
JUMBO GROUP LIMITED

CORPORATE PRESENTATION

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PRESENTATION SUMMARY

1 Corporate Overview

2 Strategies and Growth Plans

3 Financial Highlights



CORPORATE OVERVIEW

THE JUMBO STORY

CORPORATE MILESTONES



ESTABLISHING

1987

Flagship Seafood Restaurant In Singapore



BRAND BUILDING



REGIONAL EXPANSION

2013

Flagship Seafood Restaurant In Shanghai, PRC



LISTING

2015

Listed on the Catalist Board of the SGX-ST

2016

MSCI Global Micro Cap Indexes (Singapore Index)

2017

Franchises in Vietnam and Taiwan
FTSE ST Catalist Index

PORTFOLIO

- 15 restaurants/outlets in Singapore
- 4 restaurants in Shanghai, PRC
- 1 restaurant in Beijing, PRC
- Manage 1 joint-venture restaurant:
 - Singapore Seafood Republic, Sentosa
- 1 joint-venture restaurant in Japan
- 1 franchised outlet in Ho Chi Minh, Vietnam
- 1 franchised outlet in Taipei, Taiwan
- Sells more than 1.7 tonnes of crabs each day
- Serves more than 7,500 diners each day
- Staff strength approximately 1,000

	FY2017	FY2016	Var
Revenue	S\$145.1mil	S\$136.8mil	6.1%
EBITDA	S\$22.4mil	S\$22.0mil	1.9%
NPAT	S\$15.0mil	S\$15.7mil	(4.3%)

• Brands:



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

- iAPM, Xu Hui District, Shanghai (flagship)
- Raffles City, Huangpu District, Shanghai
- IFC Mall, Lujiazui District, Shanghai
- L' Avenue, Changning District, Shanghai
- SKP Mall, Chaoyang District, Beijing

Vietnam

- Dong Khoi, Ho Chi Minh (franchise)

Taiwan

- Shin Kong Mitsukoshi (Xin Yi), Taipei (franchise)



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

- VivoCity, Harbourfront (flagship)
- Tampines 1, Tampines



Singapore

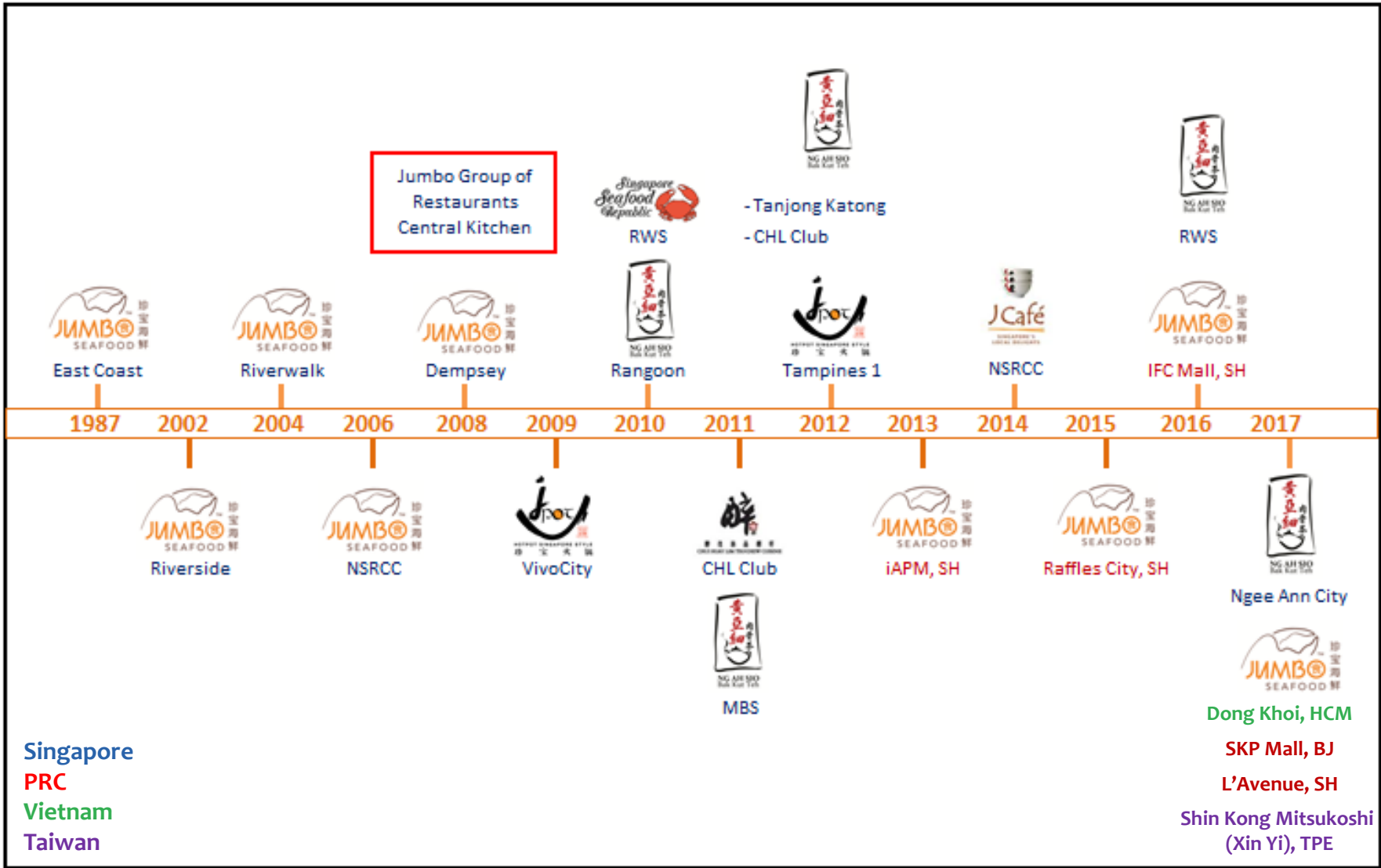
- National Service Resort and Country Club, Changi



