



Corporate Presentation

May 2016

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Presentation Outline

1 Corporate Overview

2 Financial Highlights

3 Strategies & Growth Plans



Corporate Overview

Corporate Overview

- First Jumbo Seafood Outlet in 1987 in the popular East Coast Seafood Centre
- Home Grown Singapore Style Seafood Restaurant Group
- 17 restaurants in Singapore & Shanghai
- Manage 2 joint-venture restaurants: Yoshimaru & SSR Sentosa in Singapore
- 1 joint-venture restaurant in Japan
- Restaurant brands:

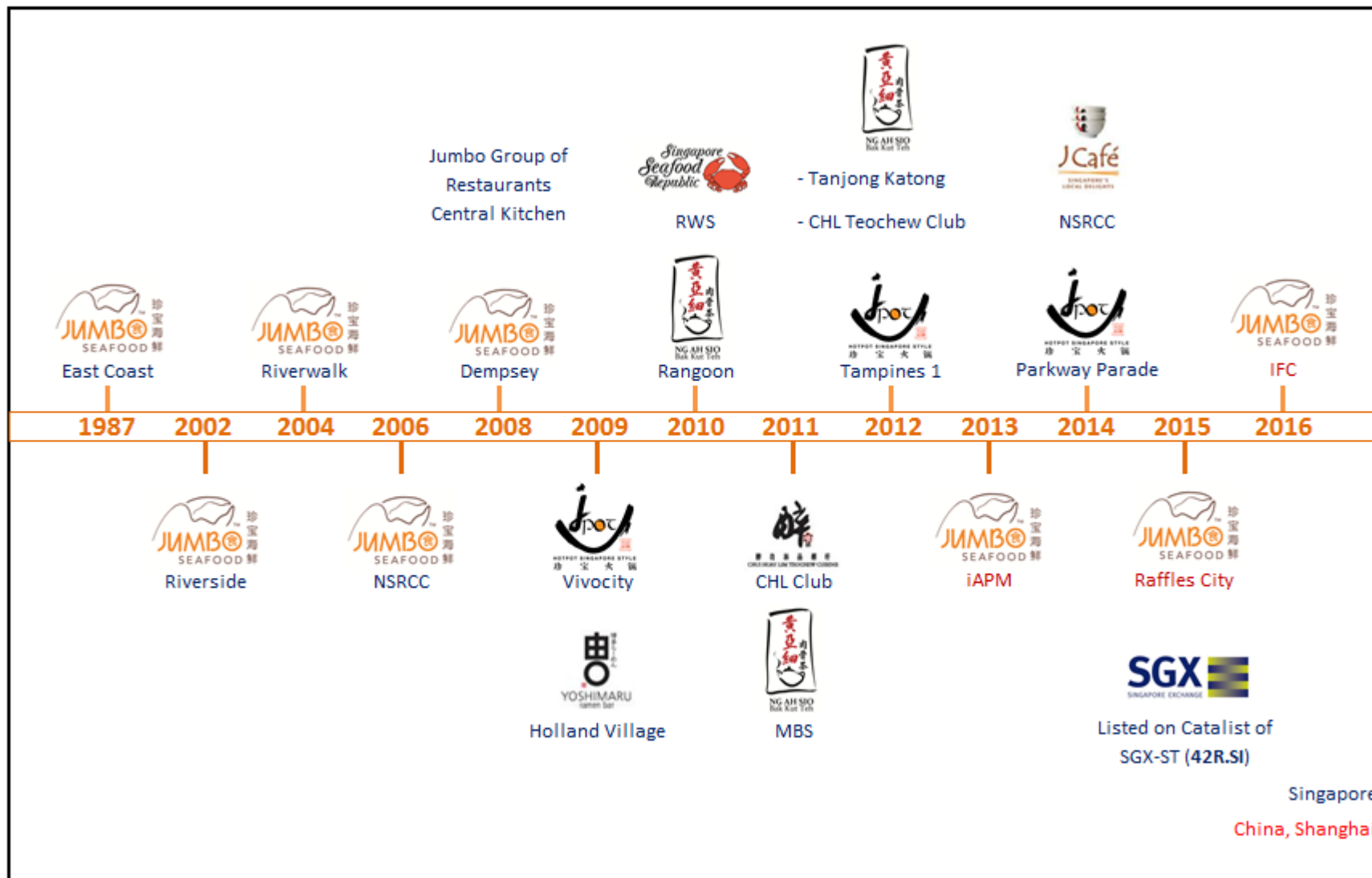


Corporate Overview

- Serve more than 1.6 tons of crabs each day
- Serve more than 6,800 diners each day
- Staff strength approximately 950
- Financial Summary

