



FJ BENJAMIN



**NASH BENJAMIN**

Chief Executive Officer

**F J Benjamin Holdings Ltd**

INVESTOR PRESENTATION – 2Q FY2014

6 FEBRUARY 2014

# Financial Highlights

<i>S\$'000</i>	<i>2Q 14</i>	<i>2Q 13</i>	<i>Variance</i>	<i>%</i>
Turnover	104,606	96,909	7,697	8
Gross margin	38%	43%	(5)	-
Operating expenses	39,977	42,030	(2,053)	-5
Operating profit	2,555	1,874	681	36
Exceptional items	-	920	(920)	-100
Foreign exchange loss	(1,024)	(813)	(211)	26
Net Profit After Tax	531	1,140	(609)	-53

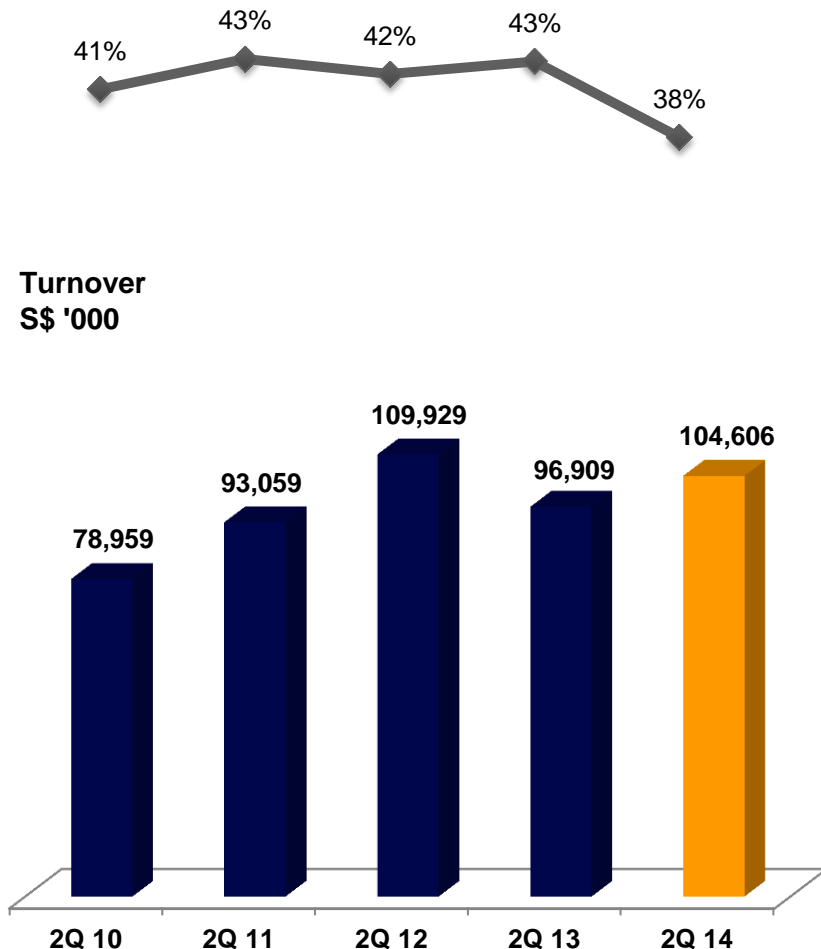
# Highlights

1. *Turnover up 8% to \$104.6 million*
2. *Operating profit up 36% to \$2.6 million*
3. *Gross margin declines to 38%*