Singapore

- Chui Huay Lim Club, Newton

BRANDS & OUTLETS MILESTONES



STRONG BRAND EQUITY

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



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: 2014, 2015 and 2016
Awarding Principal: Organised by 7 industry lead bodies and SPRING Singapore



STRATEGIES & GROWTH PLANS

5 - YEAR PLAN

GROWTH PHILOSOPHY

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

STRATEGIC DIRECTION



Establishing new outlets in the PRC and in Singapore

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 and Beijing to expand our brands to other major Chinese cities



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



Intends to acquire a property 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

SINGAPORE & THE PRC

(Year 2018 – Year 2022)



THE PRC

- Shanghai
 - ✓ Current 4 Jumbo Seafood outlets
 - ✓ Possible 1 new outlet
- Beijing
 - ✓ Current 1 Jumbo Seafood outlet
 - ✓ Possible 1-2 new outlets
- Shenzhen
 - ✓ Possible 1 Jumbo Seafood outlet
- Xi'an
 - ✓ Possible 1 Jumbo Seafood outlet
- Other Chinese cities
 - ✓ Joint venture and/or franchise

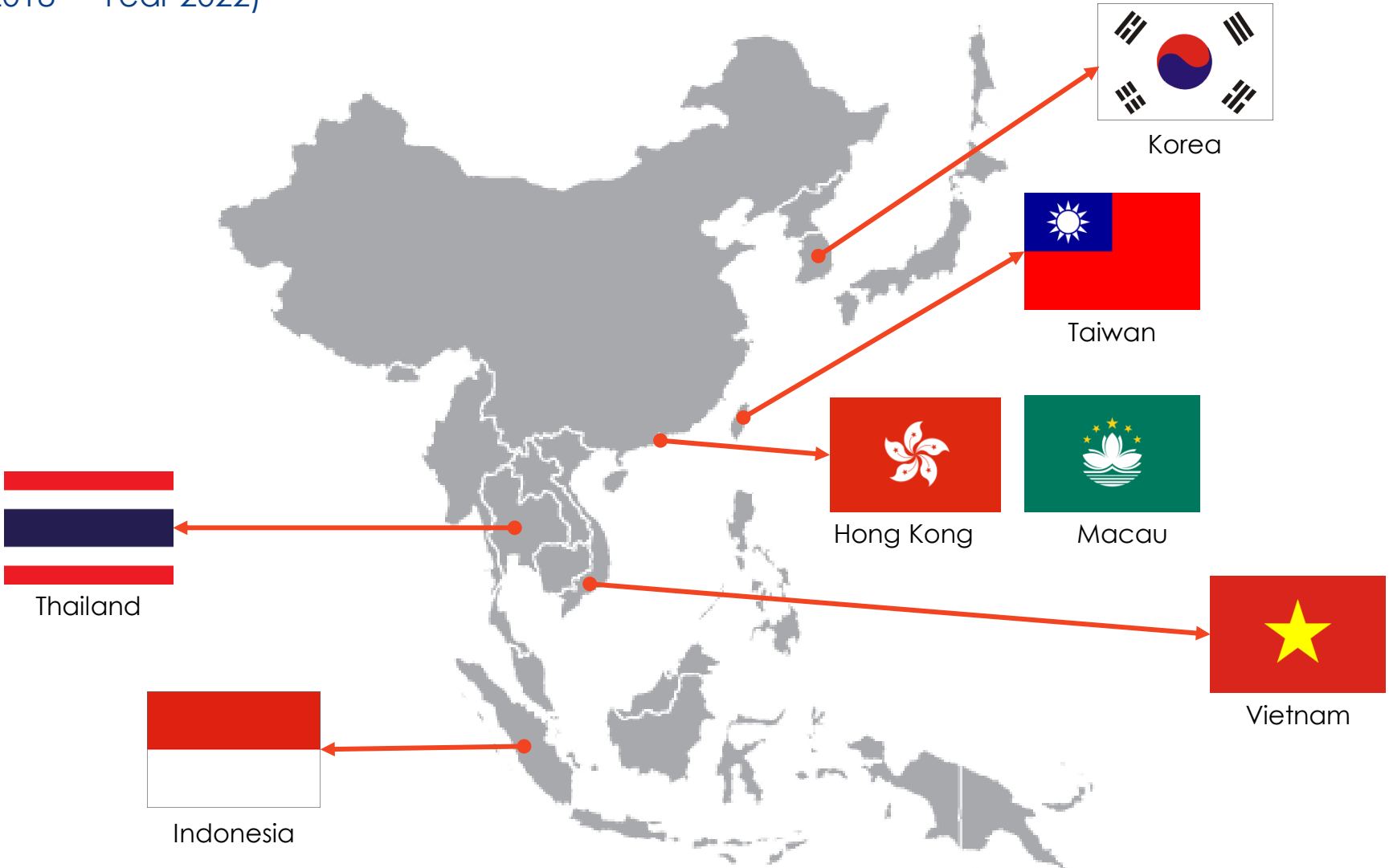


Singapore

- ✓ Possible 1 new Jumbo Seafood outlet and 1 new Teochew Cuisine outlet

POSSIBLE FRANCHISES

(Year 2018 – Year 2022)



POSSIBLE FRANCHISES

(Year 2018 – Year 2022)



Taiwan
6 – 8 Franchised outlets
(Currently 1 Franchised outlet)



Hong Kong
2 – 4 Franchised outlets



Thailand
2 - 4 Franchised outlets



Macau
1 – 2 Franchised outlets



Korea
2 – 4 Franchised outlets



Vietnam
2 – 4 Franchised outlets
(Currently 1 Franchised outlet)



