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JANUARY 2019

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# JUMBO Group Limited

CORPORATE PRESENTATION

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## JUMBO GROUP LIMITED CORPORATE PRESENTATION

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01 ● **Corporate Overview**

02 ● **Strategies & Growth Plans**

03 ● **Financial Highlights**



01

CORPORATE  
OVERVIEW

# CORPORATE MILESTONES



**ESTABLISHING**

1987

Flagship JUMBO  
Seafood Restaurant  
in Singapore



**BRAND  
BUILDING**



**REGIONAL  
EXPANSION**

2013

Flagship JUMBO  
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

Flagship JUMBO  
Seafood Restaurant  
in Beijing, PRC



2018

JUMBO  
Seafood Restaurant in  
Xi'an, PRC

Flagship  
Hong Kong Tsui Wah  
Restaurant  
in Clarke Quay,  
Singapore  
(Franchisee)

JUMBO  
Seafood Restaurant in  
ION Orchard, Singapore

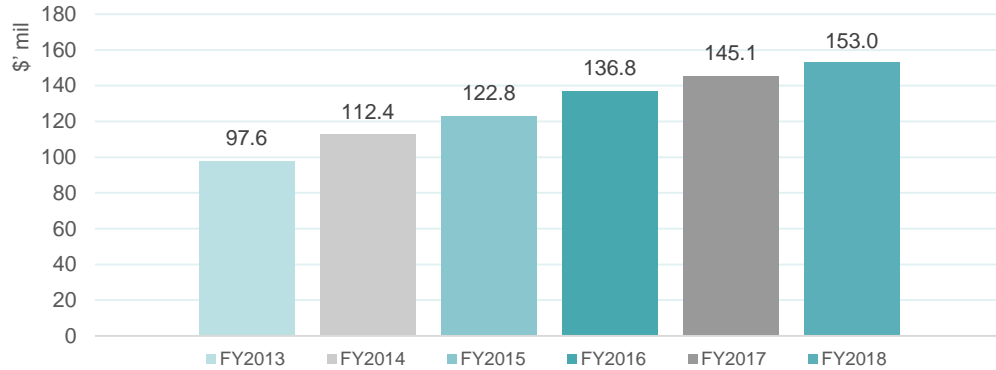
# 2018 MILESTONES

DATE	LOCATION	BRAND
28 MAY	XI'AN	JUMBO SEAFOOD
15 JUN	SINGAPORE	TSUI WAH
26 JUL	TAIPEI	NG AH SIO BAK KUT TEH
27 SEP	TAICHUNG	JUMBO SEAFOOD
1 OCT	FUZHOU	JUMBO SEAFOOD
9 NOV	BANGKOK	JUMBO SEAFOOD
12 DEC	SINGAPORE	JUMBO SEAFOOD

# Corporate Overview

# PORTFOLIO

## NET REVENUE



- Sells more than 1.8 tonnes of crabs each day
- Serves more than 9,000 diners each day (including franchises)
- Staff strength approximately 1,200 (Singapore & PRC)
- Brands:





# BRANDS & DINING OUTLETS



## JUMBO SEAFOOD ( 17 restaurants )

### Singapore

- East Coast Seafood Centre (flagship)
- Riverside Point, Clarke Quay
- The Riverwalk, Boat Quay
- NSRCC, Changi
- Dempsey Hill
- ION Orchard

### Franchise (Location, City)

- Dong Khoi, Ho Chi Minh
- Shin Kong Mitsukoshi, Taipei
- Shin Kong Mitsukoshi Zhonggang, Taichung
- Dongbai Centre, Fuzhou
- ICONSIAM, Bangkok

### Shanghai

- iapm, Xu Hui District (flagship)
- Raffles City, Huangpu District
- IFC Mall, Lujiazui District
- L' Avenue Mall, Changning District

### Beijing

- SKP Mall, Chaoyang District

### Xi'an

- SKP Mall, Beilin District





# BRANDS & DINING OUTLETS



## NG AH SIO BAK KUT TEH ( 5 outlets )

### Singapore

- Rangoon Road, Farrer Park (flagship)
- Chui Huay Lim Club, Newton
- The Shoppes at Marina Bay Sands, Marina Bay
- Resort World™ Sentosa, Sentosa

### Franchise (Location, City)

- Shin Kong Mitsukoshi, Taipei

# BRANDS & DINING OUTLETS



**JPOT**

**Singapore**

- Tampines 1



**Jcafé**  
SINGAPORE'S LOCAL DELICHTS

**JCAFE**

**Singapore**

- NSRCC, Changi



醉花林品軒  
CHUI HUAY LIM YUOCHIEW CUISINE

**CHUI HUAY LIM**

**Singapore**

- Chui Huay Lim Club, Newton



02

**STRATEGIES  
&  
GROWTH PLANS**

# 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



## ORGANIC GROWTH

Local & Overseas Market

### Local Market

Leveraging on operational success and market knowledge to open new outlets and develop new concepts

