

# **JUMBO GROUP LIMITED**

11th Annual General Meeting

26 January 2026



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*The contact person for the Sponsor is Ms. Priscilla Ong, Vice President, Equity Capital Markets, who can be contacted at 80 Raffles Place, #03-03 UOB Plaza 1, Singapore 048624, telephone: +65 6533 9898.*



# **YEAR 2025 IN REVIEW**

# OUR MILESTONES

**1987**

OUR BEGINNING  
– JUMBO Seafood



**2008**

SCALING UP FOR  
EXPANSION  
– Central Kitchen

**2015**

GOING PUBLIC  
– SGX Catalist

**2018**

ENRICHING SINGAPORE'S  
FOOD CULTURE  
– Tsui Wah Cha Chuan Teng



**2022**

LAUNCH OF JUMBO'S  
PREMIUM BRAND  
– JUMBO Signatures



**2024**

INAUGURATION OF THE

*Jumbo*  
ACADEMY

**2010**

ACQUISITION  
– Ng Ah Sio Bak  
Kut Teh



**2017**

START OF  
FRANCHISING

**2020**

ACQUISITION  
– Kok Kee Wonton Noodle



**2013**

OVERSEAS  
EXPANSION  
– Shanghai



**2023**

EXPANDING  
CUSTOMER BASE  
– Mutiara Seafood



**2021**

LAUNCH OF JUMBO'S  
LIFESTYLE BRAND  
– Love, Afare



**2025**

LAUNCH OF NEW BRAND  
– XING YUE XUAN



LAUNCH OF SUB BRAND  
– JUMBO PREMIUM

# OUR BRANDS

## Full Service



**The Big Name in Seafood**  
Renowned for its Singapore-style seafood cuisine and iconic Award-Winning Chilli Crab



**醉花林品潮轩**  
CHUI HUAY LIM TEOCHEW CUISINE  
**醉宇轩经典潮膳**  
ZUI YU XUAN TEOCHEW CUISINE

**Authentic Teochew Cuisine**  
Well-known for high-quality, refined iconic Teochew classic dishes



**JUMBO Signatures** 珍宝经典

**The Best of JUMBO Flavours**  
Celebrate the quintessential taste of Singapore cuisine through intricate tasting menus and wine pairing



**星粤**  
XING YUE XUAN

**Cantonese Classics, Artfully Redefined**  
Inspired by the elegance of tradition and reimagined classics, Xing Yue Xuan brings together the finest flavours of Cantonese cuisine to Singapore's dining scene



**MUTIARA SEAFOOD**

**Halal Singapore-style Seafood**  
Our first halal Singapore-style seafood restaurant is located at the Wisma Geylang Serai which is envisioned to be the community civic and cultural centre in the heart of Geylang Serai precinct. Wisma Geylang Serai is a multiagency development that celebrates the heritage of Geylang Serai communities, and encourages social interactions and community bonding among different communities of all ages and race

# OUR BRANDS

## Casual Service & Hawker



### Taste of Heritage

Our maiden acquisition in 2010. A brand founded in 1955 and renowned for its savoury, porkbased, peppery Teochew-style soup



### A Timeless Comfort

Our first acquired brand post-listing. A brand started in 1985, well-loved by locals for its springy noodles and special lard-based sauce, soup dumplings and crispy wontons



### Teochew Gourmet Bowl

A creative concept started in 2019, the quick-service establishment specialises in Teochew 'Pao Fan' – perfectly cooked grains of rice served in flavourful broth, targeting at fast moving diners who still yearn for delicious quality seafood broth without heading to a restaurant

# OUR PARTNERS



## The Allure of Classic Hong Kong Flavours

JUMBO brought this popular Hong Kong style “Cha Chaan Teng” brand to Singapore in 2018 via a joint venture with the Tsui Wah group. A symbolic move as Tsui Wah establishes its presence outside the Greater China region