Indonesia
4 – 6 Franchised outlets

OTHER REVENUE STREAMS



RETAIL PACKS
jumboeshop.com.sg



CATERING & EVENTS



HOME DELIVERY



FINANCIAL HIGHLIGHTS

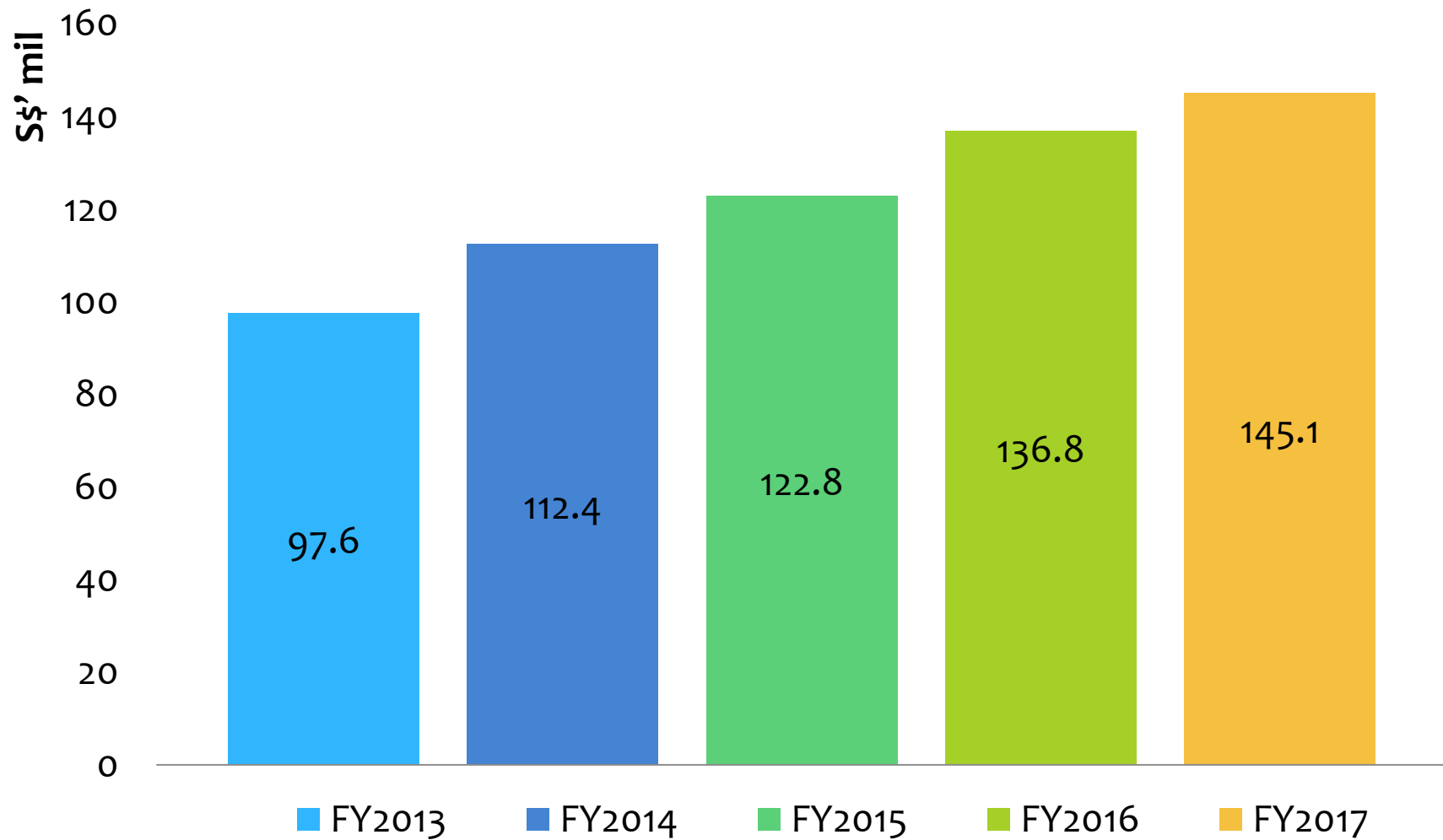
FINANCIAL YEAR ENDED 30 SEPTEMBER 2017

PROFIT OR LOSS

	Group		Increase/
	FY2017	FY2016	(Decrease)
	S\$'000	S\$'000	%
Revenue	145,103	136,752	6.1
Gross profit	91,924	86,452	6.3
Other income	2,747	3,335	(17.6)
Employee benefits expense	(41,765)	(39,247)	6.4
Operating lease expenses	(13,874)	(11,890)	16.7
Utilities expenses	(3,273)	(3,457)	(5.3)
Depreciation expense	(4,578)	(3,524)	29.9
Other operating expenses	(13,492)	(13,342)	1.1
Finance costs	(4)	(26)	(84.6)
Share of results of associates	134	137	(2.2)
Profit before tax	17,819	18,438	(3.4)
Income tax expense	(2,779)	(2,730)	1.8
Profit for the year	15,040	15,708	(4.3)
EBITDA	22,401	21,988	1.9

