



JUMBO GROUP LIMITED

9th Annual General Meeting

19 JANUARY 2024

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JUMBO GROUP LIMITED CORPORATE PRESENTATION

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CORPORATE OVERVIEW

ASCENDING THE SUMMIT

OUR HISTORY

OUR HUMBLE BEGINNINGS



- Started in Singapore in 1987 with a single JUMBO Seafood outlet (now our flagship restaurant) at the East Coast Seafood Centre
- Garnered a reputation for serving only the freshest seafood cooked to perfection
- Strived to fulfil our philosophy of *“Bonding People Through Food”*
- As our reputation grew, so did the number of brands and outlets in Singapore and overseas

OUR HISTORY

OUR ACHIEVEMENTS



- One of Singapore's leading multi-dining concept F&B establishments
- Listed on SGX Catalist since November 2015
- World famous for its Award-Winning Chilli Crab, a symbolic dish of Singapore
- Operates a network of 45 F&B outlets, spanning across 13 cities in Asia

CORPORATE MILESTONES



1987

OUR HUMBLE BEGINNINGS
Flagship JUMBO Seafood outlet opened at East Coast Seafood Centre in Singapore

2002

START OF GROWTH
Second JUMBO Seafood outlet opened at Riverside Point

2008

SCALING UP EXPANSION
Established JUMBO Central Kitchen

2010

MAIDEN M&A
Acquired Ng Ah Sio Bak Kut Teh



2011

VENTURING INTO AUTHENTIC TEOCHEW CUISINE
Chui Huay Lim Teochew Cuisine opened at Chui Huay Lim Club

2013

OVERSEAS EXPANSION
Flagship JUMBO Seafood outlet opened in Shanghai

2015

GOING PUBLIC
Listed on SGX Catalist

2017

START OF FRANCHISING
First JUMBO Seafood franchise outlet opened in Ho Chi Minh City



2018

ENTRY INTO ASIA
Expansion of JUMBO Seafood outlets in Asia

2018

BEING A FRANCHISEE
Brought Tsui Wah Cha Chaan Teng into Singapore

2019

BIRTH OF CHAO TING
First Chao Ting Pao Fan outlet opened in Singapore

2020

FIRST INORGANIC EXPANSION POST-LISTING
Acquisition of Kok Kee Wonton Noodle in Singapore



2021

GROWTH OF KOK KEE WONTON NOODLE
Opening of the 6th Kok Kee Wonton Noodle outlet in Singapore

LAUNCH OF JUMBO'S LIFESTYLE BRAND – LOVE, AFARE
JUMBO rebranded its retail portfolio arm



2022

LAUNCH OF JUMBO'S PREMIUM BRAND
First JUMBO Signatures outlet at The Shoppes at Marina Bay Sands in Singapore

OVERSEAS EXPANSION
Added more JUMBO Seafood outlets in Asia



LAU LIM MEE POK JOINT VENTURE
Lau Lim Mee Pok opened an outlet in Singapore

2023

EXPANDING CUSTOMER BASE
Opened flagship Halal-certified seafood concept - Mutiara Seafood at Wisma Geylang Serai