	Q2 FY2016	Q2 FY 2015
✓ Revenue	\$39.6M	\$33.4M
✓ EBITDA	\$7.5 M	\$ 6.6M
✓ NPAT	\$5.9M	\$4.9M

JUMBO Milestones



Brands & Outlets



Singapore

- East Coast Seafood Centre, East Coast (flagship outlet)
- Riverside Point, Clarke Quay
- The Riverwalk, Boat Quay
- National Service Resort and Country Club, Changi
- Dempsey Hill, Dempsey

PRC (Shanghai)

- iAPM, Xu Hui District (flagship outlet)
- Raffles City, Huangpu District
- IFC, Pudong



Singapore

- Vivocity, Harbourfront (flagship outlet)
- Tampines 1, Tampines
- Parkway Parade, Marine Parade



Singapore

- Rangoon Road, Farrer Park (flagship outlet)
- Tanjong Katong Road, Tanjong Katong
- Chui Huay Lim Club, Newton
- Marina Bay Sands, Marina Bay



醉花林品潮軒
CHUI HUAY LIM TEOCHEW CUISINE

Singapore

- Chui Huay Lim Club, Newton



J Café
SINGAPORE'S LOCAL DELIGHTS

Singapore

- National Service Resort and Country Club, Changi



(Partnership)

Singapore

- Resort World Sentosa, Sentosa

Japan

- Shinagawa, Tokyo
- Ginza, Tokyo
- Umeda, Osaka



YOSHIMARU
ramen bar

(Partnership)

Singapore

- Holland Village, Bukit Timah

Awards & Recognition

Singapore Business Awards 2016 – The Enterprise Award

Year:
2016

Awarding Principal:
The Business Times
DHL



Year:
2015

Awarding Principal:
The Business Times and KPMG,
supported by IDA, IE Singapore,
Singapore Business Federation and
SPRING