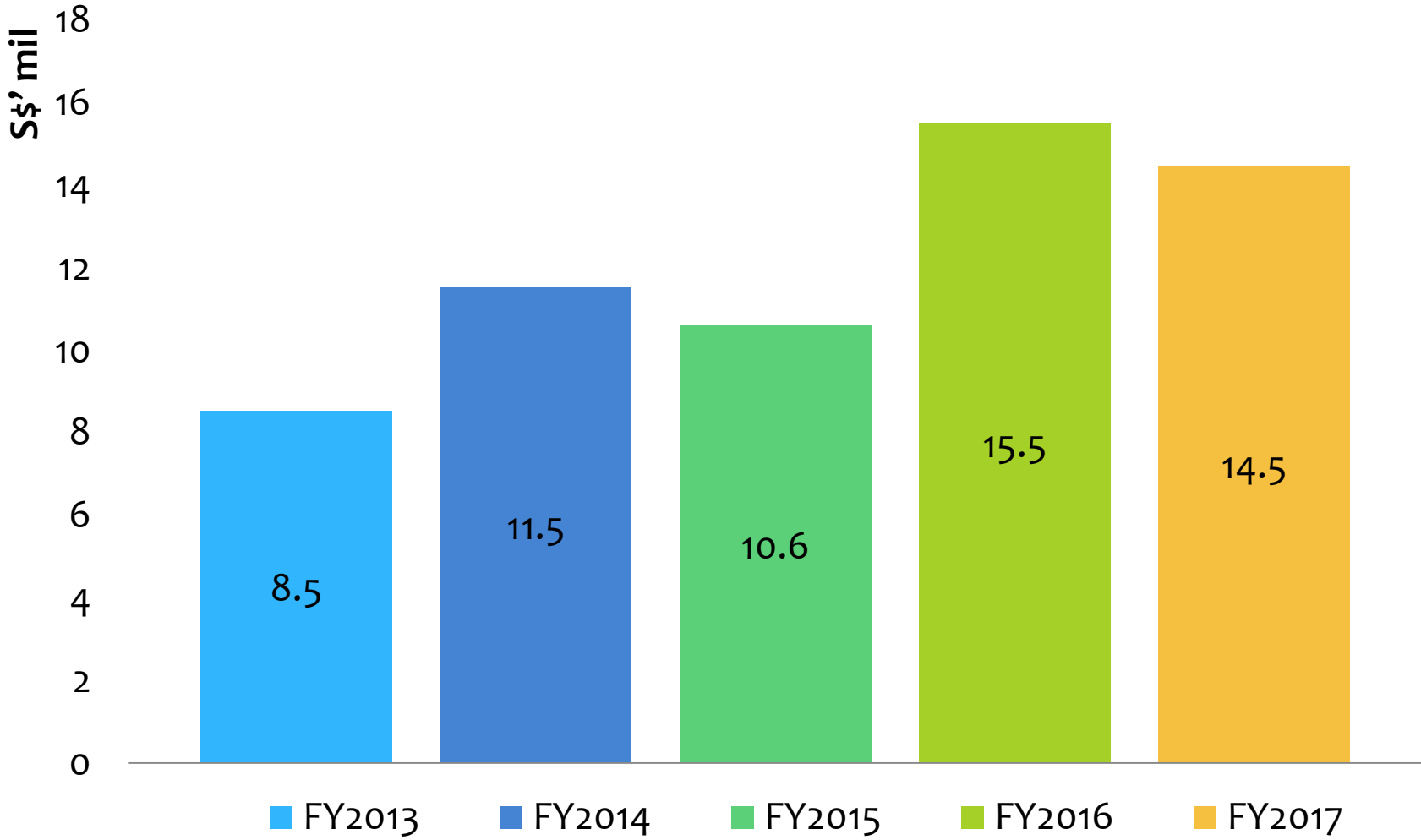
REVENUE

(FY2013 to FY2017)



