



**Ms Krishika Narayan**  
 Chief Executive Officer, SPX

#### Greetings from SPX!

With an aim to keep all our readers, followers and investors up to date with pertinent details about our listed entities, this week we are featuring RB Patel Group Limited (RBG) in this edition of the insight article.

RBG is the fifth largest entity listed on SPX by way of market share and given that it is a publicly listed entity, Fijians like yourself have the opportunity to invest in and become part owner of this supermarket chain. This edition includes details on RBG's key financial figures, names of people behind the success of the entity as well as a snapshot of the entity's key stock market related statistics and the entity's future plans.



### COMPANY PROFILE & BACKGROUND

RBG has a diversified business portfolio and is involved in supermarket, department store, distributors, importers, exporters, wholesalers, cinema and property development and is the only publicly listed supermarket chain in Fiji. The company's wholesaling arm is complementary to the core business as it wholesales the same products it retails in its stores. As a result RBG benefits from cost and operational synergies present across its business segments.

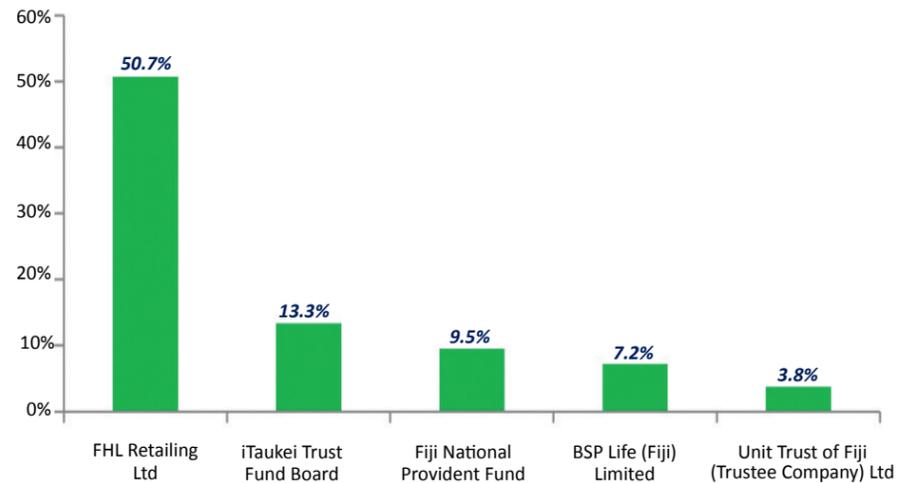
### KEY INVESTOR INFORMATION

Date Listed: 17 July 2001 | Recent Share Price: \$9.20 |  
 Dividend Yield: 2.1% | Market Cap: FJD 276.0m | Issued  
 Shares: 30.0m | Financial Year Ending: 30th June | Sector  
 Represented: Retail | Website: www.rbpatel.com.fj

### DIRECTORS & SENIOR MANAGEMENT

- Ratu Aisea Vosailagi (Chairman)
- Mr Surendra Patel (Director)
- Mr Nouzab Fareed (Director)
- Mr Michael Nacola (Director)
- Mr Kavin Rathod (Director)
- Ms Sereana Matakibau (Director)
- Mr Deepak Rathod (Chief Operating Officer)

### TOP 5 SHAREHOLDERS



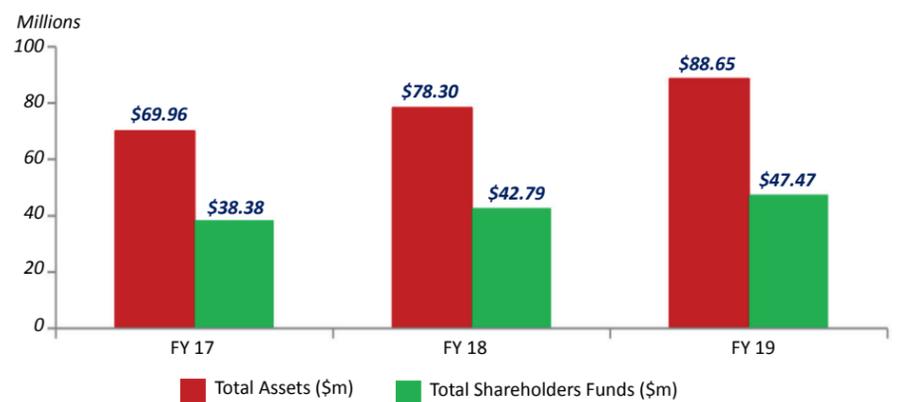
### KEY FINANCIAL & STOCK MARKET PERFORMANCE HIGHLIGHTS

RBG has had another stand out performance for the financial year ended 30th June 2019 continuing its consistent growth in revenue and profitability. In terms of returns to shareholders, RBG's share price witnessed a 12 month cumulative growth of 66.0% as at June 2019 and a further 14.3% increase as at 17th October 2019. Based on 12 month rolling dividend as at June 2019, RBG shareholders received a dividend of \$0.19 per share which amounted to a dividend return of 2.1%. These statistics are depicted below:

Some key financial statistics displaying a three year trend is illustrated below:

Particulars	Jun-17	Jun-18	Jun-19
Operating Revenue (\$m)	119.76	121.59	131.72
Net Profit after Tax (\$m)	8.48	9.66	10.08
Earnings per Share (\$)	0.28	0.32	0.34
Return on Equity (%)	22.10	22.58	21.24
Net Profit Margin (%)	7.08	7.95	7.65

Group Total Assets and Shareholder Funds displaying a three year trend is illustrated below:

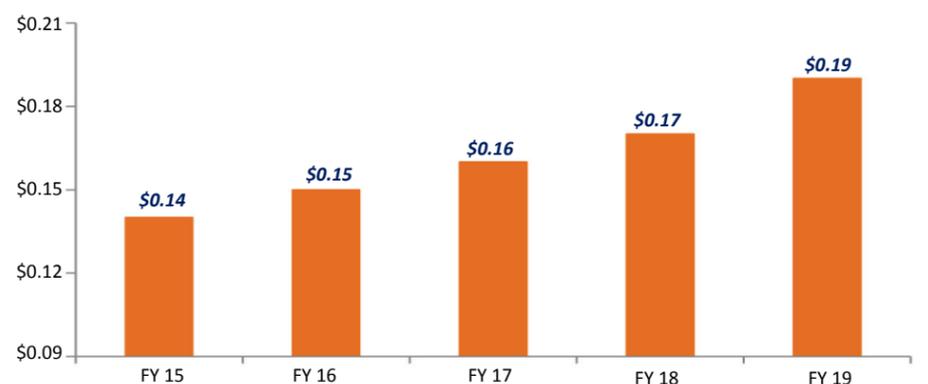


The share price trend over the last five financial years is illustrated below:



\*Oct-19 depicts the most recent share price of RBG

The dividend per share trend over last five financial years is illustrated below:



### LISTING ON SPX

a) **SPX:** RBG has been listed on the SPX for slightly over 18 years starting off with a market value of \$31.5 million and after seeing increases in its share price over the years, its market value now stands at around \$276 million. How beneficial has listing on the SPX been and how has the public listing assisted RBG in unlocking its value?

**RBG:** Private ownership does not provide the necessary impetus and transparency for growth that being listed does. Listed entities are visible and therefore require more structured management. This provides the impetus for growth in shareholder value. The tax rate of 10% is also an incentive to list on SPX.

b) **SPX:** What would be your advice to other private companies who are still contemplating going Public?

**RBG:** Amongst many benefits, listing can be used as a succession planning platform for family owned businesses. It requires the company to operate like a professional entity with a structured approach and ensures continuity of business operations and extends a company's life. Listing also helps a growth company to raise capital to invest in future expansion and acquisitions.

### EXPANSION & GROWTH

**SPX:** RBG continues to undertake developments on its current properties to further enhance shareholder value. What were some of the key developments undertaken during the 2019 financial year?

**RBG:** The key developments this year were the car park building at JetPoint Nadi and the Apartments in Clarke Street, Suva. At year end the former was completed and the latter has also now been completed. We also started the Stage 5 building at JetPoint, Nadi which will be completed in late 2020. Tenders have already been received for the Stage 2 development for our Lami property which will include a convention center with retail shops.

### FUTURE PLANS

**SPX:** What are some of the new initiatives, developments and/or innovation projects for the upcoming financial year that would further improve shareholder value?

**RBG:** We are looking at a range of measures and strategies that should create shareholder value. These include:

- Continue to look for new supermarket locations to provide growth to turnover. We have committed to the MyFNPF plaza in Nadi town.
- Continue to optimize utilization of properties that are currently under developed. This is being undertaken for our Lami and Nadi properties.
- We have acquired some land in the west that we will be developing in the same model as our JetPoint complex in Nadi.
- We have a rolling upgrading program for all our supermarkets to ensure that they provide the level of service demanded by our customers.
- The proposal to split shares and subsequently a rights issue also provides a vehicle for increasing equity for the future investments that the company is planning.