## 一品北京味

# RETAIL



## 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 PRESENCE



**19** Outlets in **11** Cities



**1** Outlet in Singapore



**1** Outlet in Singapore



**1** Outlet in Singapore



**2** Outlets in Singapore



**1** Outlet in Singapore



**6** Outlets in Singapore



**1** Outlet in Singapore



**3** Outlets in 2 Cities

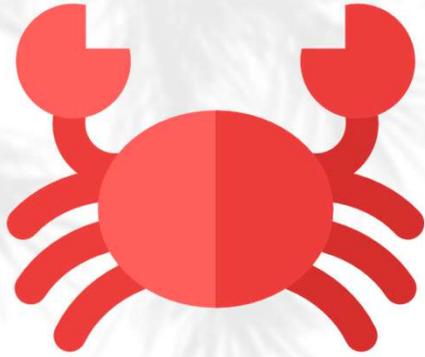


**5** Outlets in Singapore



**3** Outlets in 2 Cities

# A DAY AT JUMBO SEAFOOD



**1.3 Tonnes**  
**Sold daily**

*One Crab every Minute*

=



*Weight of a mid-sized sedan*



**7000 diners**  
**Served daily**

*One Diner every 12 Seconds*

=



*Filling up Jalan Besar Stadium, Singapore*

# OVERVIEW

- Delivered **stable revenue performance** despite challenging operating conditions
- **Launched Xing Yue Xuan**, expanding the Group's brand portfolio
- Established **collaboration with Beijing Sijiminfu**, a strong brand in PRC
- Recognised for people and heritage excellence:
  - **SG Heritage Business Award**
  - **SkillsFuture Singapore – Best Employer (Gold)**
- **Consolidating key functions under one roof**, showing JUMBO's **multi-concept operating capability**:
  - Functional Departments
  - Jumbo Academy
  - Culinary Excellence (R&D)
  - Logistics
  - Central Kitchen
  - New Catering Business



# GOING FORWARD

## Outlook

- **SINGAPORE F&B LANDSCAPE REMAINS COMPETITIVE**
  - Continued market saturation
  - Growing presence of PRC brands
- **CAUTIOUS STABILISATION IN PRC MARKET**
  - Gradual recovery with customers remain value-conscious

## Challenges

- **PERSISTENT MANPOWER SHORTAGES**
- **INCREASING BUSINESS COSTS**
  - Raw materials
  - Labour
  - Rental

# GOING FORWARD

## Strategies

### 1. OPERATIONAL STRENGTHENING

- New Corporate HQ - consolidation into single integrated facility
- Reposition PRC operations to fit new consumer dynamics
- Review franchise strategy & improve execution
- JUMBO Academy - developing talent and raising service standards



### 2. DIVERSIFYING PORTFOLIOS

- Expanding into heartland dining segments – JUMBOREE Foodhall
- Exploring the catering market
- Preserving & growing Singapore Hawker Culture
- Partner with strong regional F&B players for Singapore & regional markets
- Target regional growth on sustainable, high-potential markets





# **FINANCIAL HIGHLIGHTS**

# PERFORMANCE AT A GLANCE

## Financial Performance

### REVENUE

**\$ 190.3M**

FY2024: \$190.4m  
▼ 0.1% YoY

### EBITDA<sup>1</sup>

**\$ 32.7M**

(17.2% of Revenue)

FY2024: \$35.8m  
▼ 8.6% YoY

### PATOC<sup>2</sup>

**\$ 8.7M**

(4.6% of Revenue)

