



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 the Catalist Board of the SGX-ST
- 1st June 2016 – MSCI Global Micro Cap Indexes (Singapore index)
- 1987 – 1st JUMBO Seafood outlet
- 16 restaurants in Singapore & 3 restaurants in Shanghai, PRC
- Manage 1 joint-venture restaurant:
 - Singapore Seafood Republic, Sentosa
- 1 joint-venture restaurant in Japan
- Brand portfolio:



Corporate Overview

- Sells more than 1.6 tonnes of crabs each day
- Serves more than 7,000 diners each day
- Staff strength approximately 940
- Financial summary

	FY2016	FY2015
Revenue	S\$136.8 mil	S\$122.8 mil
EBITDA	S\$22.0 mil	S\$18.6 mil
NPAT	S\$15.7 mil	S\$13.3 mil

Our 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 Mall, Pudong



Singapore

- Rangoon Road, Farrer Park (flagship)
- Tanjong Katong Road, Tanjong Katong
- Chui Huay Lim Club, Newton
- Marina Bay Sands, Marina Bay
- Resort World Sentosa, Sentosa
- Ngee Ann City, Orchard Road



Singapore

- National Service Resort and Country Club, Changi



Singapore

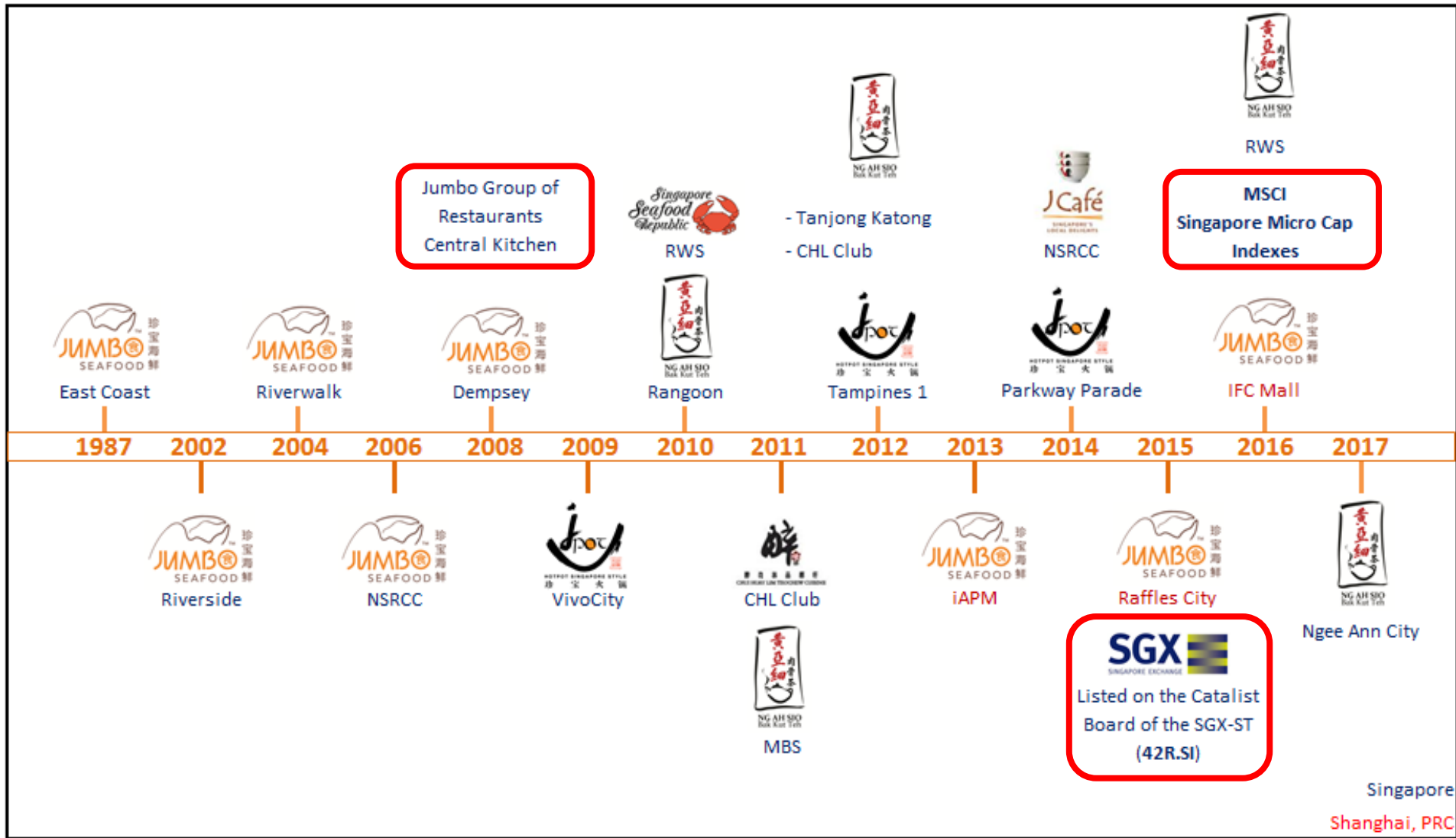
- VivoCity, Harbourfront (flagship)
- Tampines 1, Tampines
- Parkway Parade, Marine Parade



