

8th ANNUAL GENERAL MEETING

31 January 2023



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JUMBO GROUP LIMITED CORPORATE PRESENTATION

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LOOKING AHEAD

DAWN OF A NEW ERA

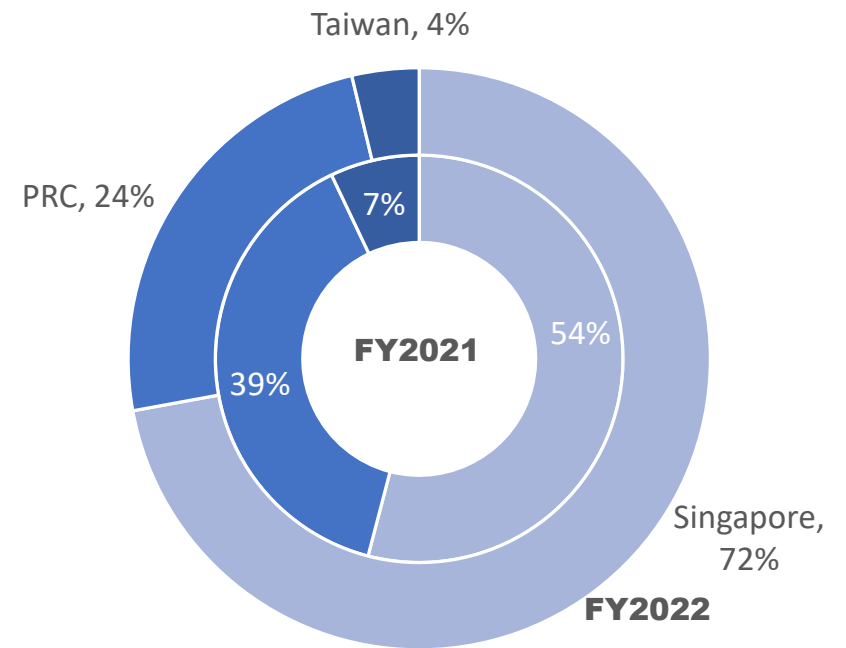
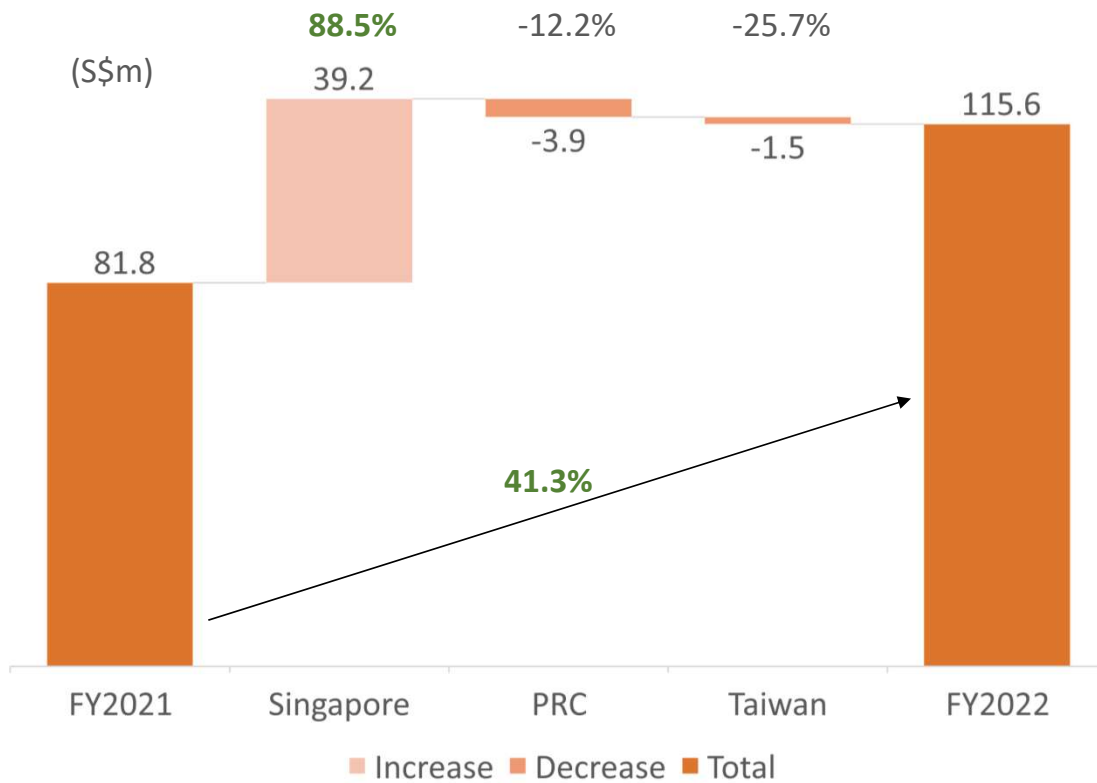