PROFIT ATTRIBUTABLE TO OWNERS

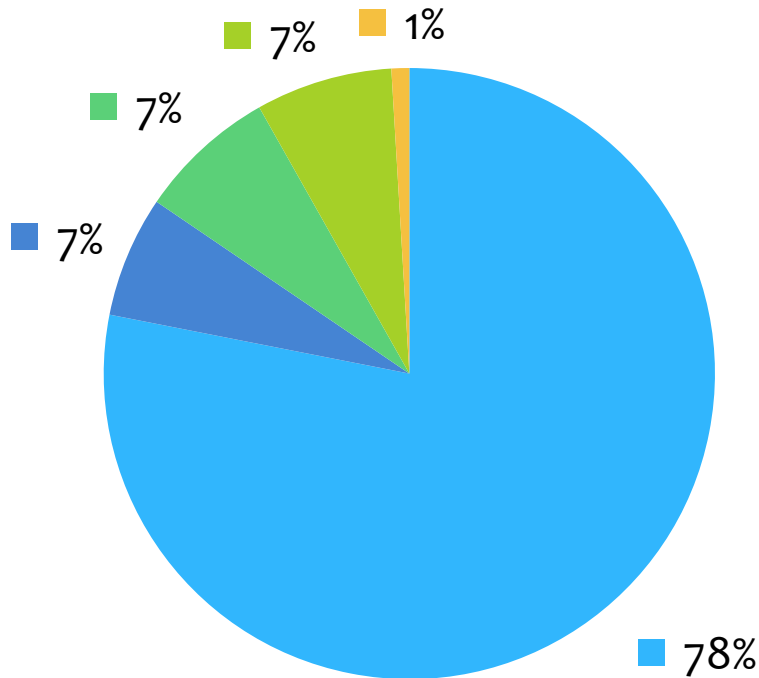
(FY2013 to FY2017)



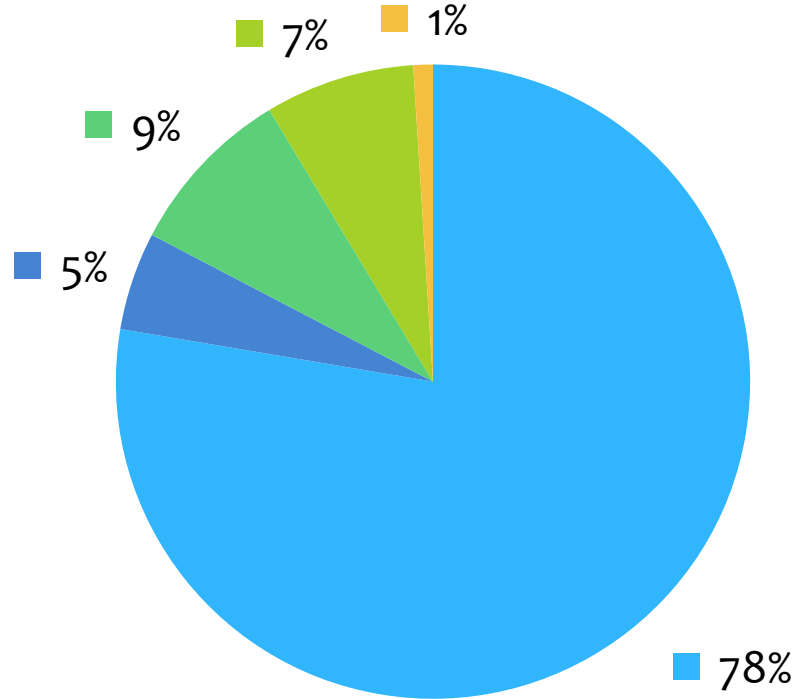
REVENUE BREAKDOWN BY BRANDS

(FY2017 VS FY2016 Comparison)