# Turnover

## Turnover & Gross Margin



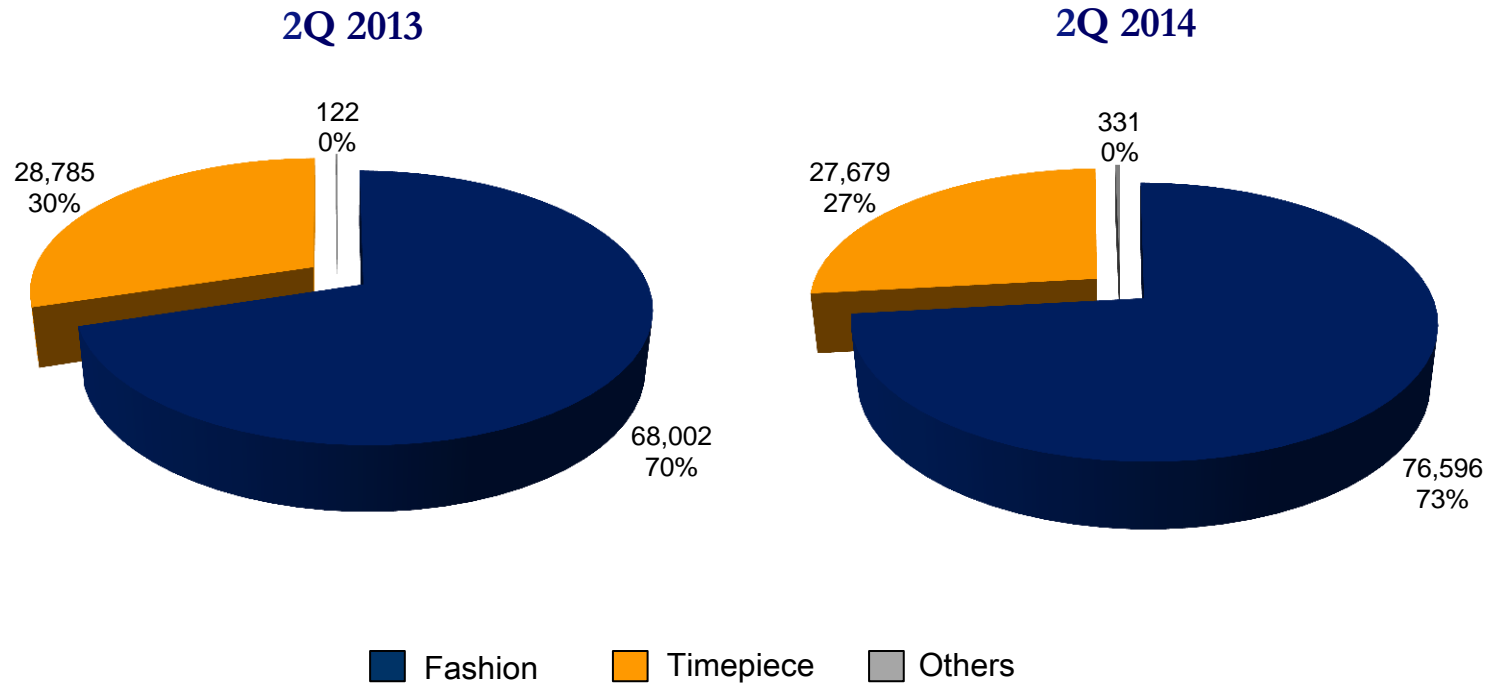
- Turnover climbs 8% to \$104.6 million*

  - \$104.6m vs \$96.9m in 2Q 13
  - Turnover for Fashion rises 13% to \$76.6m
  - Timepiece falls 4% to \$27.7m
  - Revenue from Southeast Asia increases 13% to \$90.2m. Fashion gains 10% while timepieces post a strong 22% increase
  - Revenue from North Asia declines 26% to \$11.7m. Timepiece business falls 34% in Hong Kong and 20% in China due to ongoing slowdown in demand for luxury timepieces in China and reduced tourist spending by mainland Chinese visitors in Hong Kong
  - Domestic sales in Indonesia rises by 15%
- Gross Margin*

  - Gross Margin slips to 38%

# Turnover

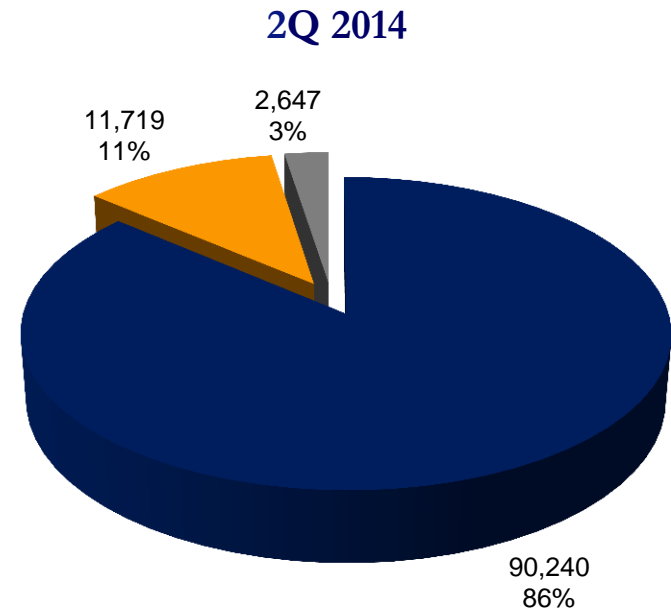
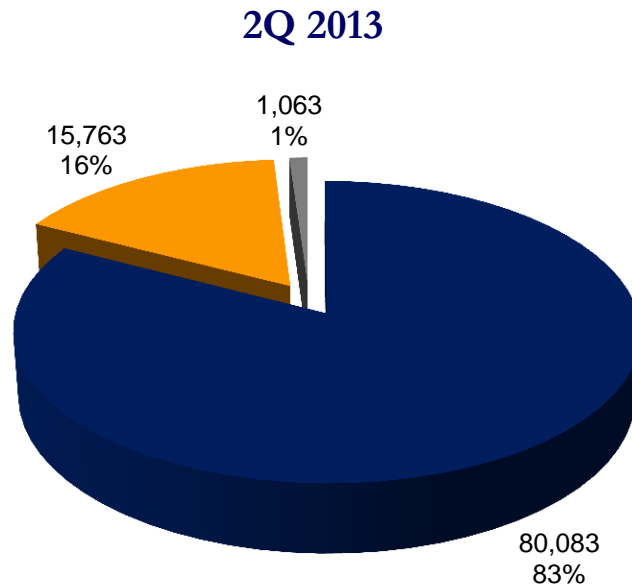
(\$'000)