OUR PRESENCE

10 BRANDS, 45 OUTLETS, 13 CITIES

SINGAPORE



SINGAPORE

JUMBO Signatures

- The Shoppes at Marina Bay Sands

JUMBO Seafood

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

Mutiara Seafood

- Wisma Geylang Serai

Ng Ah Sio Bak Kut Teh

- Rangoon Road
- Clarke Quay Central *New!*

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

Kok Kee Wonton Noodle

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

Tsui Wah

- The Heeren
- Jem
- Jewel Changi Airport
- Clarke Quay Central *New!*

CHINA



SHANGHAI

JUMBO Seafood

- iApm
- IFC Mall
- L'Avenue

BEIJING

JUMBO Seafood

- SKP Mall
- Universal Citywalk Beijing

FUZHOU

JUMBO Seafood

- Rong Qiao The Bund

XIAMEN

JUMBO Seafood

- JFC Piushang Centre

TAIWAN



TAIPEI CITY

JUMBO Seafood

- Shin Kong Mitsukoshi Xinyi Place A8

VIETNAM



HO CHI MINH CITY

JUMBO Seafood

- Dong Khoi
- Nguyen Dinh Chieu
- Tran Hung Dao

HANOI

JUMBO Seafood

- Ngoc Khanh

CAMBODIA



PHNOM PENH

JUMBO Seafood

- Chip Mong 271 Mega Mall

THAILAND



BANGKOK

JUMBO Seafood

- ICONSIAM
- Siam Paragon

SOUTH KOREA



SEOUL

JUMBO Seafood

- IFC Mall

JAPAN



TOKYO

Singapore Seafood Republic

- Kaigan
- Ginza

OSAKA

Singapore Seafood Republic

- Daimaru Umeda

FY2023 NEW OUTLET OPENINGS



OCTOBER 2022
Hanoi



OCTOBER 2022
East Coast Road



NOVEMBER 2022
Phnom Penh



JANUARY 2023
Riverwalk



MARCH 2023
Geylang Serai



OUR AWARDS & ACCOLADES



The Big Name in Seafood
Our Pioneer Brand

150 Most Legendary Restaurants in the World

by TASTEATLAS



77. Jumbo Seafood

Singapore sg
Restaurant founded in: 1987
Iconic dish: Chili crab



OUR AWARDS & ACCOLADES



The Best of JUMBO Flavours
An Elevated Dining Experience Awaits



OUR AWARDS & ACCOLADES

FLA Awards 2023

1. Franchisor of the Year – Runner Up (F&B)
2. International Franchisor of the Year – Overall Winner (F&B)
3. Promising Licensor of the Year – Overall Winner
4. Franchise Leader Award – Winner
5. Franchise Manager – Winner

JUMBO won **5** out of **24** awards



OUR DEVELOPMENTS



Halal Singapore-style Seafood

Pride in Our Past

Our first Halal-certified seafood concept. This brand showcases JUMBO Seafood signature dishes and heritage dishes from Singapore's multicultural background



OUR DEVELOPMENTS



BANQUET & CATERING

Quality food for weddings, corporate functions and business conventions

4 event halls catering
up to **800** persons

OUR DEVELOPMENTS



LOVE, AFARE

LOVE LIFE, LOVE FOOD,
LOVE TO SHARE

Curated to share our love for the best authentic taste and mementos representing Singapore, our fans can now relish our signature flavours at the comfort of their home, recreate and relive the fond memories forged at JUMBO.

OUR DEVELOPMENTS

LEARNING & DEVELOPMENT

- Approved Training Provider
- Certified On-the-Job Training Centre Accreditation
- Collaborations with educational institutions

Events

- 13th WorldSkills ASEAN Competition 2023: **12,000** Students
- JUMBO Learning Journeys: **525** Students
- ITE Culinary Hackathon Competition: **32** Culinary Students



OUR EXPANSION PLANS



SINGAPORE

- Tsui Wah
- Ng Ah Sio Bak Kut Teh

*Both Outlets Opened at
Clarke Quay Central
on 15 January 2024!*

PRC

- JUMBO Seafood

BOOSTING NUMBER OF FRANCHISED OUTLETS

- PRC
- Cambodia
- Vietnam

ENTERING NEW MARKETS

- Indonesia
- Macau
- Australia

GOING FORWARD

OUTLOOK

- **RESURGING SINGAPORE MARKET**
 - Global border relaxation brings about increased tourism
 - Recovering MICE industry
- **CHALLENGING PRC MARKET**
 - Uncertainties due to tough economic situation
 - Property bubble
- **SHIFTING GLOBAL ECONOMY**
 - Geopolitical factors

CHALLENGES

- **MANPOWER SHORTAGES**
- **INCREASING BUSINESS COSTS**
 - Raw materials
 - Salaries
 - Utilities
 - Logistics
 - Borrowing cost

GOING FORWARD

STRATEGIES

▪ STABILISING FOOD COST

- Direct import to control cost and minimise supply disruptions
- Reducing food waste through food innovation

