



JUMBO Group Limited

Corporate Presentation

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Presentation Outline

1 Corporate Overview

2 Strategies and Growth Plans

3 Financial Highlights





Corporate Overview

Corporate Overview

- 9th November 2015 – listed on Catalist board of the SGX-ST
- 1st June 2016 – MSCI Global Micro Cap Indexes (Singapore index)
- 1987 – 1st JUMBO Seafood outlet
- 14 restaurants in Singapore & 3 restaurants in Shanghai
- Manage 1 joint-venture restaurant:
 - Singapore Seafood Republic, Sentosa
- 1 joint-venture restaurant in Japan
- Restaurant brands:



Corporate Overview

- Sells more than 1.6 tons of crabs each day
- Serves more than 6,800 diners each day
- Staff strength approximately 940
- Financial Summary

	Q3 FY2016	9mth ended 30 th June 2016
Revenue	S\$32.7 mil	S\$103.3 mil
EBITDA	S\$5.1 mil	S\$16.0 mil
NPAT	S\$3.5 mil	S\$11.4 mil

Brands & Outlets



Singapore

- East Coast Seafood Centre, East Coast (flagship)
- 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)
- Raffles City, Huangpu District
- IFC, Pudong



Singapore

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



Singapore

- National Service Resort and Country Club, Changi



Singapore

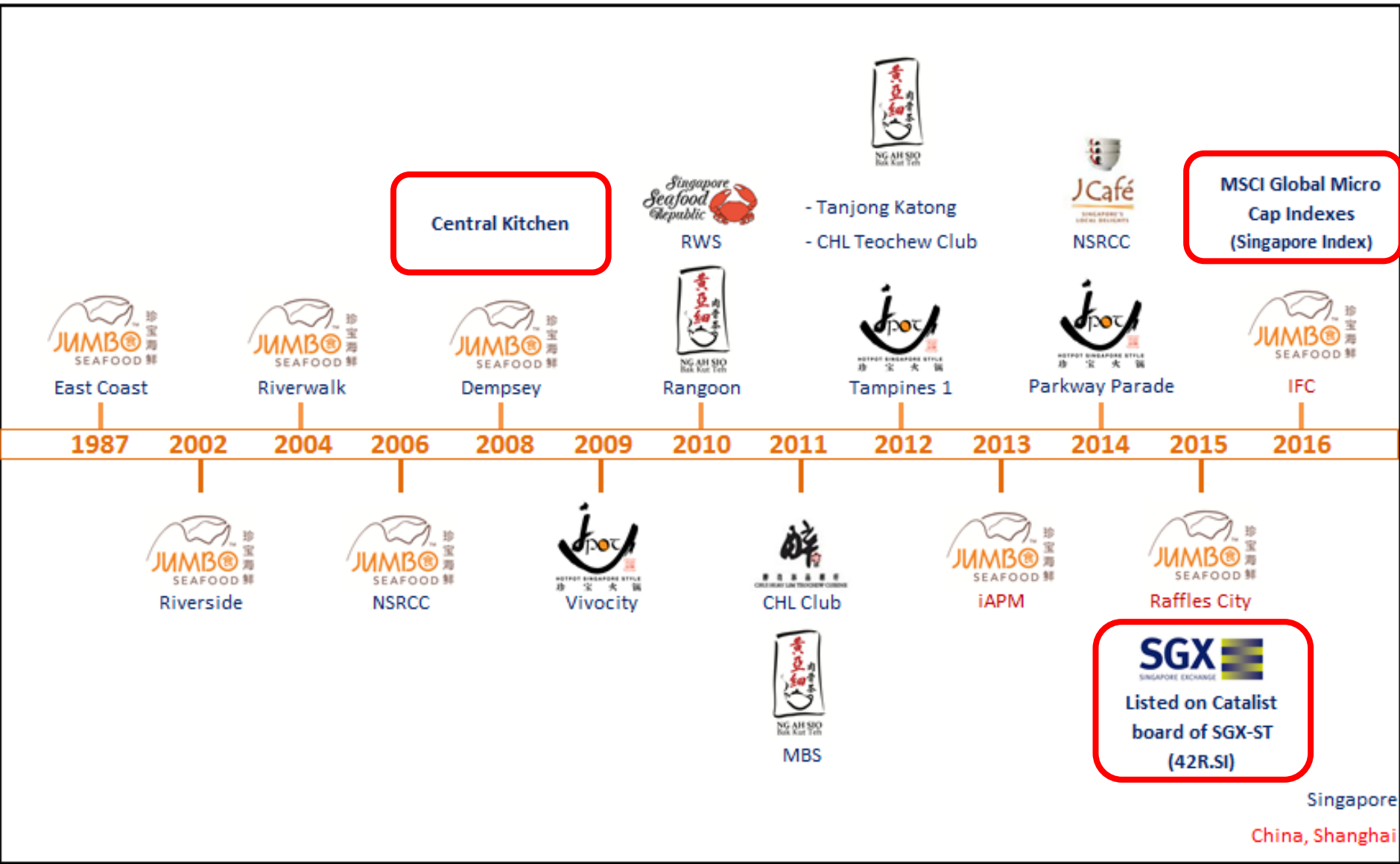
- Vivocity, Harbourfront (flagship)
- Tampines 1, Tampines
- Parkway Parade, Marine Parade