*By Business Segment*

# Turnover

(\$'000)



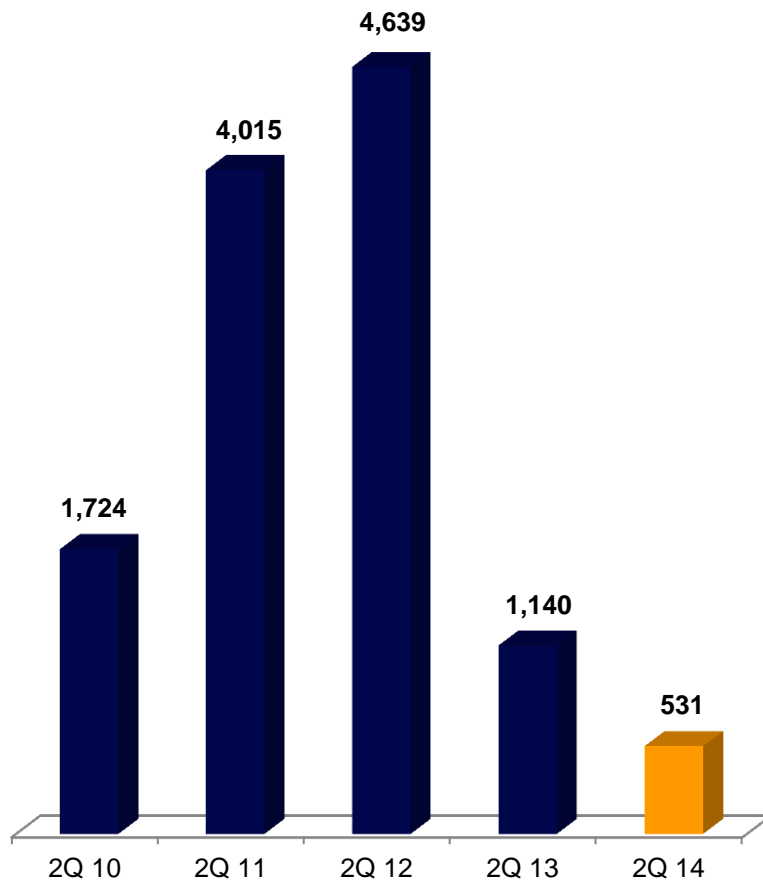
■ Southeast Asia    ■ North Asia    ■ Italy/UK/USA

## By Geography

# Net Profit

## Net Profit After Tax

S\$ '000



3. Net Profit drops 53% to \$0.5 million vs \$1.1 million in 2Q 13
- Operating profit up 36% to \$2.6m from \$1.9m
  - Foreign exchange loss of \$1.0m vs \$0.8m in 2Q 13
  - Operating expenses drops 5% to \$40m
    - Increased rental costs for premises
    - Staff costs inches up 1%
    - Advertising & promotion down 32%
    - Cost-to-Revenue ratio down to 38.2% from 43.4% in 2Q 13