Singapore

- Chui Huay Lim Club, Newton

JUMBO Milestones



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 Institute of 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 Singapore



PEOPLE
EXCELLENCE
A W A R D

2015 WINNER

Year:
2015

Awarding Principal:
SPRING Singapore

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:
2013, 2014, 2015 and 2016

Awarding Principal: Organised by 7 industry lead bodies and SPRING Singapore

Strong Marketing Through Multiple Channels

Maximizing customers reach

JUMBO Rewards Loyalty Programme

- Over 54,000 members
- Encourage repeat patronage and attract new customers
- Over 20,500 existing members (about 200 daily) have patronized our restaurants in the last 3 months
- 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





Strategies and 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 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
- Leverage operational success in Shanghai to expand on brands to other major Chinese cities
- Intend to refurbish and renovate our existing outlets
- New Bak Kut Teh outlets at Resort World Sentosa and Ngee Ann City



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

- Expansion 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
- Pursue franchising opportunities



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



Financial Highlights



Profit or Loss

FY2016 vs FY2015

Revenue

S\$136.8 mil

↑ 11.4%

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

Gross Profit

S\$86.5 mil

↑ 11.9%

Gross Profit Margin
remained relatively stable
FY2016: **63.2%**
FY2015: **62.9%**

Operating Expenses

S\$71.5 mil

↑ 9.4%

- 2 new JUMBO Seafood outlets in Shanghai

EBITDA

S\$22.0 mil

↑ 18.3%

Net Profit After Tax

S\$15.7 mil

↑ 17.9%

Earnings Per Share

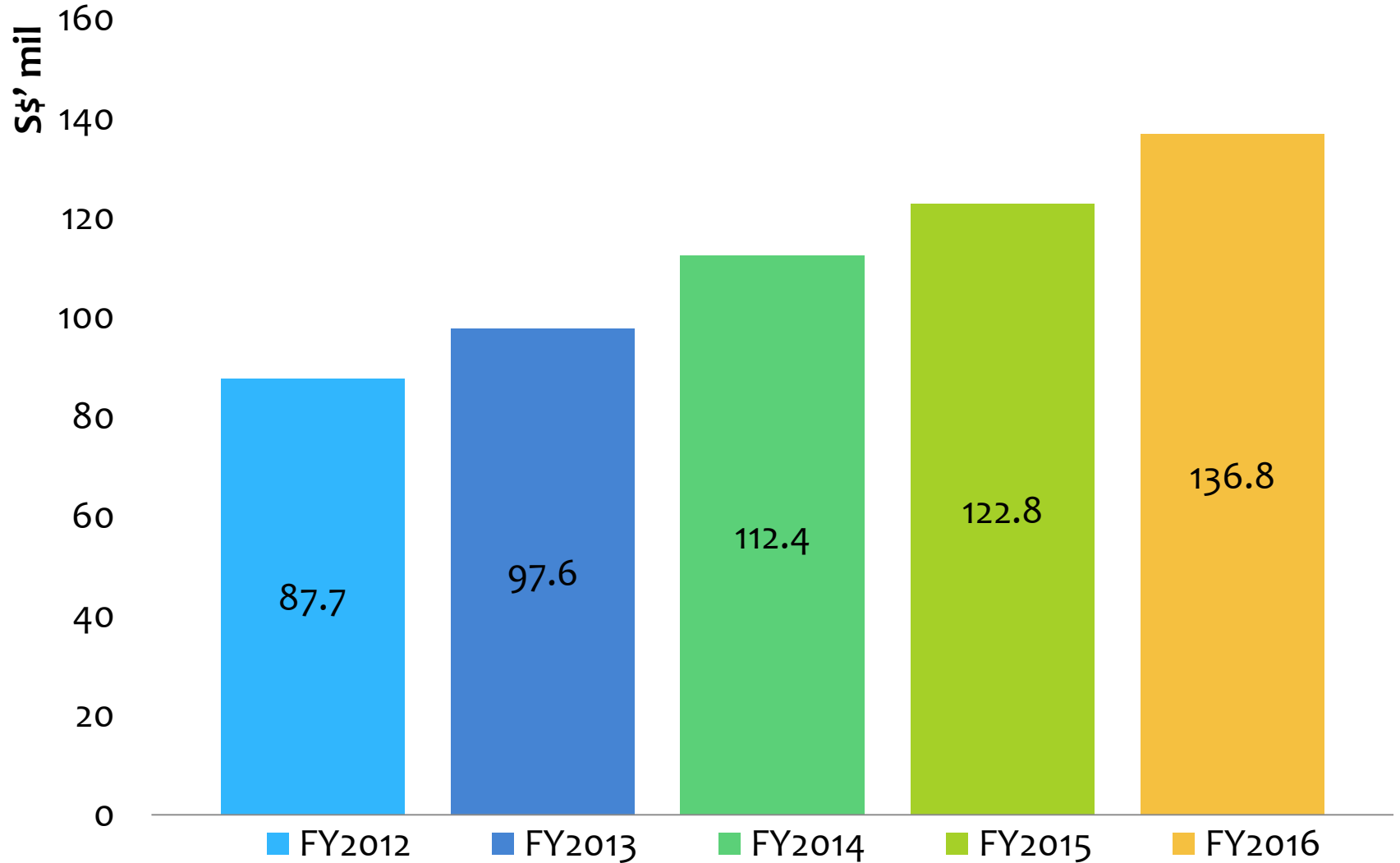
2.4 cents

↑ 41.2%

FY2016: **2.4 cents**
FY2015: **1.7 cents**

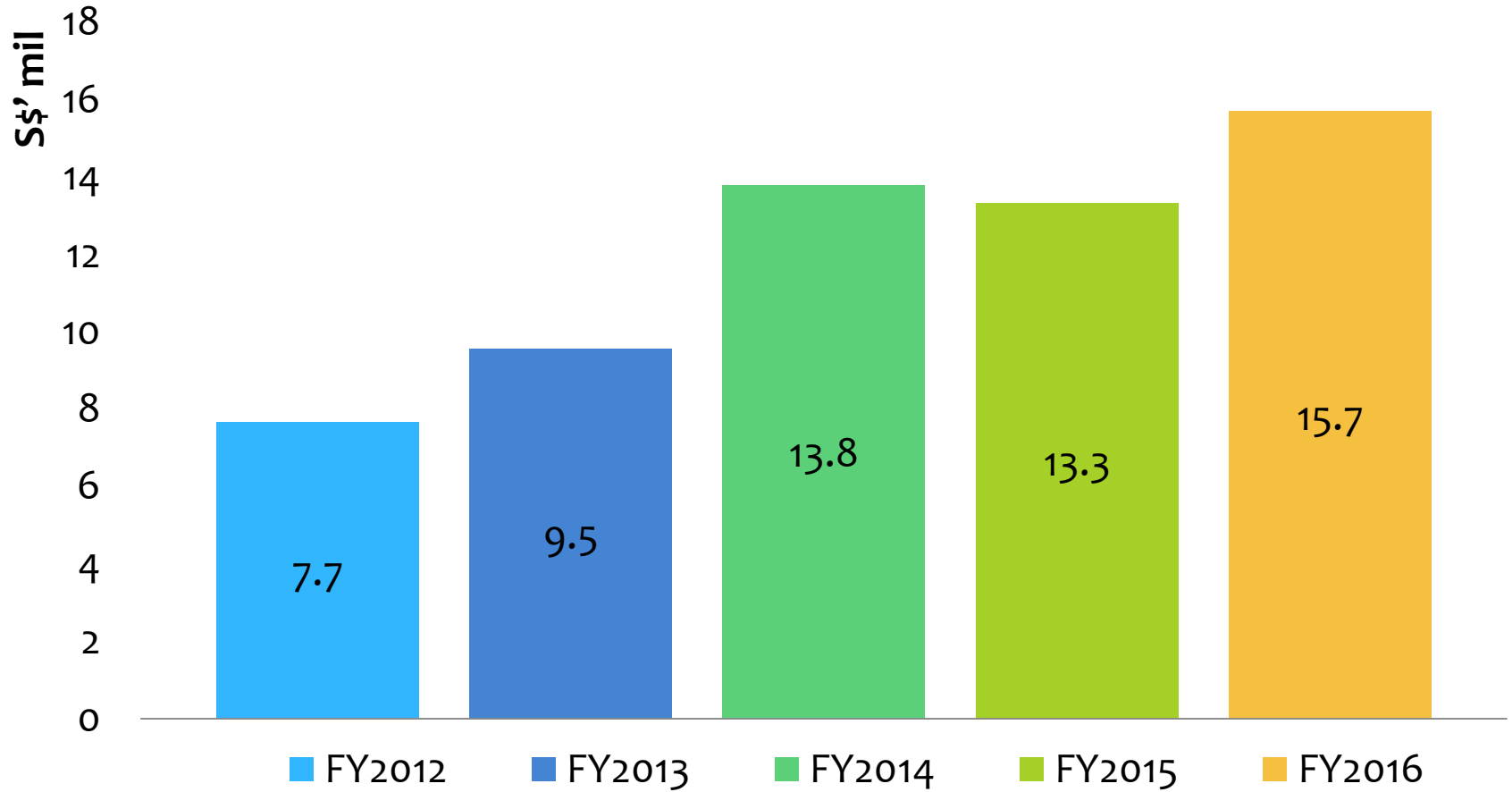
Revenue

FY2012 to FY2016



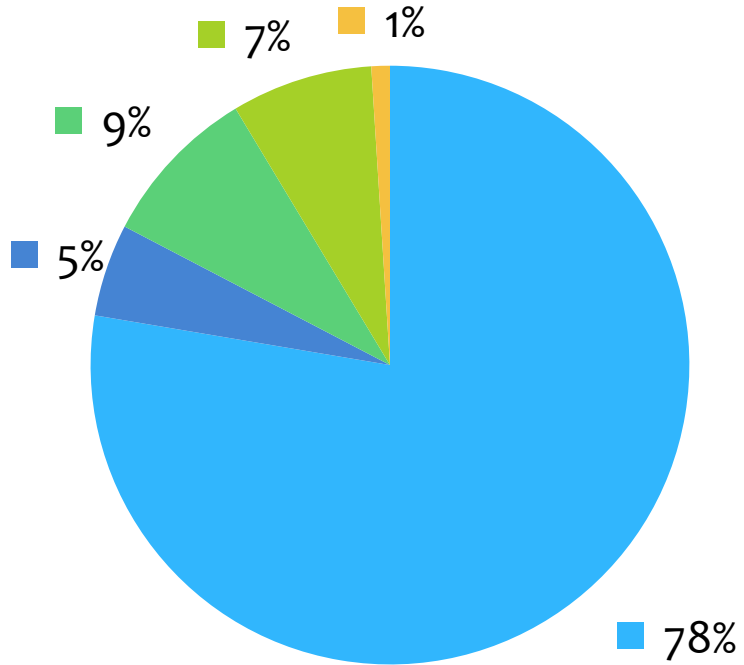
Net Profit After Tax

FY2012 to FY2016

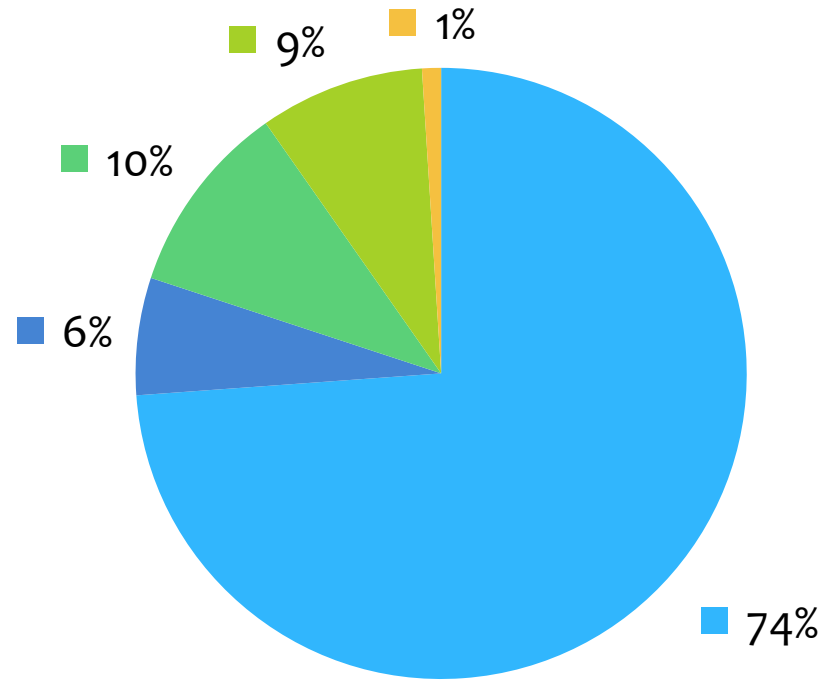


Revenue Breakdown

FY2016



FY2015



JUMBO Seafood

