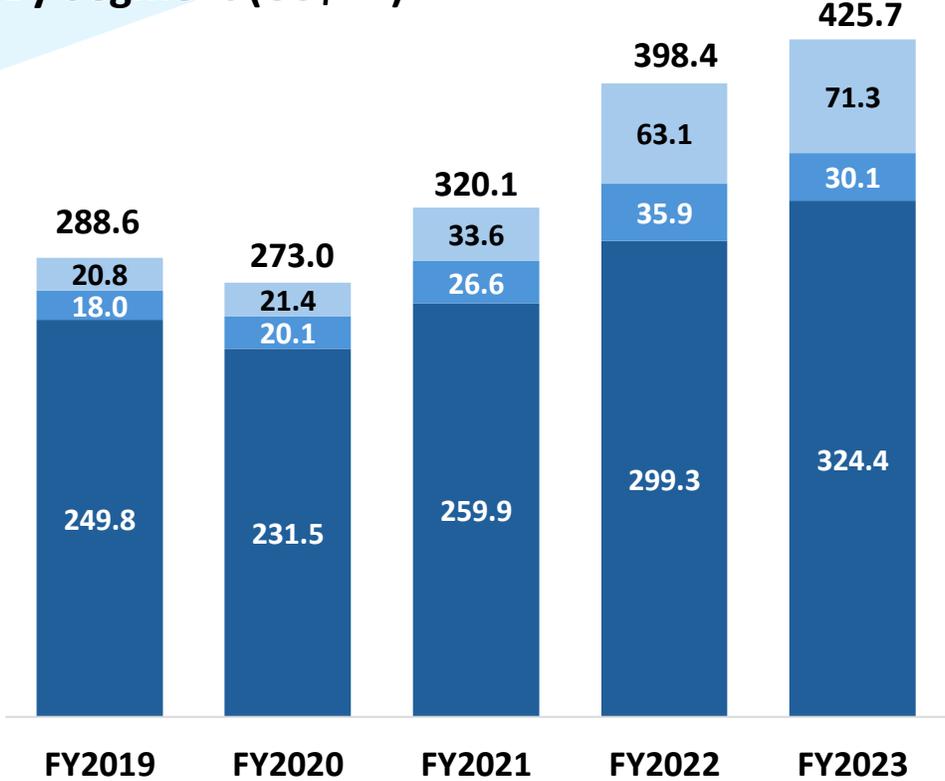
5-year Revenue Breakdown



By Geography (US\$'m)