YEAR IN
REVIEW *FY2022*

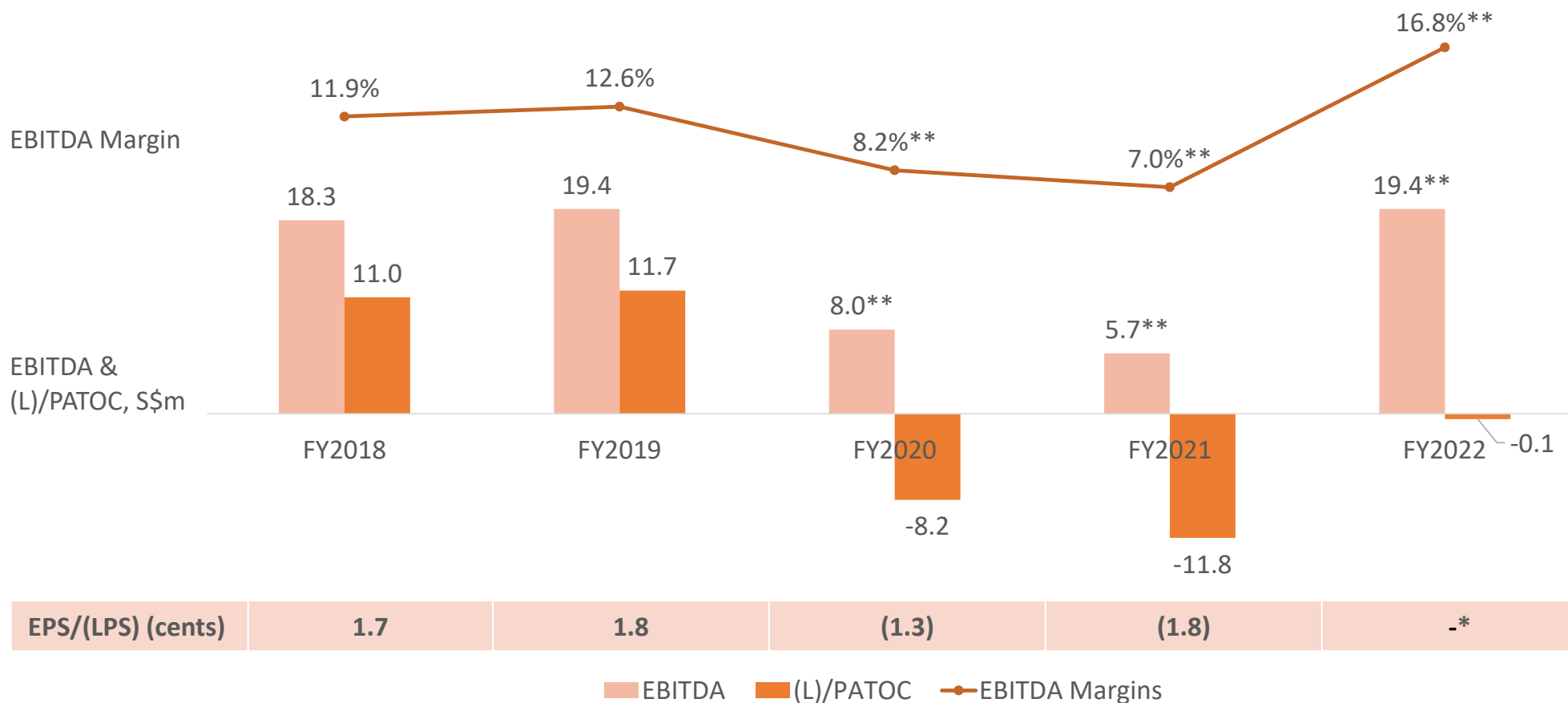


FINANCIAL HIGHLIGHTS

Revenue Movement & Breakdown by Geography



FINANCIAL HIGHLIGHTS



* Less than (0.1)

** EBITDA for FY2022, FY2021 and FY2020 are not directly comparable against FY2019 and FY2018 due to the adoption of SFRS(I) 16, effective from 1 October 2019.

