

JUMBO GROUP

CORPORATE PRESENTATION
MAY 2019



Corporate Overview

Strategies & Growth Plans

Financial Highlights

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JUMBO GROUP LIMITED CORPORATE PRESENTATION

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1. Corporate Overview

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CORPORATE OVERVIEW



ABOUT US

- One of Singapore's leading multi-dining concept F&B establishments
- Owns 6 brands and manages 2 brands
- Famous for our Award-Winning Chilli Crab
- F&B network covering Singapore, People's Republic of China, Taiwan, Vietnam, Thailand & Japan
- 32 F&B outlets in Asia (including franchisees)
- Listed on SGX Catalist in Nov 2015



1.8 tonnes
of crabs sold
each day



A group of six smiling kitchen staff members in white uniforms are posed in a professional kitchen. The uniforms have the JIMBO logo and names on them. The kitchen background includes stainless steel counters, shelves with stacks of plates, and various kitchen equipment.

1,200 staff employed in Singapore & China

OUR STORY

JUMBO Group began with a single JUMBO Seafood outlet (now our flagship restaurant) in 1987 at the East Coast Seafood Centre in Singapore. Since then, we have expanded and ventured into new markets with new brands under the JUMBO name.



CORPORATE MILESTONES

1987

Flagship JUMBO
Seafood Restaurant
in Singapore

2008

Establishment
of JUMBO
Central Kitchen

2013

Flagship JUMBO
Seafood Restaurant
in Shanghai, PRC

2017

First JUMBO
Seafood Franchise
Opens in Ho Chi
Minh, Vietnam

2018

First NG AH SIO
Bak Kut Teh
Franchise Opens in
Taipei, Taiwan

8 BRANDS

11 CITIES, 32 OUTLETS

JUMBO Seafood

Singapore: 6
 Shanghai: 4
 Beijing: 1
 Xi'an: 1
 Fuzhou: 1*
 Taichung: 1*
 Taipei: 1*
 Ho Chi Minh: 1*
 Bangkok: 1*

NG AH SIO Bak Kut Teh

Singapore: 4
 Taipei: 2*

Chui Huay Lim Teochew Cuisine

Singapore: 1

Zui Yu Xuan Teochew Cuisine

Singapore: 1

Chao Ting

Singapore: 1

JPOT - Hotpot Singapore Style

Singapore: 1

Singapore Seafood Republic

Singapore: 1
 Tokyo: 2
 Osaka: 1

Tsui Wah

Singapore: 1*

* Denotes Franchises





F&B Network across 11 Cities in Asia

OUR BRANDS





JUMBO Seafood is well-known for its Singapore-style seafood cuisine, especially its Award-Winning Chilli Crab.





NG AH SIO
Bak Kut Teh

Founded in 1955, NG AH SIO Bak Kut Teh has served over a million bowls of this heritage dish over the years. The brand is renowned for its savoury, pork-based, peppery Teochew style soup, accompanied by servings of freshly-brewed Kung Fu tea, representing a quintessentially Singaporean meal – simple, wholesome and delicious.



醉

Zui (醉) Teochew Cuisine is our tribute to the timeless culinary heritage of one of Singapore's founding Chinese dialect groups.



醉花林品潮軒
CHUI HUAY LIM TEOCHEW CUISINE



朝亭
CHAO TING
Teochew Pao Fan

醉

醉花林品潮轩
CHUI HUAY LIM TEOCHEW CUISINE

醉宇轩经典潮膳
ZUI YU XUAN TEOCHEW CUISINE

Our two main dining concepts of Zui (醉) Teochew Cuisine—sister restaurants Chui Huay Lim Teochew Cuisine and Zui Yu Xuan Teochew Cuisine, both located within sites of historic significance—specialise in iconic Teochew classics. Highlights from the menu span from a delicate steamed pomfret to a nuanced braised duck with beancurd slices, from a crisp-skinned yet succulent roasted suckling pig to a luxuriously smooth yam paste.



一品泡饭

CHAO TING
Teochew Pao Fan

Chao Ting is a casual quick-service establishment specialising in Teochew 'Pao Fan'. This classic Chinese dish of perfectly cooked grains of rice served in a bath of flavourful broth is especially loved for the lightness of the soup and the silky yet toothsome texture of the rice.