▪ LEVERAGING ON TECHNOLOGY

- Increase productivity through robotic process automation
- Business intelligence tools to provide timely information

▪ ENHANCING LEARNING & DEVELOPMENT

- Maximise learning through structured training programs
- Collaborations with educational institutions to groom talents

▪ DIVERSIFYING PORTFOLIO

- Expanding customer base to build resilience to economic changes

FINANCIAL HIGHLIGHTS

SOARING BEYOND LIMITS



FINANCIAL HIGHLIGHTS

**FY2023
REVENUE**

\$178.8M

(FY2022: \$115.6m) Up **54.7%** YoY

**FY2023
GROSS PROFIT**

\$117.0M

(FY2022: \$75.0m) Up **56.1%** YoY

**FY2023
EBITDA³**

\$37.6M

(FY2022: \$19.4m) Up **93.8%** YoY

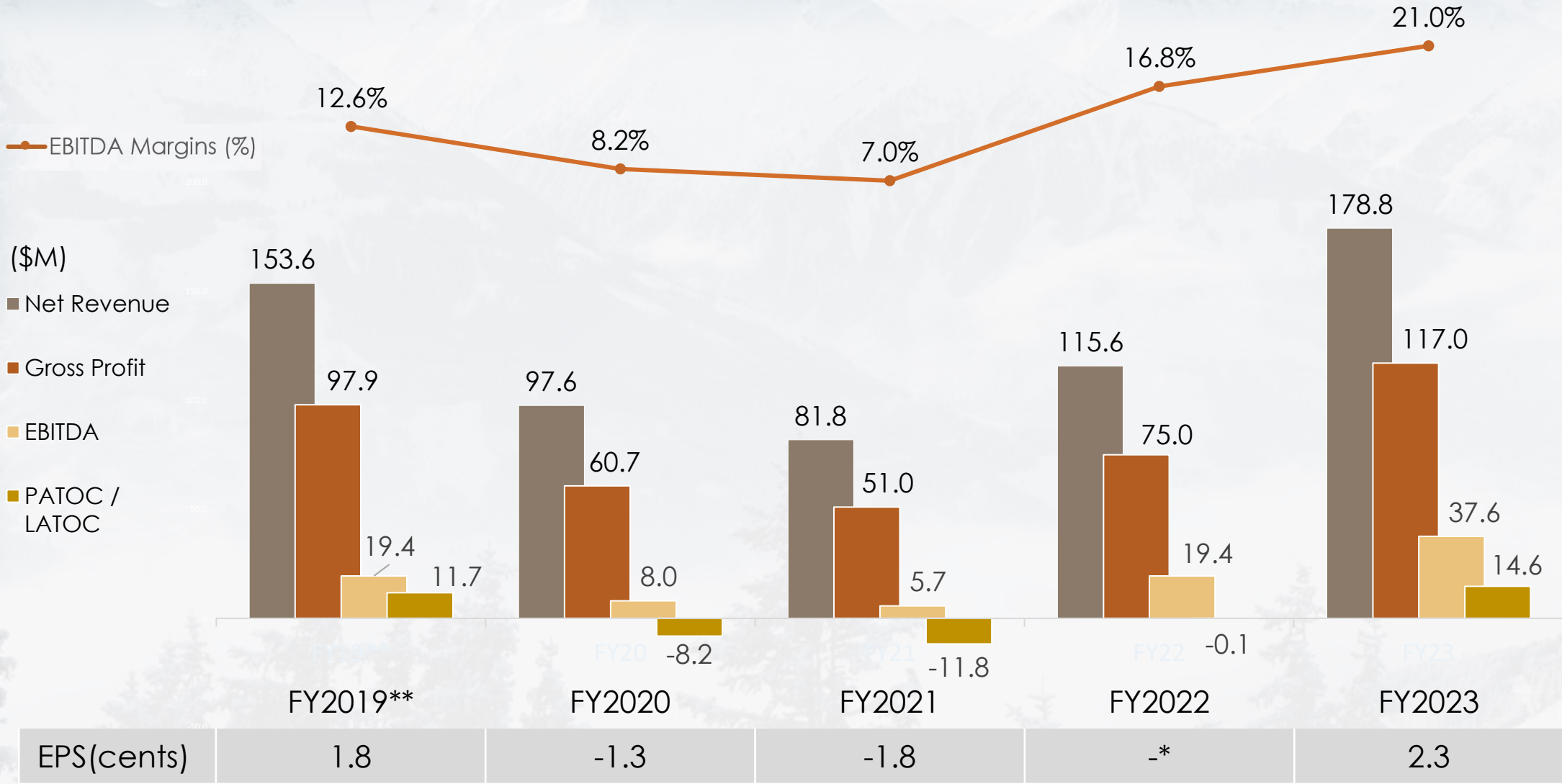
**FY2023
PATOC¹**

\$14.6M

(FY2022 LATOC²: \$0.1m)

1. PATOC: Profit attributable to owners of the Company
2. LATOC : Loss attributable to owners of the Company
3. EBITDA: Earnings before interest, taxes, depreciation and amortisation