Singapore

- Chui Huay Lim Club, Newton

JUMBO Milestones



Singapore

China, Shanghai

Strong Brand Equity

Top of mind awareness amongst locals and tourists

Established brands. Our JUMBO Seafood brand and Ng Ah Sio brand have more than 29 years and 60 years of operating track record respectively

Ranked amongst top 5% of restaurants in Singapore in terms of review ratings (over 4,000 reviews) by Tripadvisor

Only Restaurant featured amongst the “Top 50 most iconic places in Singapore to visit” list compiled by Tripadvisor in 2015 in lieu of SG50



Strong Brand Equity

Awards & Recognitions

Singapore Corporate Awards 2016 – Best Investor Relations – First Year Listed Companies

Year:
2016

Awarding Principal:
Institute of Singapore Chartered Accountants
Singapore Instituted Directors

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
A W A R D

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

Strong Marketing Through Multiple Channels

Maximizing customers reach

JUMBO Rewards Loyalty Programme

- Over 48,000 members
- Encourage repeat patronage and attract new customers
- Quarterly in-house bilingual newsletter “Wok’s up”
- Active CRM programme

Traditional Media

- Major newspapers
- Television
- Radio programmes
- Outdoor advertising
- Promotional brochures and flyers

Social Media and Online Platforms

- Facebook
- Blogs reviews
- Travel and restaurant review websites
- Mobile friendly

Joint Promotion with Business Associates

- Banks
- Credit cards
- Groupon
- Alipay

Established Central Kitchen and IT Systems for Productivity

Increasing seating capacity and turnover to maximise profit generation

Central Kitchen and R&D Kitchen

Maintain high standard of consistency and food quality across all dining brands. Reduced reliance on individual chefs.

Reduce kitchen size by up to 33% and increase seating capacity by up to 15% for outlets

Lower operating and labour costs as well as improve productivity at outlets which allow us to increase seating capacity and diner turnover

Allow creation of new dishes and improvement of preparation processes for greater quality consistency

Efficient IT systems

Enterprise Resource Planning (ERP) system enable us to effectively monitor business, optimise operational efficiency, maintain a high level of responsiveness to customers' needs and lower operating costs

POS system, Chope Reservation System and Tic Tok Queue Management System to improve operational efficiency



Strategic Goal

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

Strategies and Growth Plans



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

- 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 3 additional outlets in the PRC and Singapore, by end 2017.
- Intend to refurbish and renovate our existing outlets
- New Bak Kut Teh outlet at Resort World Sentosa



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

- 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



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

- Cater to our future growth and development
- Enhance communication among various departments within the Group
- Increase our operational efficiency

Investment Merits

One of Singapore's leading multi-dining concept F&B establishments

Strong fundamentals and management team

Strong brand equity with "Top of Mind" awareness

Diversified brands and dining concepts to target wide customer spectrum

Central kitchen to maintain taste consistency and maximise revenue generation through increasing seating capacity and diner turnover

Exciting growth prospects via our overseas expansion



First outlet established in 1987



First outlet established in 2013



Financial Highlights

Profit or Loss

Q3 FY2016 vs Q3 FY2015

Revenue

S\$32.7 mil

↑ 13.8%

- 2 new JUMBO Seafood outlets in Shanghai
- Overall increase in revenue

Gross Profit

S\$20.6 mil

↑ 14.0%

Gross Profit Margin
remained relatively stable
Q3 FY2016: **62.9%**
Q3 FY2015: **62.8%**