FINANCIAL HIGHLIGHTS

<p>REVENUE S\$115.6m (FY2021: S\$81.8m) Up 41.3% YoY</p>	<p>GROSS PROFIT S\$75.0m (FY2021: S\$51.0m) Up 47.1% YoY</p>
<p>FY2022</p>	
<p>LATOC¹ (S\$0.1m) (FY2021: S\$11.8m) Down 99.2% YoY</p>	<p>EBITDA S\$19.4m (FY2021: S\$5.7m) Up 239.7% YoY</p>

Key Summary:

- Significant increase in Group’s revenue largely due to the gradual relaxation of COVID-19 measures in Singapore.
- LATOC was \$0.1 million which is a big improvement from a loss of \$11.8 million in the previous financial year.
- No dividend is recommended by the board of directors of the Company for FY2022 as the Group is in a loss position; and liquidity will be conserved to support working capital requirements and carefully assessed growth investments and developments.
- While we do not have a dividend policy, the board of directors of the Company will certainly explore on dividend recommendations to shareholders when the Company turns profitable and after carefully assessing working capital requirements, growth opportunities and developments.

1. LATOC: Loss attributable to owners of the Company

OUR NETWORK

11 BRANDS, 46 OUTLETS, 14 CITIES

SINGAPORE

JUMBO SIGNATURES

- Marina Bay Sands

JUMBO SEAFOOD

- East Coast Seafood Centre
- Riverside Point
- Dempsey Hill
- ION Orchard
- Jewel Changi Airport
- The Riverwalk

NG AH SIO BAK KUT TEH

- Rangoon Road
- Chui Huay Lim Club

ZUI TEOCHEW CUISINE

- Chui Huay Lim Teochew Cuisine at Chui Huay Lim Club
- Zui Yu Xuan Teochew Cuisine at Far East Square

CHAO TING

- Far East Square

LAU LIM MEE POK

- Ang Mo Kio

HACK IT

- JUMBO Virtual Brand

KOK KEE WONTON NOODLE

- Foch Road
- The Shoppes at Marina Bay Sands
- Toa Payoh HDB Hub
- Ang Mo Kio
- Punggol
- Jurong Point
- Bedok North
- Bras Basah

TSUI WAH

- The Heeren
- Jem
- Jewel Changi Airport

SHANGHAI

JUMBO SEAFOOD

- Iapm
- IFC Mall
- L'Avenue

NG AH SIO BAK KUT TEH

- One ITC Mall

XINYAO HAINANESE CHICKEN RICE

- One ITC Mall

BEIJING

JUMBO SEAFOOD

- SKP Mall
- Universal Beijing Resort

FUZHOU

JUMBO SEAFOOD

- Rong Qiao The Bund

XIAMEN

JUMBO SEAFOOD

- JFC Piushang Center

XI'AN

JUMBO SEAFOOD

- SKP Mall

TAIPEI

JUMBO SEAFOOD

- Shin Kong Mitsukoshi Xinyi Place

HO CHI MINH

JUMBO SEAFOOD

- Dong Khoi
- Nguyen Dinh Chieu
- Tran Hung Dao

HANOI

JUMBO SEAFOOD

- Ngoc Khanh

BANGKOK

JUMBO SEAFOOD

- ICONSIAM
- Siam Paragon

PHNOM PENH

JUMBO SEAFOOD

- Chip Mong 271 Mega Mall

SEOUL

JUMBO SEAFOOD

- IFC Mall

TOKYO

SINGAPORE SEAFOOD REPUBLIC

- Shinagawa
- Ginza

OSAKA

SINGAPORE SEAFOOD REPUBLIC

- Daimaru Umeda

OUTLOOK

Recharge, Restart, Redefine

Outlook:

- Easing of almost all COVID-19 measures, brings about increased in revenue potential of our business.
- Monthly revenue are already back to pre-Covid levels in some of our Singapore and overseas outlets, including franchised outlets.

Challenges:

Surge in business volume, brings about the following challenges:

- i. Manpower shortages
- ii. Supply disruptions
- iii. General cost increase
 - Salaries
 - Utilities
 - Logistics
 - Borrowing cost
- iv. Maintaining service quality

Strategies to cope with challenges:

- Service quality
 - Service realignment
 - Staff training upgrade
 - Talent acquisition
 - Training program available on mobile platforms
- ERP system
- Incorporates business intelligence and analytics software, allowing manager to make informed decisions based on reliable and updated information
- Actively monitor liquidity position to ensure it can support current operations and growth plans

MILESTONES IN FY2022 AND WAY FORWARD





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





國記

KOK KEE
WONTON NOODLE

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



BANQUET AND CATERING

Quality food for wedding,
corporate functions and
business convention



MUTIARA SEAFOOD

Jumbo Group first halal seafood concept, serving
Singapore style seafood. Located
at Wisma, Geylang Serai





Love Life,
Love Food,
Love To Share

OVERSEAS EXPANSION

- Expansion strategy remains the same – to reserve resources to manage outlets in locations which we are familiar with, for instance, first-tier cities of PRC, while working with reputable and reliable partners, with local domain knowledge to help expand our concepts to areas beyond our own reach.





JUMBO GROUP LIMITED
THANK YOU

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