FINANCIAL HIGHLIGHTS

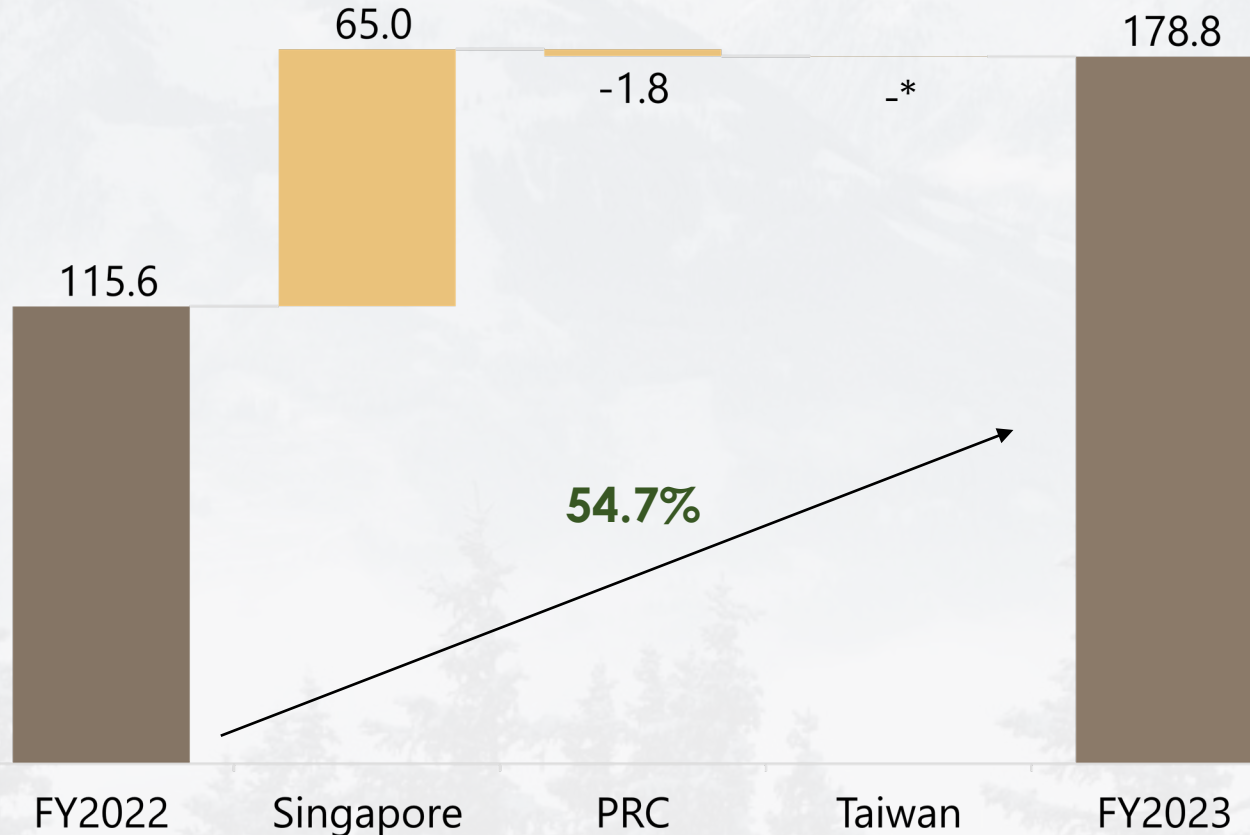


* Less than -0.1

** EBITDA and EBITDA margin for FY2019 is not comparable against FY2020 to FY2023 due to the adoption of SFRS(I)16, effective from 1 October 2019

FINANCIAL HIGHLIGHTS

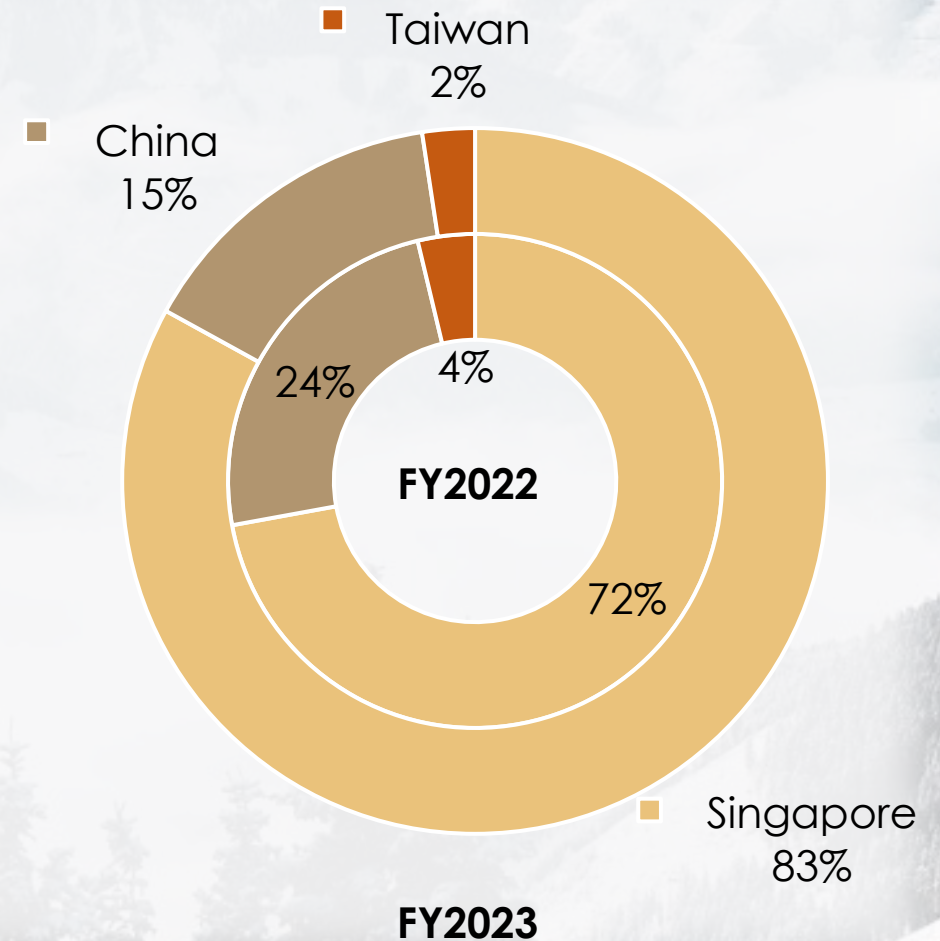
Revenue Movement (\$M)



Variance vs FY2022	Singapore	PRC	Taiwan	FY2023
	78.0%	-6.5%	-0.5%	54.7%

* Less than -0.1

Revenue Breakdown by Geography



FY2023 DIVIDENDS

Final tax-exempt (one tier) cash dividend of

1.0 cent per share





JUMBO GROUP LIMITED

THANK YOU

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