PEOPLE
EXCELLENCE
AWARD
2015 WINNER

Year:
2015

Awarding Principal:
SPRING

HRM Awards – SME Employer of the Year

Year:
2015

Awarding Principal:
HRM Asia Pte Ltd



Year:
2015

Awarding Principal:
Brand Alliance Group



Singapore Productivity Awards – Excellence in F&B Sector

Year:
2015

Awarding Principal:
Singapore Business Federation



Year:
2012, 2013, 2014 and 2015

Awarding Principal: Organised by 7
industry lead bodies

Modern Weekly – 2014 Best Restaurant Selection SHANGHAI

Year:
2015

Financial Highlights

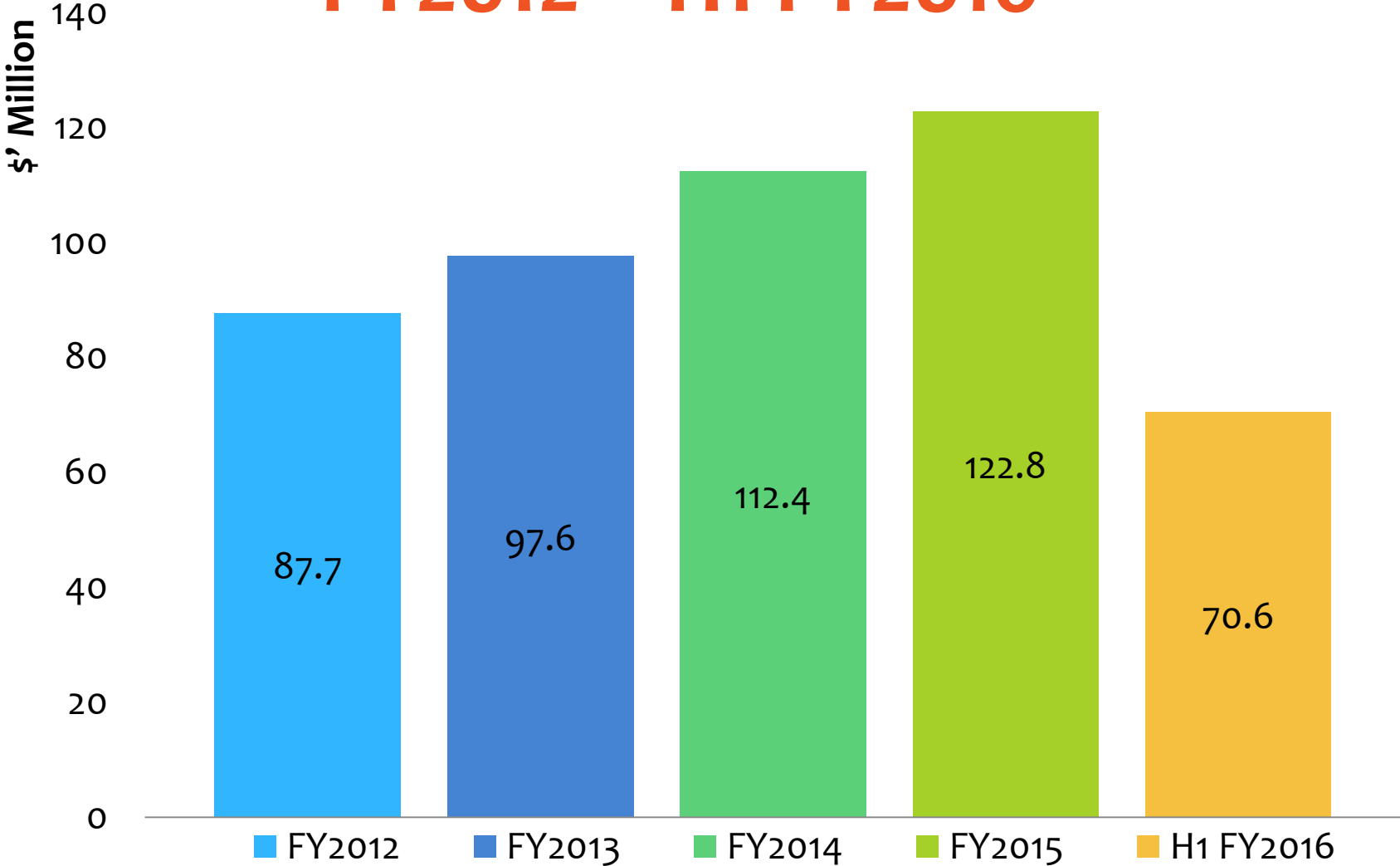
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Second Quarter & Half Year Group comparisons (FY2016 vs FY2015)