### Overseas Market

Leveraging on strong brand equity to expand overseas footprints via self-managed, franchise and/or joint venture outlets



## MERGERS & ACQUISITIONS

Enhance Competitive Edge

### Food & Beverage Businesses

Acquiring brands with high growth potential and committed operators to enhance our current brand mix

### Non - Food & Beverage Businesses

Acquiring businesses to complement or strength our current functional requirements giving us a competitive edge



## INFRASTRUCTURE & CAPABILITY

Preparation for the Future

### Corporate Headquarters

Increase efficiency and productivity by housing all strategic functions under one roof

### Central Kitchen & Logistic Functions

Enhance central kitchen and logistic capabilities to support local and overseas expansions

### Information Technology Systems

Invest in IT to further strengthen our competitive edge

### Human Resource & Training

Develop robust human resource policies and training curriculums to attract and groom talents

# SINGAPORE & THE PRC



## Singapore

- ✓ Possible 1 new Jumbo Seafood outlet, 1 new Teochew Cuisine outlet and 2 Tsui Wah outlets



## THE PRC

- Shanghai
  - ✓ Current 4 Jumbo Seafood outlets
  - ✓ Possible 1 new outlet
- Beijing
  - ✓ Current 1 Jumbo Seafood outlet
  - ✓ Possible 1-2 new outlets
- Xi'an
  - ✓ Current 1 Jumbo Seafood outlet
- Fuzhou
  - ✓ Current 1 Jumbo Seafood franchised outlet
- Other Chinese cities
  - ✓ Joint venture and/or franchise
  - ✓ ShenZhen, XiaMen etc.

# POTENTIAL FRANCHISES



Taiwan  
6 – 8 Franchised outlets  
(Currently 3 Franchised outlets)



Thailand  
2 - 4 Franchised outlets  
(Currently 1 Franchised outlet)



Korea  
2 – 4 Franchised outlets



Hong Kong  
2 – 4 Franchised outlets



Macau  
1 – 2 Franchised outlets



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



Indonesia  
4 – 6 Franchised outlets

# OTHER REVENUE STREAMS



RETAIL PACKS  
[jumboeshop.com.sg](http://jumboeshop.com.sg)



CATERING & EVENTS



HOME DELIVERY





03

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**FINANCIAL  
HIGHLIGHTS**

# PROFIT or LOSS

FY2018 vs FY2017

	FY2018		FY2017		VARIANCE
	\$'000	%	\$'000	%	%
<b>Revenue</b>	<b>153,049</b>	<b>100.0%</b>	<b>145,103</b>	<b>100.0%</b>	<b>5.5%</b>
<b>Gross profit</b>	<b>95,951</b>	<b>62.7%</b>	91,924	63.4%	4.4%
<b>Major Expense Items</b>					
Employee benefits expense	(47,504)	31.0%	(41,765)	28.8%	13.7%
Operating lease expenses	(14,289)	9.3%	(13,874)	9.6%	3.0%
<b>EBITDA</b>	<b>18,326</b>	<b>12.0%</b>	<b>22,397</b>	<b>15.4%</b>	<b>(18.2%)</b>
<b>Profit for the year</b>	<b>10,617</b>	<b>6.9%</b>	<b>15,040</b>	<b>10.4%</b>	<b>(29.4%)</b>
<b>Profit attributable to owners of the Company</b>	<b>11,022</b>	<b>7.2%</b>	<b>14,472</b>	<b>10.0%</b>	<b>(23.8%)</b>

# BALANCE SHEET

## GROUP

	As at	
	<u>30/9/2018</u>	<u>30/9/2017</u>
ASSETS	\$'000	\$'000
Total current assets	60,278	62,203
Total non-current assets	27,682	21,027
	<u>87,960</u>	<u>83,230</u>
<b>LIABILITIES AND EQUITY</b>		
Total current liabilities	18,151	14,449
Total non-current liabilities	301	301
Equity attributable to owners of the Company	65,380	65,251
Non-controlling interests	4,128	3,229
	<u>87,960</u>	<u>83,230</u>

