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JUMBO GROUP LIMITED CORPORATE PRESENTATION

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EVOLVING THROUGH ADVERSITY

7th ANNUAL
GENERAL
MEETING

28 JANUARY 2022



JUMBO 
GROUP



**LOOKING
AHEAD**

OUTLOOK

COVID-19 impact to persist, but positive developments might pose some bright spots

- Residual downside risks to bottom line due to tapering of Jobs Support Scheme and landlords' rental rebates
- Emergence of Omicron and the persistence of Delta variant posed low visibility to the end of the pandemic
- Signs of bottoming out with the following positive developments:
 - i. Accelerated pace of vaccination and booster shots, and the differentiated treatment between the vaccinated and unvaccinated in Singapore suggest “normalisation” of way-of-life for the vaccinated;
 - ii. Launch of Vaccinated Travel Lane scheme may imply a gradual return of tourists, a positive for JUMBO; and
 - iii. Opening up of borders by other countries should stimulate the recovery of tourism in Singapore
- Footfall should recover at our anchor brands (i.e. JUMBO Seafood and Zui Teochew Cuisine) should above materialise
- No imminent working capital challenges expected with sufficient liquidity to support current operations and growth plans in the pipeline



MILESTONES IN FY2021 AND WAY FORWARD



WHERE THE HEART LANDS

Deepening our presence in the local market by bringing comfort food closer to customers' daily lives



國記

KOK KEE
WONTON NOODLE

Since acquisition in December 2020, excluding the flagship store at Foch Road, we added five outlets across the island, in heartland malls and HDB hubs

潮
品
泡
饭

CHAO TING
Teochew Pao Fan

**Second Chao Ting Pao Fan outlet
opened at Simpang Bedok**

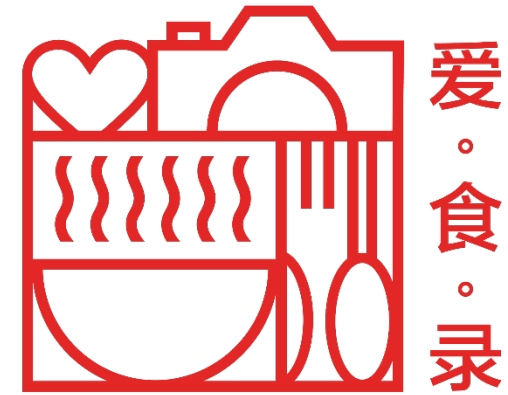




翠華

TSUI WAH
SINCE 1967

Added two more outlets, one at JEM, Jurong East and one at Jewel Changi Airport, bringing brand's network to four



LOVE, AFARE

**HAVE A
LOVE, AFARE
WITH US**



Wide range of products:

- Retail packs
- Tea
- Merchandise



Converting JUMBO's iconic dishes and flavours into addictive snacks

A top-down view of a large black pot filled with a seafood boil. The pot contains several large orange crayfish, corn on the cob, broccoli, mussels, and clams. A black card with the word 'Stoke' in white cursive script is placed in the pot. The pot sits on a dark wooden surface, with crumpled black paper to the left and a white surface to the right.

CREATING NEW CONCEPTS



HOCK IT

Group's first virtual brand, with no physical outfit, providing only delivery and takeaway, to cater to the young at heart and adventurous, who want to enjoy affordable quality food at the comfort of their homes

Slake

Modern Southeast Asian fusion concept, offering a curated menu where distinctive local flavours are infused into all-time favourite comfort dishes, using modern techniques of cooking





**JUMBO's very first premium dining concept,
combining the heritage dishes and iconic local
flavours from our classic concepts, and elevating
the Singapore dining experience through tasting
menus and sommelier wine pairing**



OVERSEAS EXPANSION

- Reserve our resources to manage outlets in locations which we are familiar with (e.g. first-tier cities of China)
- Work with reputable and reliable partners, with local domain knowledge to help further expand our concepts, via franchising, to areas beyond our own reach





JUMBO GROUP LIMITED

THANK YOU

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