



FEBRUARY 2019

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

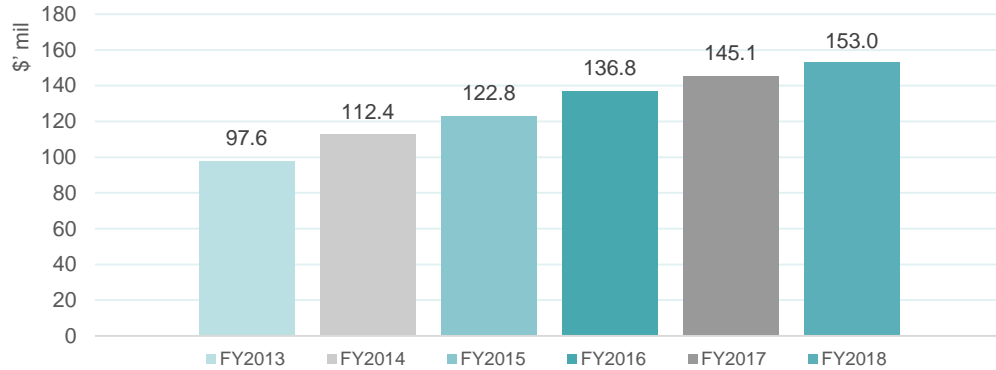
7 NEW RESTAURANTS

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)
- 11 cities in Asia
- Brands:





BRANDS & DINING OUTLETS



JUMBO SEAFOOD (16 restaurants)

Singapore

- East Coast Seafood Centre (flagship)
- Riverside Point, Clarke Quay
- The Riverwalk, Boat Quay
- 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



醉花林品齋軒
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)



South Korea
2 – 4 Franchised outlets
(Announced JV with Korean parties to
open JUMBO Seafood restaurants)



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



CATERING & EVENTS



HOME DELIVERY



03

**FINANCIAL
HIGHLIGHTS**

PROFIT or LOSS

Q1 FY2019 vs Q1 FY2018

	Q1 FY2019		Q1 FY2018		VARIANCE
	\$'000	%	\$'000	%	%
Revenue	35,463	100.0%	35,998	100.0%	(1.5%)
Gross profit	22,586	63.7%	22,664	63.0%	(0.3%)
Major expense items					
Employee benefits expense	(11,166)	31.5%	(11,293)	31.4%	(1.1%)
Operating lease expenses	(3,269)	9.2%	(3,524)	9.8%	(7.2%)
EBITDA ⁽¹⁾	3,863	10.9%	3,648	10.1%	5.9%
Net profit for the period ⁽¹⁾	2,159	6.1%	2,123	5.9%	1.7%
Profit attributable to owners of the Company ⁽¹⁾	2,433	6.9%	2,102	5.8%	15.7%

(1) Excluding fair value loss of \$392,000 on investments, EBITDA, net profit for the period and profit attributable to owners of the Company would have been \$4,255,000, \$2,551,000 and \$2,825,000 in Q1 FY2019 respectively.

BALANCE SHEET

GROUP

	As at	
	<u>31/12/2018</u>	<u>30/9/2018</u>
ASSETS	\$'000	\$'000
Total current assets	63,316	60,278
Total non-current assets	27,834	27,682
	<u>91,150</u>	<u>87,960</u>
LIABILITIES AND EQUITY		
Total current liabilities	19,550	18,151
Total non-current liabilities	301	301
Equity attributable to owners of the Company	67,445	65,380
Non-controlling interests	3,854	4,128
	<u>91,150</u>	<u>87,960</u>