# CASHFLOW

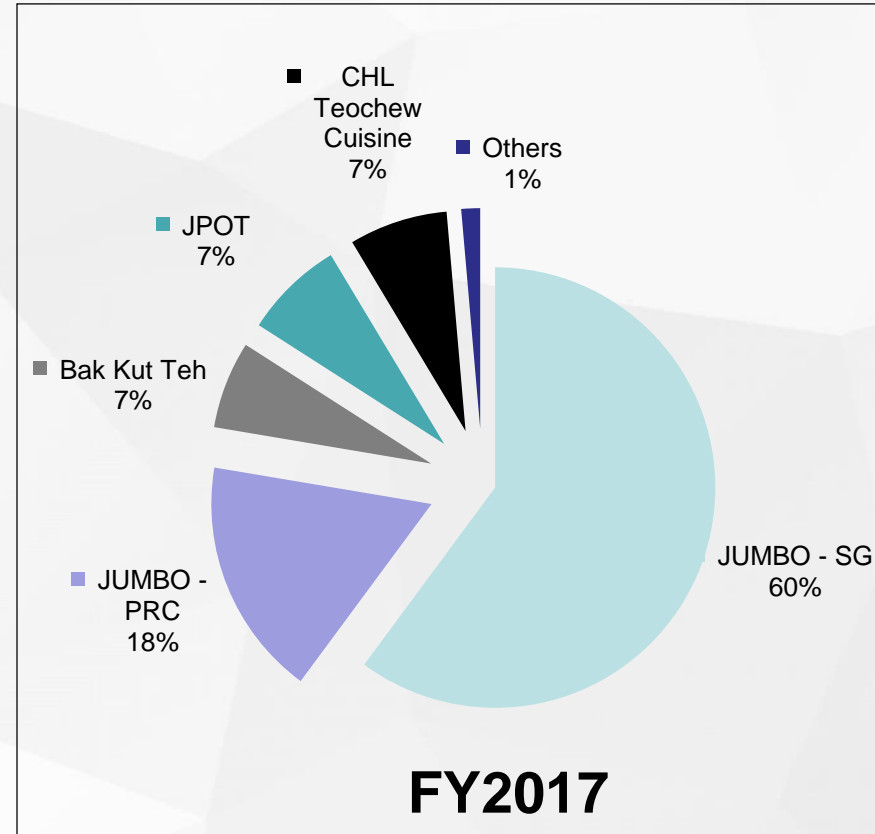
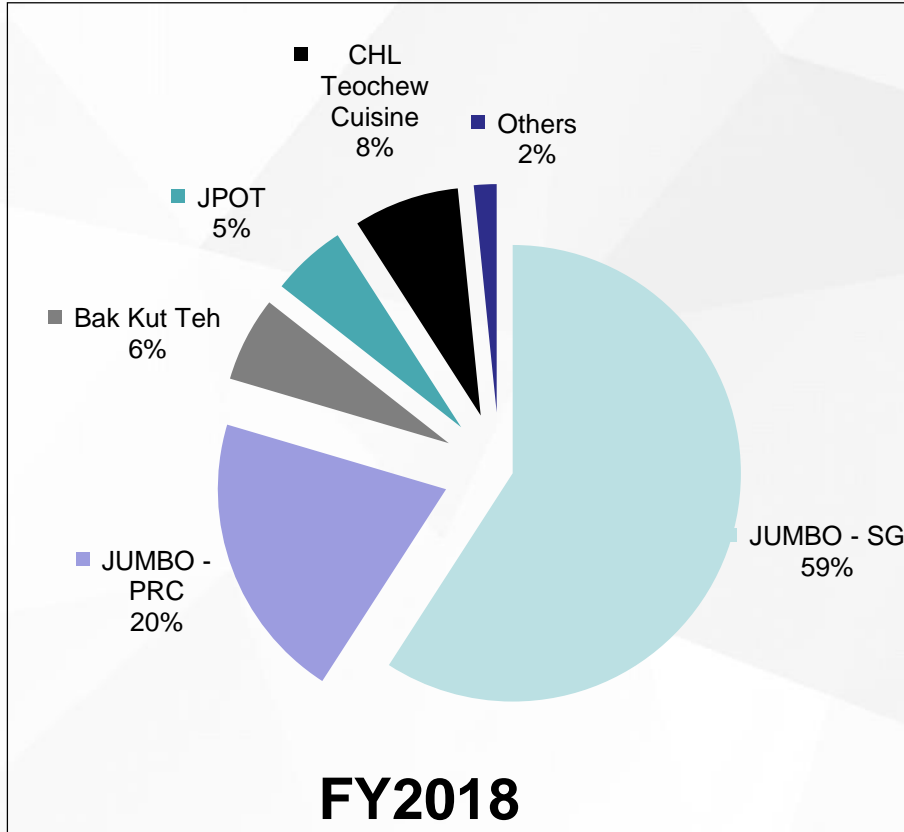
## GROUP

	<u>30/9/2018</u>	<u>30/9/2017</u>
	\$'000	\$'000
Cash generated from operations	19,258	14,447
Net cash from operating activities	16,207	11,688
Net cash used in investing activities	(11,321)	(5,959)
Net cash used in financing activities	(9,595)	(13,709)

# FINANCIAL HIGHLIGHTS

## REVENUE BREAKDOWN

### BRANDS



FINANCIAL HIGHLIGHTS  
**DIVIDENDS**  
FY2018

<b>Interim</b>	<b>:</b>	<b>0.5 cents</b>
<b>Final (Proposed)</b>	<b>:</b>	<b>0.7 cents</b>
<b>Total</b>	<b>:</b>	<b>1.2 cents</b>

**Approximately 70% of profit attributable to owners of the Company**





**JUMBO GROUP LIMITED**  
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