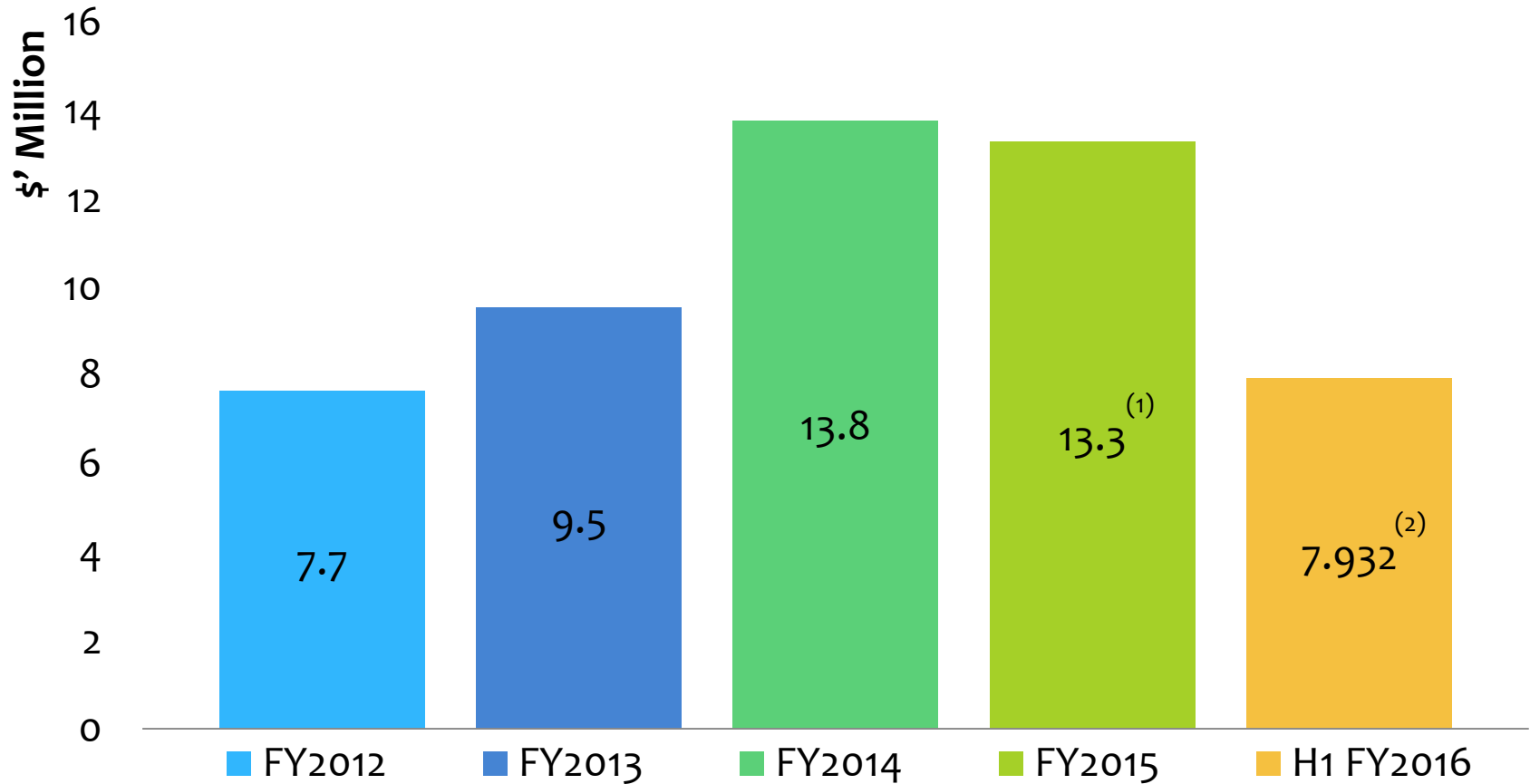
	Q2 2016	Q2 2015	Change	H1 2016	H1 2015	Change
	\$'000	\$'000	%	\$'000	\$'000	%
Revenue	39,634	33,438	↑ 18.5	70,560	62,174	↑ 13.5
Cost of Sales	(15,688)	(12,068)	↑ 30.0	(27,170)	(22,731)	↑ 19.5
Gross profit	23,946	21,370	↑ 12.1	43,390	39,443	↑ 10.0
Other income	1,333	1,295	↑ 2.9	1,814	1,663	↑ 9.1
Employee benefits expense	(10,176)	(9,146)	↑ 11.3	(19,366)	(17,477)	↑ 10.8
Operating lease expenses	(3,067)	(2,552)	↑ 20.2	(6,019)	(5,033)	↑ 19.6
Utilities expenses	(888)	(920)	↓ 3.5	(1,779)	(1,851)	↓ 3.9
Depreciation expense	(872)	(913)	↓ 4.5	(1,667)	(1,794)	↓ 7.1
Other operating expenses	(3,605)	(3,504)	↑ 2.9	(7,210)	(6,728)	↑ 7.2
Finance costs	(5)	(5)	-	(10)	(15)	↓ 33.3
Share of results of associates	2	54	↓ 96.3	23	30	↓ 23.3
Profit before tax	6,668	5,679	↑ 17.4	9,176	8,238	↑ 11.4
Income tax expense	(773)	(817)	↓ 5.4	(1,244)	(1,235)	↑ 0.7
Profit for the period	5,895	4,862	↑ 21.2	7,932	7,003	↑ 13.3
Profit attributable to owners of the company	5,825	3,900	↑ 49.4	7,905	5,567	↑ 42.0
EBITDA	7,540	6,592	↑ 14.4	10,843	10,032	↑ 8.1
EPS (cents)	0.9	0.6		1.2	0.9	