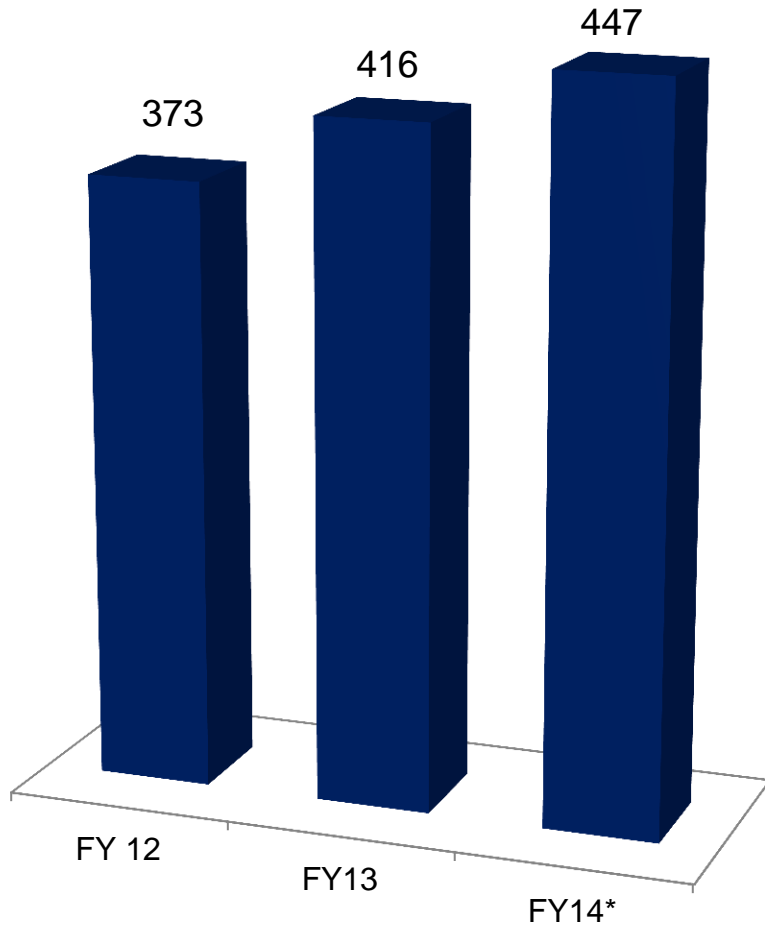
## *Fashion*

- Goyard, France's top luggage and bag maker, makes its Singapore debut in Ngee Ann City shopping mall in December 2013
- Italian luxury leather goods brand Valextra opens in Singapore's Paragon Shopping Centre in November 2013
- Two Superdry stores open in KL in November and December 2013
- RAOUL inks 3<sup>rd</sup> franchise in the Middle East with Dubai-based Chalhoub Group

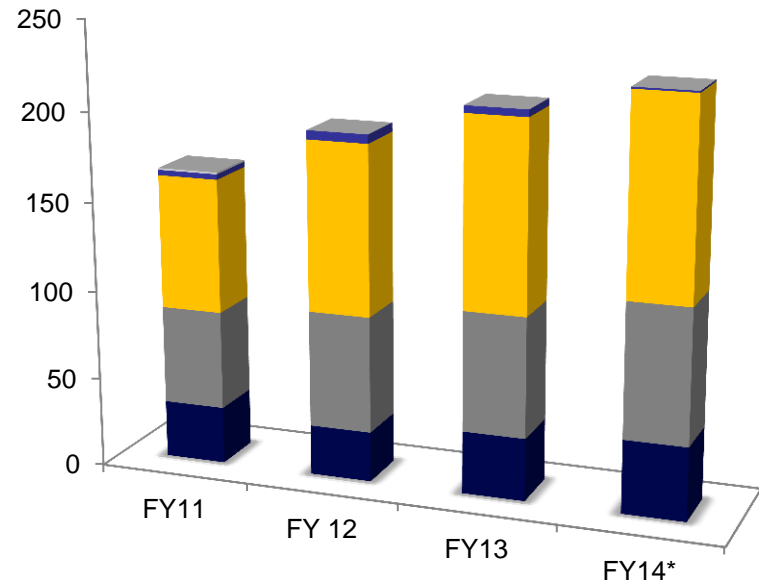


# Retail Footprint

## TOTAL SQUARE FOOTAGE



## NUMBER OF STORES



	FY11	FY12	FY13	FY14*
■ Australia	1	0	0	0
■ Hong Kong	3	5	4	1
■ Indonesia	75	95	106	110
■ Malaysia	55	65	67	75
■ Singapore	32	28	35	41

Total 166 193 212 227



# *Outlook*



## *SE Asia and North Asia*

- Fashion business in SE Asia to build on positive sales momentum, aided by strong brands, store openings and continued robust demand in Indonesia
- New brands and organic growth to drive topline
- China's economy to remain subdued as policy changes moderate growth and curb luxury spending



## *Brands*

- TOM FORD to open flagship boutique in Singapore's Marina Bay Sands by April and in Jakarta, Indonesia in 2015
- Superdry looking to open a store in Singapore this year

## *Cost Containment*

- Manage inventory levels, focus on lowering gearing
- Maintain vigilance on costs, improve productivity



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