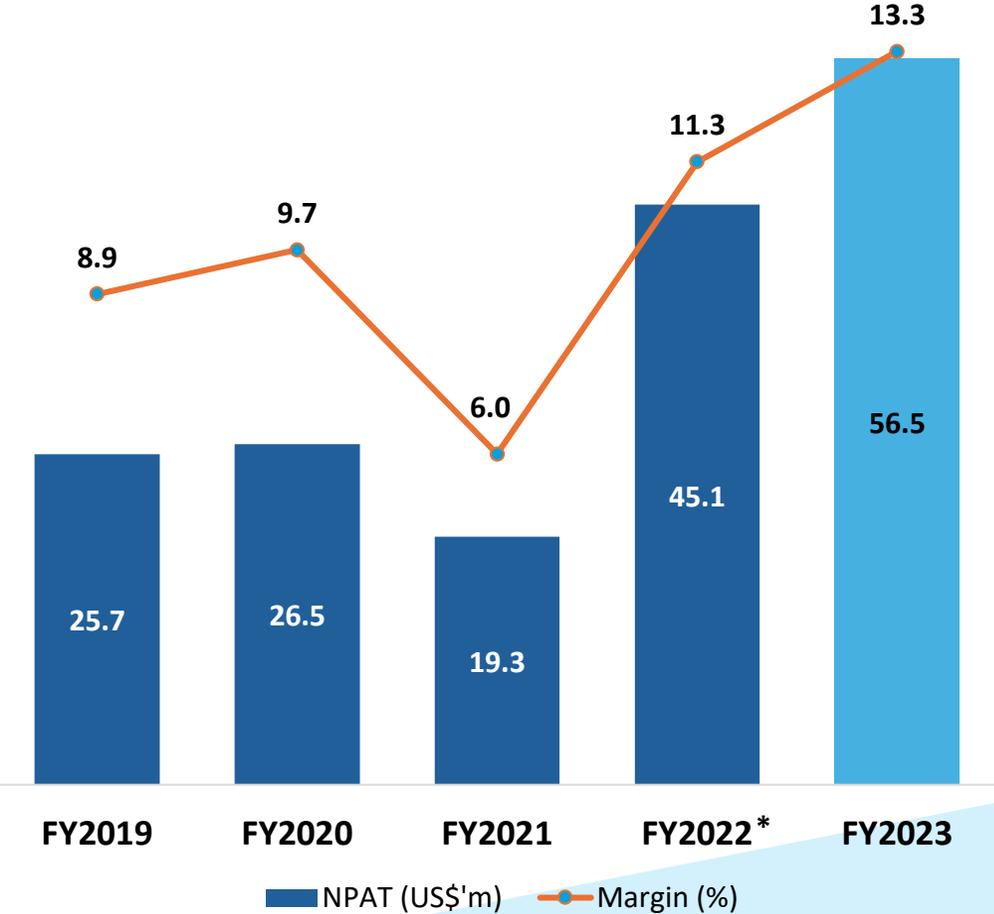
By Segment (US\$'m)



- Others
- South Asia
- South-East Asia
- Ukraine, Kazakhstan and CIS markets
- Russia

- Beverages
- Non-beverages / Others
- Ingredients

5-year NPAT & Margin



- FY2023 NPAT rose in tandem with record revenue, more than doubling that of FY2019
- Significant improvement in operating margins over the past five years

* Normalised and excluding the US\$15.0m one-off gain from the disposal of non-core asset in FY2022.

5-year Share Price Performance



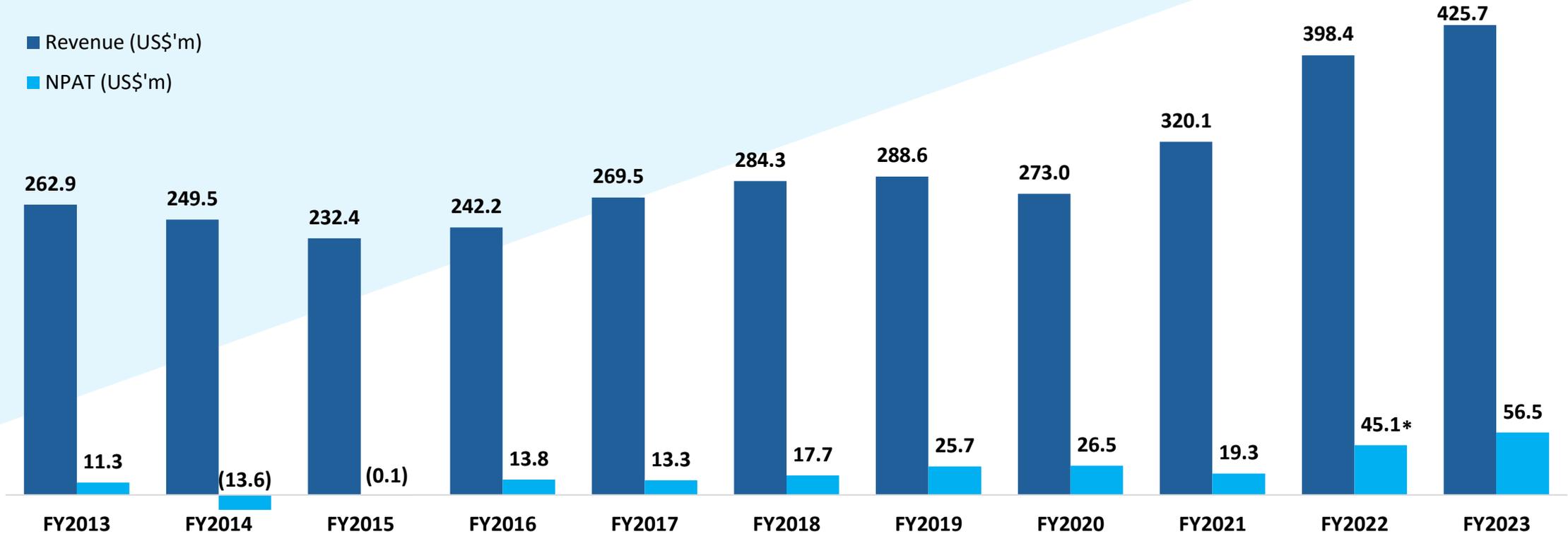
- Strong uptrend since 2022, with the share price tracking the Group's performance