Revenue

FY2012 – H1 FY2016



Net Profit After Tax FY2012 – H1 FY2016



Note:

(1) Including \$1.03 million IPO Expenses incurred in FY2015

(2) Including \$0.7 million IPO Expenses incurred in Q1 FY2016

Balance Sheet

Summarized Breakdown	As at 31 Mar 2016	As at 30 Sept 2015	Change
	\$'000	\$'000	%
ASSETS			
Current Assets	59,220	68,025	↓ 12.9
Non-Current Assets	17,315	15,491	↑ 11.8
Total Assets	76,535	83,516	↓ 8.4
LIABILITIES			
Current Liabilities	15,746	17,577	↓ 10.4
Non-Current Liabilities	689	742	↓ 7.1
Total Liabilities	16,435	18,319	↓ 10.3
EQUITY			
Share Capital	48,441	2,596	↑ 1,766
Retained Earnings and Reserves	10,073	54,327	↓ 81.5
Fellow Co-operative Venturer's Interests	-	5,440	N.M. ⁽¹⁾
Non-controlling Interests	1,586	2,834	↓ 44.0
Total Equity	60,100	65,197	↓ 7.8
Total Liabilities + Shareholders' Equity	76,535	83,516	↓ 8.4
Net Asset Value (cents)	9.1	8.9	

Cash Flow Statement

Summarized Breakdown	Q2 FY2016	Q2 FY2015	Change
	\$'000	\$'000	%
Net Cash Provided by Operating Activities	5,402	3,908	↑ 38.2
Net Cash Used in Investing Activities	(1,185)	(425)	↑ 178.8
Net Cash (Used in)/From Financing Activities	(44)	515	N.M.
Net Increase in Cash and Cash Equivalents	4,173	3,998	↑ 4.4
Free Cash Flow	4,217	2,631	↑ 60.3
Summarized Breakdown	H1 FY2016	H1 FY2015	Change
	\$'000	\$'000	%
Net Cash Provided by Operating Activities	8,069	7,129	↑ 13.2
Net Cash Used in Investing Activities	(3,620)	(1,449)	↑ 149.8
Net Cash Used in Financing Activities	(12,981)	(539)	↑ 2,308.3
Net Incr/(Decr) in Cash and Cash Equivalents	(8,532)	5,141	N.M.
Free Cash Flow	4,366	4,760	↓ 8.3

Proposed Dividends

Proposed dividend of not less than 30% of net profits attributable to Shareholders in each of FY2016 and FY2017



Strategies & Growth Plans

Strategic Goal

To build sustainable, **quality growth** by leveraging on our **strengths**, and channeling our **limited resources** into **targeted opportunities** to **drive profitability**

Strategies & Growth Plans



Establishing new outlets in the PRC and in Singapore and refurbishing existing outlets



Expansion of our business through acquisitions, joint ventures or strategic alliances



Acquiring new premises for our corporate headquarters, Central Kitchen and R&D Kitchen

- The PRC presents good growth potential in view of its population size and expanding middle class
- Leverage the strength of our various restaurant brands to further expand our network of outlets
- Intend to open at least 2 additional outlets in the PRC and Singapore, by end 2017.
- Intend to refurbish and renovate our existing outlets
- May expand in Singapore or overseas, through acquisitions, joint ventures or strategic alliances with partners who can strengthen our market position, add value to our existing business, and enable us to expand into new businesses
- Expansion strategy could bring about greater economies of scale and provide an impetus for future growth
- Cater to our future growth and development
- Enhance communication among various departments within the Group
- Increase our operational efficiency

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