FY2017



FY2016

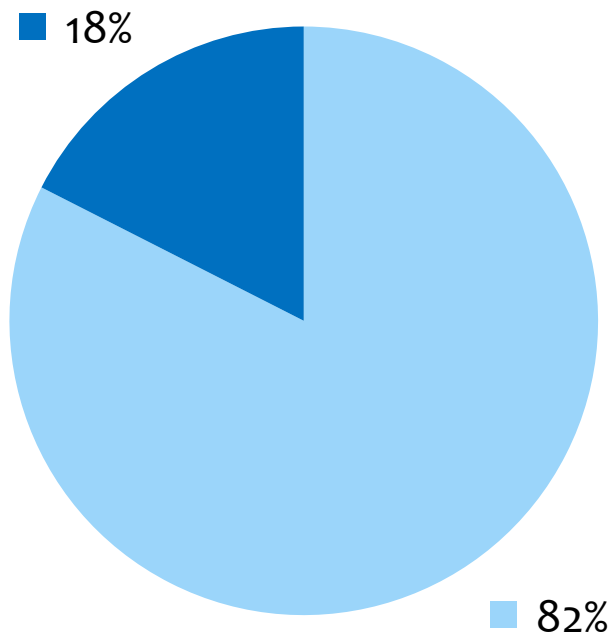


JUMBO Seafood Bak Kut Te h JPOT Hotpot CHL Teochew Cuisine J Café

REVENUE BREAKDOWN - GEOGRAPHICAL

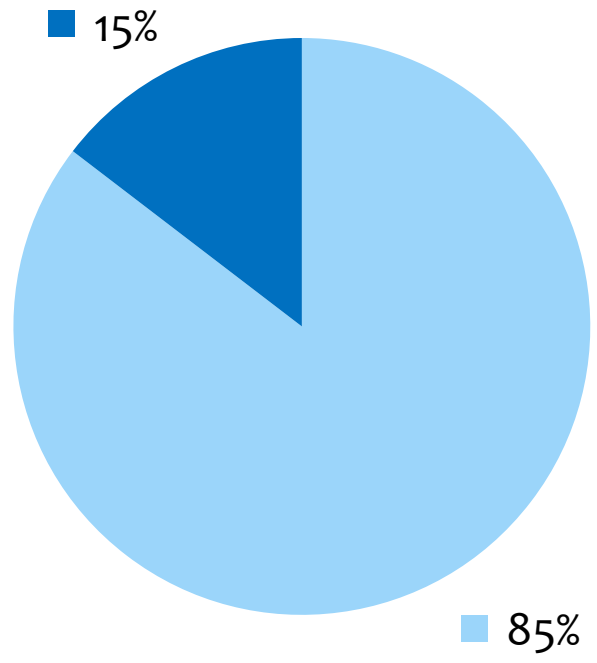
(FY2017 VS FY2016 Comparison)

FY2017



■ Singapore

FY2016



■ The PRC

BALANCE SHEET

Summarized breakdown	As at	
	30-Sep-17	30-Sep-16
	S\$'000	S\$'000
Assets		
Current Assets	62,203	66,716
Non-Current Assets	21,027	19,522
Total Assets	83,230	86,238
Liabilities		
Current Liabilities	14,449	18,917
Non-Current Liabilities	301	813
Total Liabilities	14,750	19,730
Equity		
Share Capital	48,550	48,441
Currency Translation Reserve	(110)	(109)
Merger Reserve	(2,828)	(2,828)
Retained Earnings	19,639	19,277
Non-Controlling Interests	3,229	1,727
Total Equity	68,480	66,508
Total Liabilities + Shareholders' Equity	83,230	86,238
Net Asset Value per share(cents)	10.2	10.1

CASH FLOWS

Summarized breakdown	FY2017	FY2016
	S\$'000	S\$'000
Net cash provided by operating activities	11,599	19,900
Net cash used in investing activities	(5,870)	(7,562)
Net cash used in financing activities	(13,709)	(13,135)
Net decrease in cash and cash equivalents	(7,980)	(797)
Cash and cash equivalents at beginning of year	59,264	60,061
Effect of foreign exchange rate changes	(22)	-
Cash and cash equivalents at end of year	51,262	59,264

DIVIDENDS

FY2017 - Dividend

Interim	0.5 cents
Final (Proposed)	0.5 cents
Special (Proposed)	0.7 cents
Full Year Dividend	<u>1.7 cents</u>

75% of FY2017 net profit attributable to owners

FY2016 – Dividend

Final	1.0 cents
Special	0.7 cents
Full Year Dividend	<u>1.7 cents</u>

70% of FY2016 net profit attributable to owners

THANK YOU

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