JPOT – Hotpot Singapore Style was conceptualised to pay homage to the centuries-old hotpot tradition, while providing a modern twist in its variety of uniquely Singapore-style soup bases such as Chilli Crab, Bak Kut Teh and Fish Head soup.



翠華

TSUI WAH
SINCE 1967

Synonymous with Hong Kong specialties of great quality and value, Tsui Wah (翠華) is one of the biggest and most successful Hong Kong Cha Chaan Teng (港式茶餐廳) chains. The first Tsui Wah outlet in Southeast Asia, Tsui Wah Singapore, is a joint venture between JUMBO Group Ltd and Tsui Wah Holdings Limited.



Singapore Seafood Republic



A unique collaboration between four of Singapore's best-loved seafood dining groups. This restaurant is backed by a history of culinary mastery, making it the place to savour the finest of Singapore's seafood cuisine encapsulated under one roof.





STRATEGIES & GROWTH PLANS



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

STRATEGIC DIRECTIONS

ORGANIC GROWTH Local & Overseas Markets

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, franchises and/or joint venture outlets



STRATEGIC DIRECTIONS

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



STRATEGIC DIRECTIONS

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



2018 OUTLET OPENINGS

<u>DATE</u>	<u>BRAND</u>	<u>LOCATION</u>	<u>CITY</u>
28 MAY	JUMBO SEAFOOD	XI'AN SKP MALL	XI'AN
15 JUN	TSUI WAH	CLARKE QUAY	SINGAPORE
26 JUL	NG AH SIO BAK KUT TEH	SHIN KONG MITSUOKOSHI (XINYI)	TAIPEI
27 JUL	JUMBO SEAFOOD	SHIN KONG MITSUKOSHI (ZHONGGANG)	TAICHUNG
1 OCT	JUMBO SEAFOOD	DONGBAI CENTRE	FUZHOU
9 NOV	JUMBO SEAFOOD	ICONSIAM	BANGKOK
12 DEC	JUMBO SEAFOOD	ION ORCHARD	SINGAPORE

2019 OUTLET OPENINGS

<u>DATE</u>	<u>BRAND</u>	<u>LOCATION</u>	<u>CITY</u>
8 APR	ZUI YU XUAN TEOCHEW CUISINE	FAR EAST SQUARE	SINGAPORE
8 APR	CHAO TING	FAR EAST SQUARE	SINGAPORE
17 APR	JUMBO SEAFOOD	JEWEL CHANGI AIRPORT	SINGAPORE
28 APR	NG AH SIO BAK KUT TEH	SHIN KONG MITSUKOSHI (NANXI)	TAIPEI



POTENTIAL EXPANSION PLANS

Singapore

2 new Tsui Wah outlets

Shanghai

1 new outlet

Beijing

1-2 new outlets

Other Chinese cities

Joint ventures and/or franchises in
Shenzhen, Xiamen, etc

POTENTIAL FRANCHISE PLANS

Taiwan

6 – 8 Franchised outlets
(Currently 4 Franchised outlets)

Thailand

2 - 4 Franchised outlets
(Currently 1 Franchised outlet)

South Korea

2 – 4 Franchised outlets
(1st Franchised JUMBO Seafood restaurant
to open in 3rd Quarter of 2019)