BKT

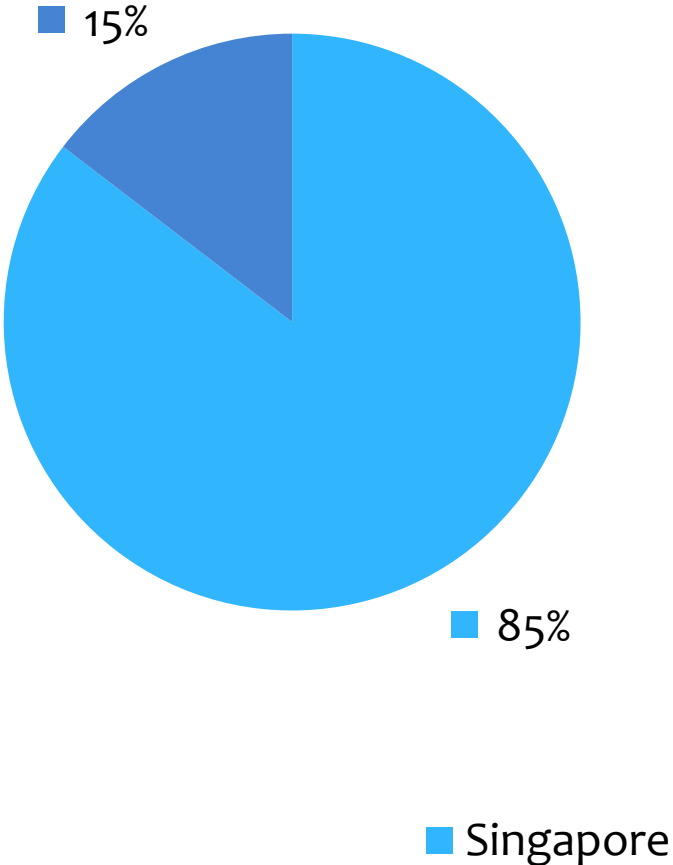
JPOT

CHL

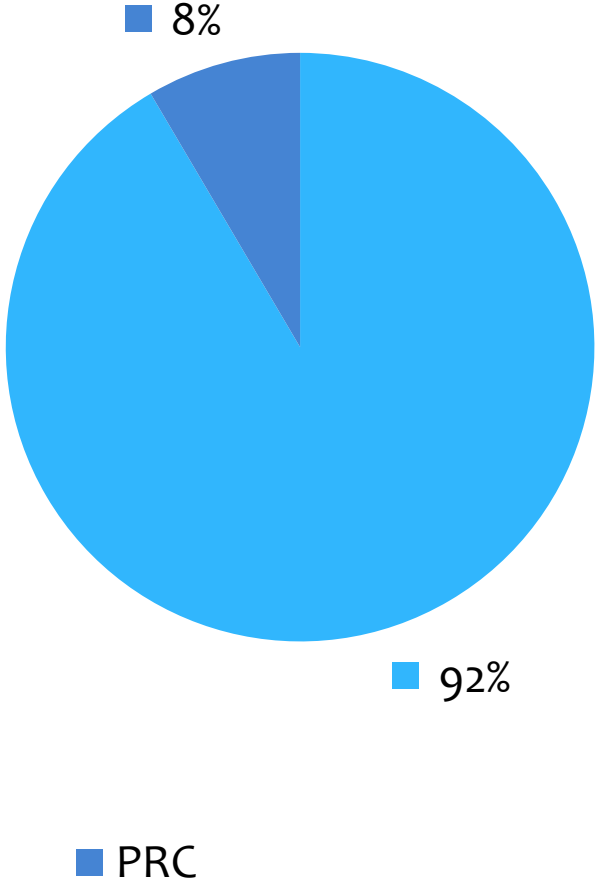
JCN

Geographical Revenue Breakdown

FY2016



FY2015



Balance Sheet

Summarized Breakdown	As at 30 Sept 2016	As at 30 Sept 2015
	S\$'000	S\$'000
ASSETS		
Current Assets	66,717	68,026
Non-Current Assets	19,522	15,491
Total Assets	86,239	83,517
LIABILITIES		
Current Liabilities	18,918	17,577
Non-Current Liabilities	813	743
Total Liabilities	19,731	18,320
EQUITY		
Share Capital	48,441	2,596
Retained Earnings and Reserves	16,340	54,327
Fellow Co-operative Venturer's Interests	-	5,440
Non-controlling Interests	1,727	2,834
Total Equity	66,508	65,197
Total Liabilities + Shareholders' Equity	86,239	83,517
Net Asset Value (cents)	10.1	8.9

Cash Flow Statement

Summarized Breakdown	FY2016	FY2015
	S\$'000	S\$'000
Net cash provided by operating activities	19,901	15,118
Net cash used in investing activities	(7,562)	(1,990)
Net cash used in financing activities	(13,135)	(505)
Net (decrease)/increase in cash and cash equivalents	(796)	12,623
Cash and cash equivalents at beginning of year	60,061	47,438
Cash and cash equivalents at end of year	59,265	60,061



Proposed Dividends

Total dividend amounts to
70.3% of Profit Attributable to Shareholders in FY2016

Final dividend	S \$0.010
Special dividend	S <u>\$0.007</u>
Dividend per share	S \$0.017
Total dividend	S \$10.9M



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