- Surge in share price post-release of FY2023's record performance

- Share price reached historical high of S\$1.47

Source: Shareinvestor.com on 27 March at 12.00pm

10-year Report Card (Key Events)



FY2013: Launched Café Pho brand in Vietnam, which rapidly gained brand recognition, consumer acceptance and market leadership position

FY2013: Commenced operations of Non-Dairy Creamer manufacturing plant in Malaysia

FY2015: Commenced operations of Spray Dry instant coffee plant in India

FY2021: Commenced operations of Freeze Dry instant coffee plant in India

* Normalised and excluding the US\$15.0m one-off gain from the disposal of non-core asset in FY2022.

FY2023 Key Updates

Made it to Forbes Asia's "Best Under a Billion" list for the 3rd time



Exploring primary dual listing in Hong Kong



New product launches



- Testament of Food Empire's consistency in generating good returns despite volatility in its operating environment in recent years

- Access to 2 equity markets; more diverse investor and shareholder base; additional sources of fund raising

- Launched new coffee mix products, solidifying our market position in this segment

- 1 of only 6 SGX-listed companies to make it to the list in 2023



- Potential to increase liquidity of Company's Shares; enhance shareholders' value; further raise corporate profile and visibility in international markets



Trends & Business Strategies

Key Trends

Worldwide coffee consumption is increasing

Stable demand for food products

Steady demand for non-dairy creamer and potato crisps

Strong demand for Instant Coffee products

Strategies to capitalise on trends

01

Aim to grow both in terms of volume and value across geographical markets

02

Intend to invest in brands in all major markets

03

Intend to invest in complementary businesses to expand and solidify market position

04

Intend to expand product range and invest in advertising and promotion to enhance leading brand position

Investment Merits

Market leader with widening global presence and strong brand equity

- Market leader of 3-in-1 coffee mixes in Russia, Ukraine, Kazakhstan and other CIS countries
- Top 5 instant coffee mix brands in Vietnam; leader in ice coffee category
- Increasing penetration across markets
- Strong consumer loyalty and mindshare across brands leading to higher volumes and ASPs despite challenges in certain markets

Expanding manufacturing capabilities

- 2nd non-dairy creamer facility in Malaysia to commence production in 2024

Growing market recognition

- Buy calls from UOB Kay Hian, Maybank, KGI, CGSI and RHB
- Target price of all 5 houses: Between S\$1.65 and S\$1.84

Healthy dividend yields*

- FY2022: 6.9%
- FY2023: 8.8% based on proposed final + special dividend of S\$0.10/ordinary share

* Based on share price as at 31 Dec for both FY2022 and FY2023.





Thank You!

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Food Empire

Industry: Food & Beverages, Food Processing

Price Chart



Food Empire
5711

STI

3,301.94

NIKKEI

37,149.05

HSI

16,185.25

DOW JONES

37,483.01