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

CATERING & EVENTS

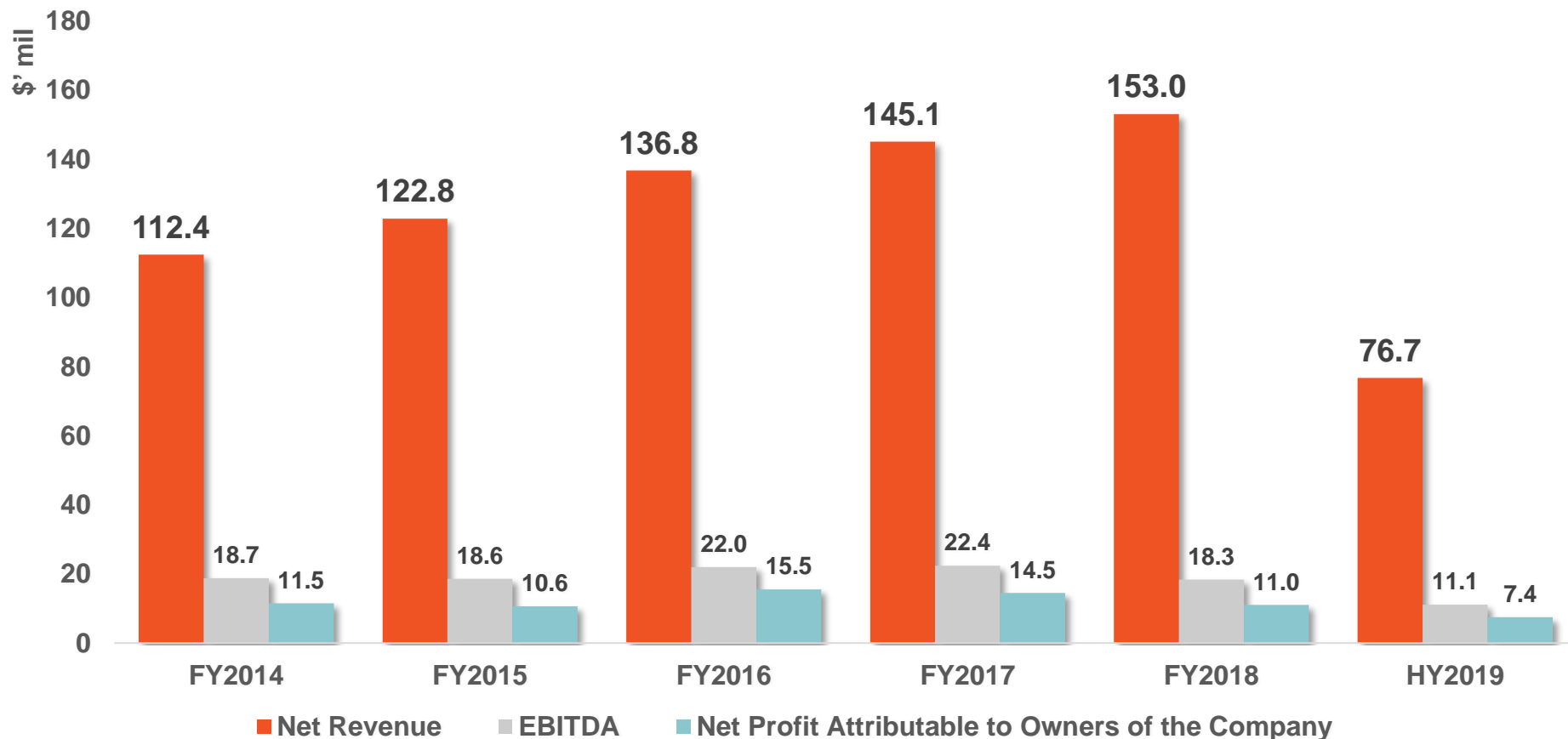
HOME DELIVERY





FINANCIAL HIGHLIGHTS

KEY FINANCIAL INFORMATION



INCOME STATEMENT

	Q2 FY2019 \$'000	Q2 FY2018 \$'000	Variance %		HY2019 \$'000	HY2018 \$'000	Variance %
Revenue	41,250	41,839	(1.4%)		76,713	77,837	(1.4%)
Cost of sales	(14,609)	(15,328)	(4.7%)		(27,486)	(28,662)	(4.1%)
Gross profit	26,641	26,511	0.5%		49,227	49,175	0.1%
Other income	1,144	1,169	(2.1%)		1,529	1,580	(3.2%)
Employee benefits expense	(12,523)	(12,960)	(3.4%)		(23,689)	(24,253)	(2.3%)
Operating lease expenses	(3,575)	(3,713)	(3.7%)		(6,844)	(7,237)	(5.4%)
Utilities expenses	(967)	(921)	5.0%		(1,904)	(1,794)	6.1%
Depreciation expense	(1,324)	(1,143)	15.8%		(2,624)	(2,237)	17.3%
Other operating expenses	(3,554)	(3,988)	(10.9%)		(7,245)	(7,494)	(3.3%)
Share of results of associates	52	51	2.0%		7	(180)	N.M.
Profit before tax	5,894	5,006	17.7%		8,457	7,560	11.9%
Income tax expense	(1,017)	(759)	34.0%		(1,421)	(1,190)	19.4%
Profit for the period	4,877	4,247	14.8%		7,036	6,370	10.5%
EBITDA	7,218	6,149	17.4%		11,081	9,797	13.1%
Profit Attributable to Shareholders	5,016	4,267	17.6%		7,449	6,369	17.0%