CASHFLOW

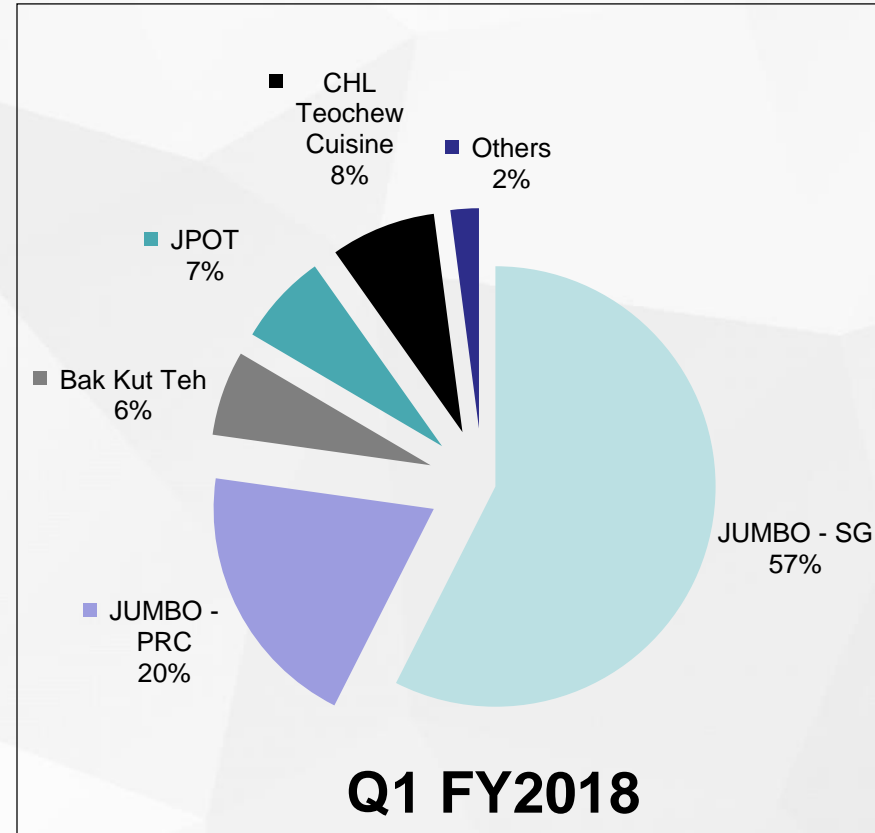
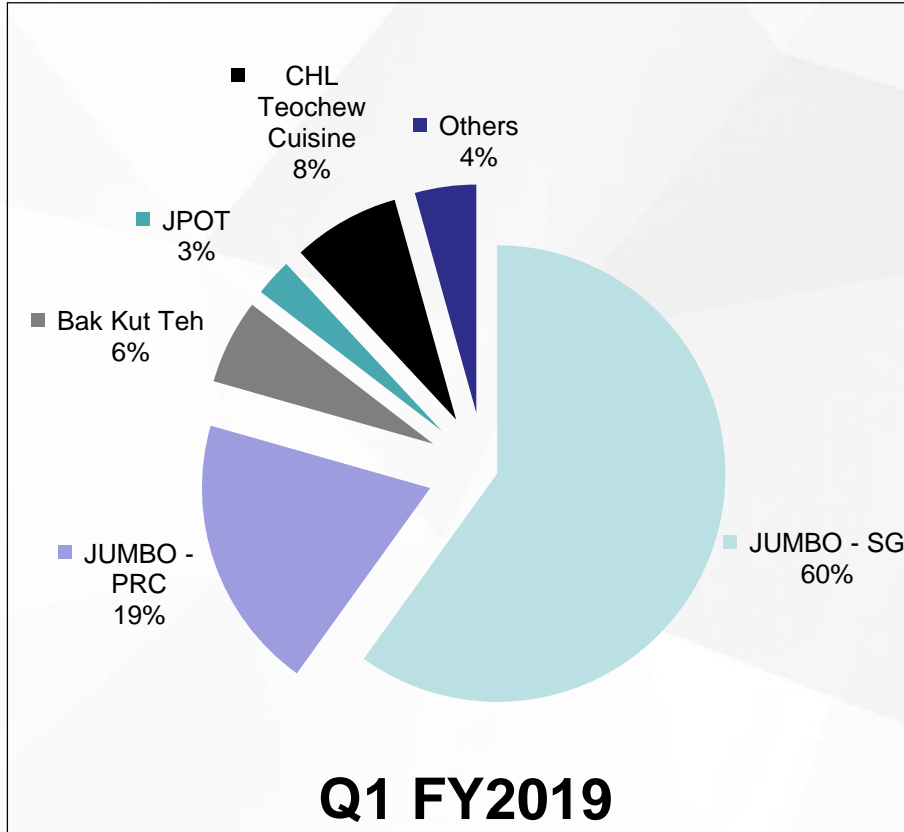
GROUP

	<u>Q1 FY2019</u>	<u>Q1 FY2018</u>
	\$'000	\$'000
Cash generated from operations	5,038	4,044
Net cash from operating activities	4,962	3,926
Net cash used in investing activities	(2,070)	(3,325)
Net cash used in financing activities	-	-
	<u>-</u>	<u>-</u>

FINANCIAL HIGHLIGHTS

REVENUE BREAKDOWN

BRANDS



FINANCIAL HIGHLIGHTS
DIVIDENDS

	<u>FY2018</u>	<u>FY2017</u>	<u>FY2016</u>
Interim :	0.5 cents	0.5 cents	-
Final :	0.7 cents	0.5 cents	1.0 cents
Special :	-	0.7 cents	0.7 cents
Total :	<u>1.2 cents</u>	<u>1.7 cents</u>	<u>1.7 cents</u>

Approximately 70%-75% of profit attributable to owners of the Company





JUMBO GROUP LIMITED
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