Operating Expenses

S\$17.3 mil

↑ 7.2%

- 2 new JUMBO Seafood outlets in Shanghai

EBITDA

S\$5.1 mil

↑ 53.2%

Net Profit After Tax

S\$3.5 mil

↑ 62.8%

Earnings Per Share

0.5 cent

↑ 66.7%

Q3 FY2016: **0.5 cent**
Q3 FY2015: **0.3 cent**

Profit or Loss

9M FY2016 vs 9M FY2015

Revenue

S\$103.3 mil

↑ 13.6%

- 2 new JUMBO Seafood outlets in Shanghai
- Overall increase in revenue

Gross Profit

S\$64.0 mil

↑ 11.2%

Gross Profit Margin

61.9%

↓ 1.3%

Operating Expense

S\$53.4 mil

↑ 8.8%

- 2 new JUMBO Seafood outlets in Shanghai

EBITDA

S\$16.0 mil

↑ 19.3%

Net Profit After Tax

S\$11.4 mil

↑ 24.8%

Earnings Per Share

1.8 cents

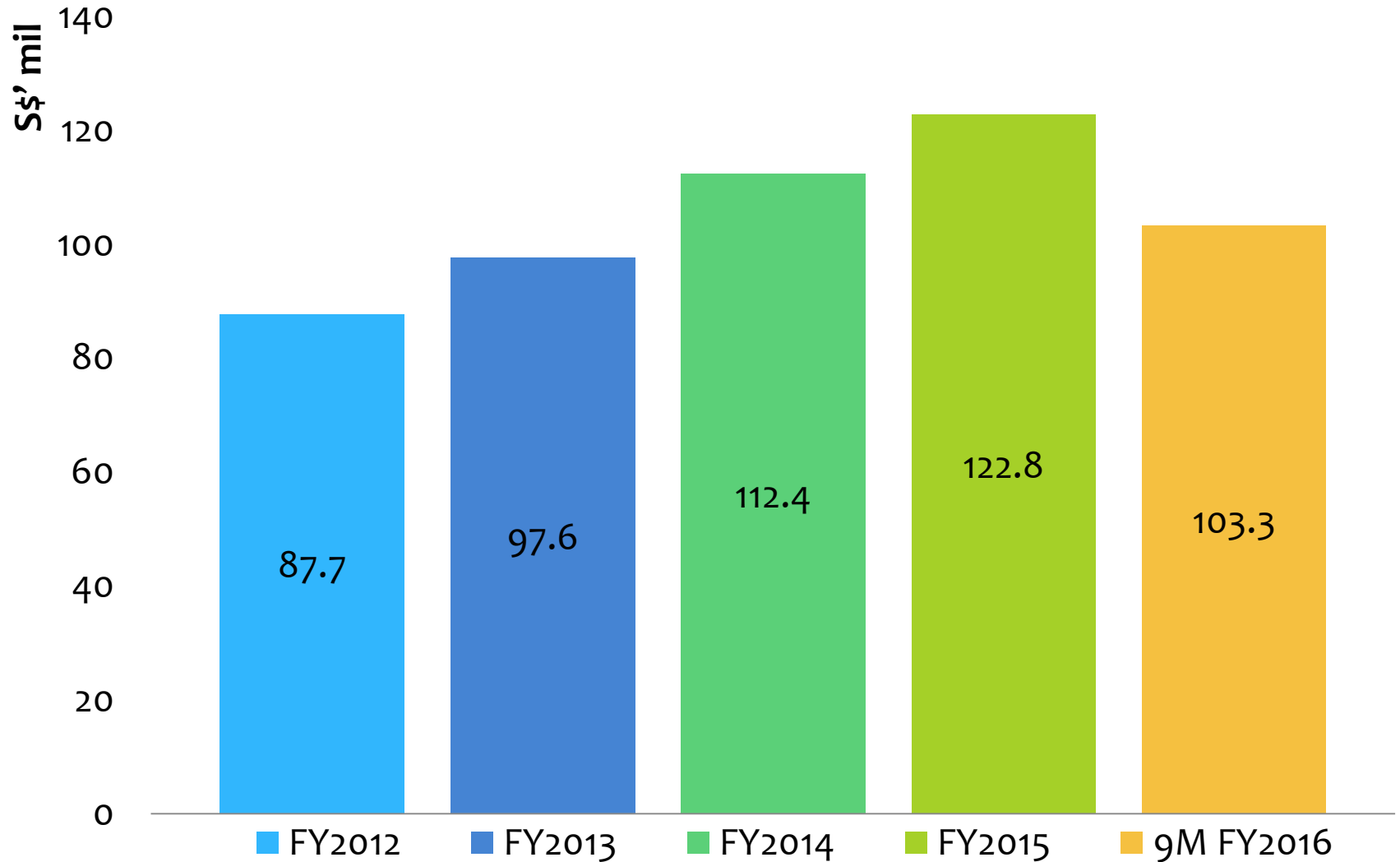
↑ 63.6%

Q3 FY2016: **1.8 cents**

Q3 FY2015: **1.1 cents**

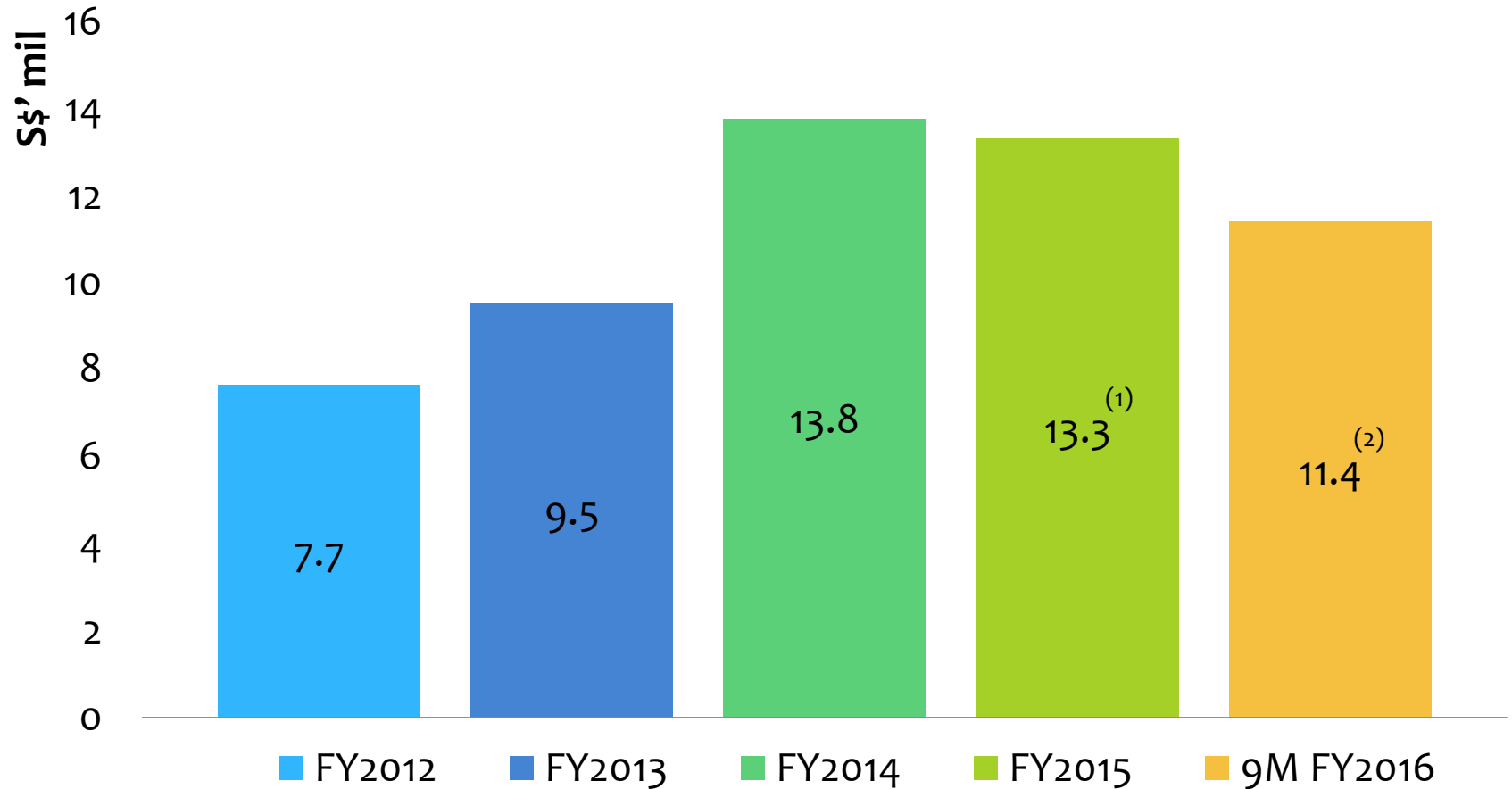
Revenue

FY2012 to 9M FY2016



Net Profit After Tax

FY2012 to 9M FY2016



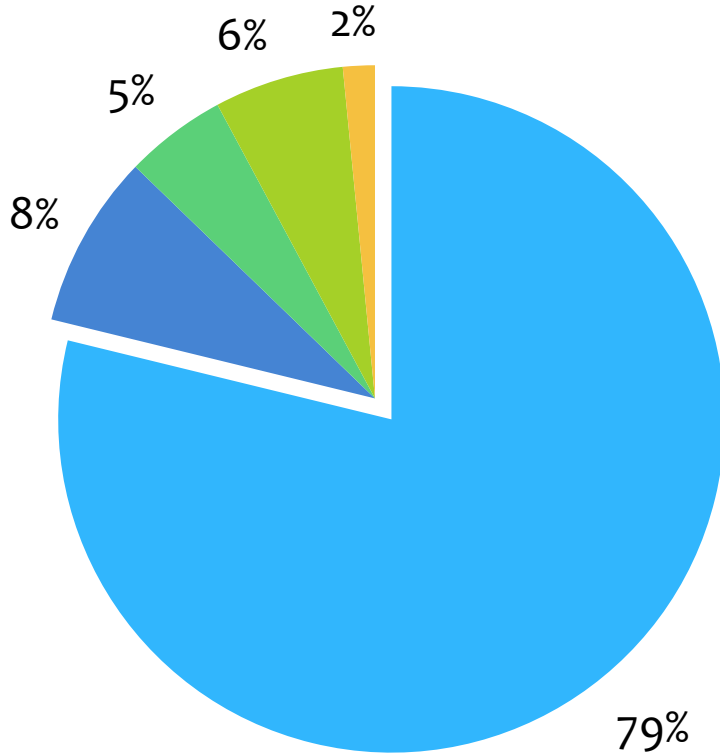
Notes:

(1) Including S\$1.03 mil IPO Expenses

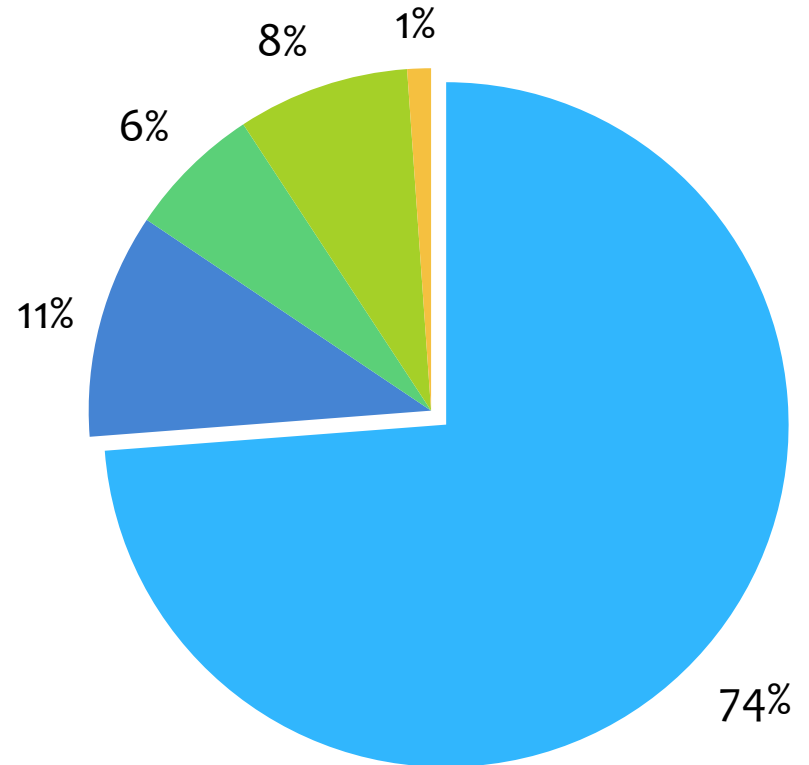
(2) Including S\$0.7 mil IPO Expenses

Revenue Breakdown

Q3 FY2016



Q3 FY2015



■ JUMBO

■ JPOT

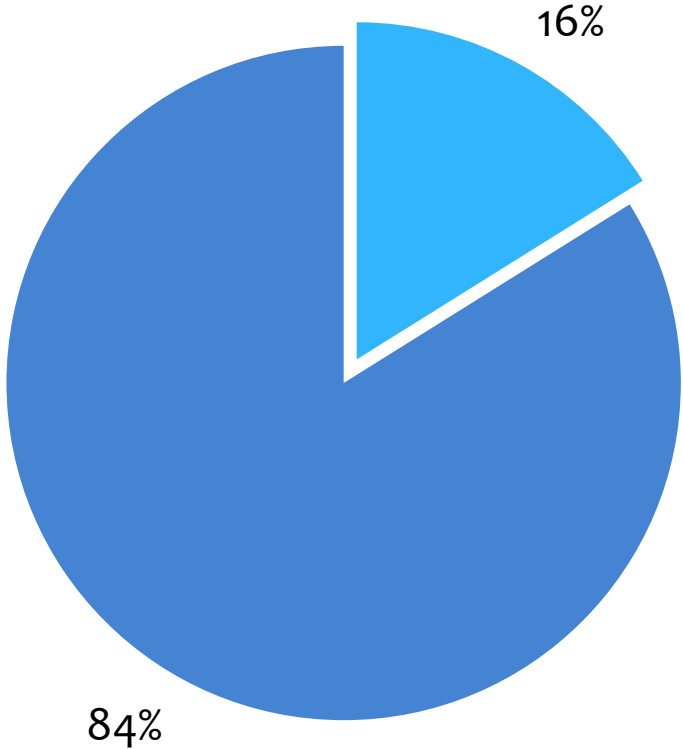
■ NASBKT

■ CHL

■ Others

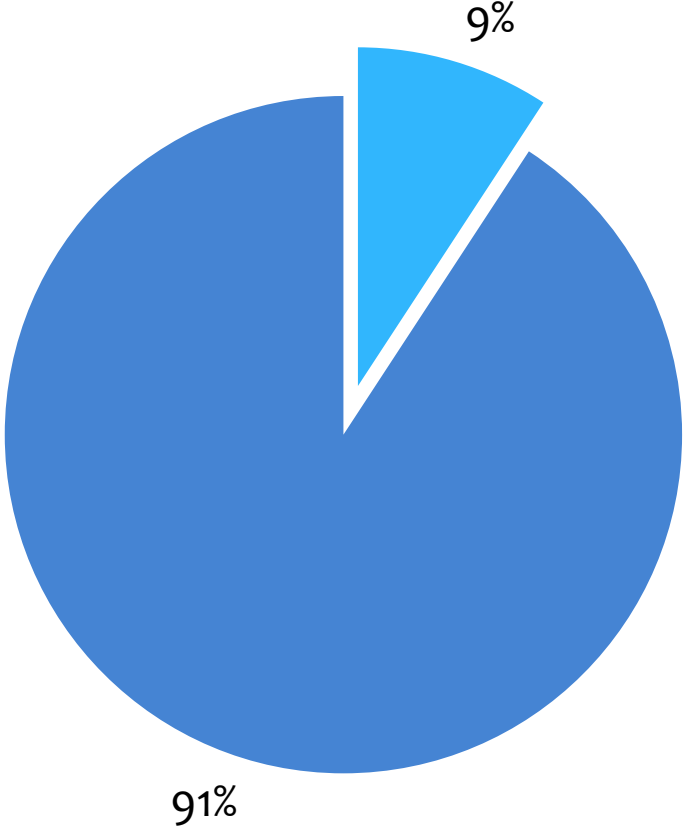
Geographical Revenue Breakdown

Q3 FY2016



■ PRC

Q3 FY2015



■ Singapore

Balance Sheet

Summarized Breakdown	As at 30 Jun 2016	As at 30 Sept 2015
	S\$'000	S\$'000
ASSETS		
Current Assets	63,110	68,025
Non-Current Assets	17,285	15,491
Total Assets	80,395	83,516
LIABILITIES		
Current Liabilities	17,027	17,577
Non-Current Liabilities	635	742
Total Liabilities	17,662	18,319
EQUITY		
Share Capital	48,441	2,596
Retained Earnings and Reserves	12,621	54,327
Fellow Co-operative Venturer's Interests	-	5,440
Non-controlling Interests	1,671	2,834
Total Equity	62,733	65,197
Total Liabilities + Shareholders' Equity	80,395	83,516
Net Asset Value (cents)	9.5	8.9

Cash Flow Statement

Summarized Breakdown	9-mth FY2016	9-mth FY2015
	S\$'000	S\$'000
Net cash provided by operating activities	11,518	8,759
Net cash (used in) / generated from investing activities	(4,396)	362
Net cash used in financing activities	(13,020)	(666)
Net (decrease) / increase in cash and cash equivalents	(5,898)	8,455
Cash and cash equivalents	54,052	56,032



Proposed Dividends

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



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