BALANCE SHEET (GROUP)

ASSETS	As at	
	31 Mar 2019 \$'000	30 Sep 2018 \$'000
Current assets		
Cash and cash equivalents	45,986	46,583
Trade and other receivables	11,916	11,717
Short-term investments	437	436
Inventories	1,902	1,542
Total current assets	60,241	60,278
Non-current assets		
Investment in associates	2,075	2,068
Available-for-sale investment	75	75
Investment at fair value through profit or loss	3,236	3,708
Goodwill	782	782
Property, plant and equipment	21,330	20,811
Club memberships	238	238
Total non-current assets	27,736	27,682
Total assets	87,977	87,960

LIABILITIES AND EQUITY	As at	
	31 Mar 2019 \$'000	30 Sep 2018 \$'000
Current liabilities		
Trade and other payables	11,609	13,786
Provision for reinstatement costs	1,957	2,047
Income tax payable	2,253	2,318
Total current liabilities	15,819	18,151
Non-current liabilities		
Deferred tax liability	301	301
Total non-current liabilities	301	301
Capital and reserves		
Share capital	48,806	48,806
Treasury shares	(258)	-
Currency translation reserve	(293)	(352)
Merger reserve	(2,828)	(2,828)
Retained earnings	22,715	19,754
Equity attributable to owners of the Company	68,142	65,380
Non-controlling interests	3,715	4,128
Total equity	71,857	69,508
Total liabilities and equity	87,977	87,960

CASHFLOW (GROUP)

	<u>Q2 FY2019</u>	<u>Q2 FY 2018</u>
	\$'000	\$'000
Operating activities		
Profit before income tax	5,894	5,006
Adjustments for:		
Depreciation expense	1,324	1,143
Interest income	(139)	(5)
Loss on property, plant and equipment written off	102	-
Gain on disposal of property, plant and equipment	(77)	-
Reversal of impairment of investment in associates	-	(500)
Fair value loss on investments at fair value through profit or loss	80	-
Fair value gain on short-term investments	-	(16)
Share-based payment expense	-	256
Reversal of provision for reinstatement	(219)	-
Share of results of associates	(52)	(51)
Unrealised foreign exchange loss	129	78
Operating cash flows before movements in working capital	7,042	5,911
Trade and other receivables	(53)	(1,410)
Inventories	(359)	(178)
Trade and other payables	(3,134)	(1,689)
Cash generated from operations	3,496	2,634
Interest income	139	5
Income tax paid	(1,399)	(1,599)
Net cash from operating activities	2,236	1,040

	<u>Q2 FY2019</u>	<u>Q2 FY2018</u>
	\$'000	\$'000
Investing activities		
Acquisition of property, plant and equipment	(1,280)	(970)
Proceeds from reduction of investments in associate	-	220
Proceeds from disposal of property, plant and equipment	5	-
Transfer of treasury shares	40	-
Net cash used in investing activities	(1,235)	(750)
Financing activities		
Dividend paid to owners of the Company	(4,488)	(7,698)
Net cash used in financing activities	(4,488)	(7,698)
Net decrease in cash and cash equivalents	(3,487)	(7,408)
Cash and cash equivalents at beginning of the period	49,473	51,892
Effect of foreign exchange rate changes	-	-
Cash and cash equivalents at end of the period	45,986	44,484

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

HY2019 **INTERIM DIVIDEND**

0.5 cents per Share (approx. \$3.21mil)





JUMBO GROUP LIMITED

THANK YOU

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