FY2024: \$13.7m  
▼ 36.6% YoY

## Capital Management

### OPERATING CASH FLOW<sup>3</sup>

**\$ 22.1M**

FY2024: \$ 37.3M

### NET CASH<sup>4</sup>

**\$ 30.0M**

FY2024: \$ 33.6M

### GEARING

**0.14**

FY2024: 0.24

## Shareholder Metrics

### EARNINGS PER SHARE

**1.4** cents

FY2024: 2.2 cents

### DIVIDEND PAYOUT RATIO<sup>5</sup>

**87%**

FY2024: 45%

### NET ASSET VALUE PER SHARE

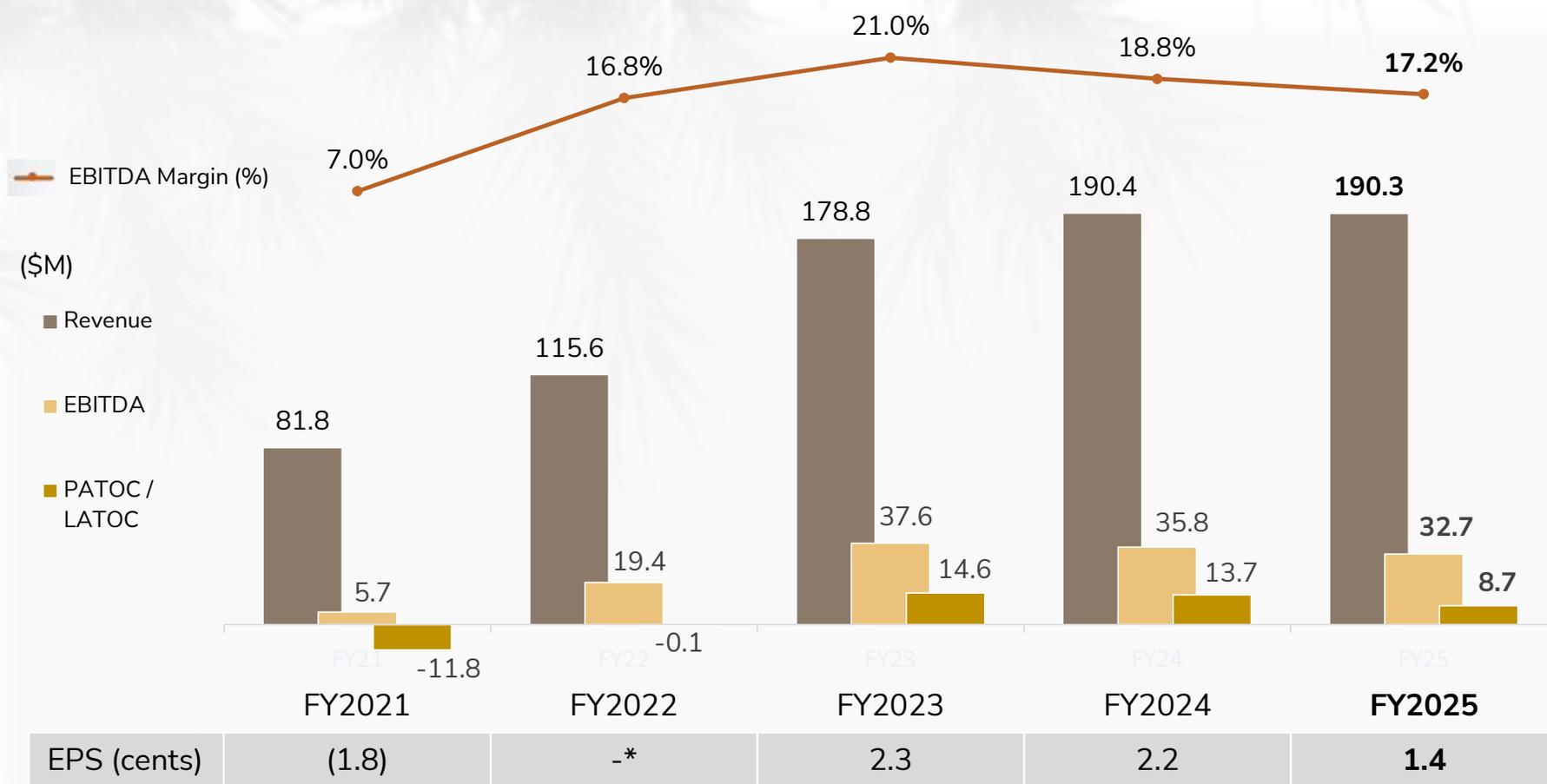
**9.06** cents

FY2024: 8.68 cents

1. EBITDA: Earnings before interest, taxes, depreciation and amortisation
2. PATOC: Profit attributable to owners of the Company
3. Operating Cash Flow: Net cash generated from operating activities

4. Net Cash: Cash and cash equivalents less bank borrowings
5. Includes all proposed dividends

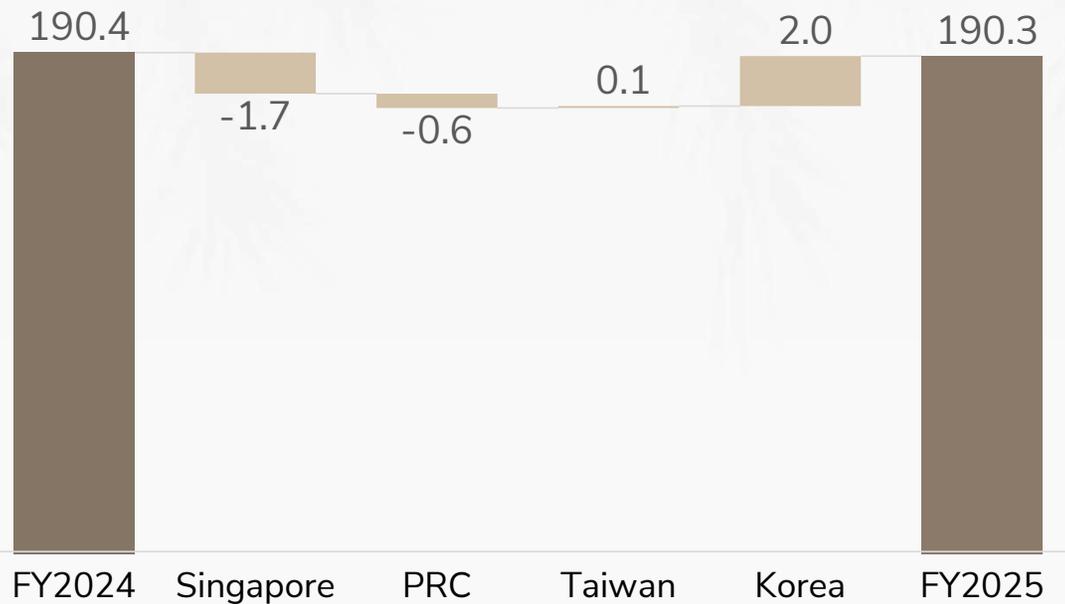
# REVENUE AND PROFITABILITY TREND



\* Less than (0.1) cent

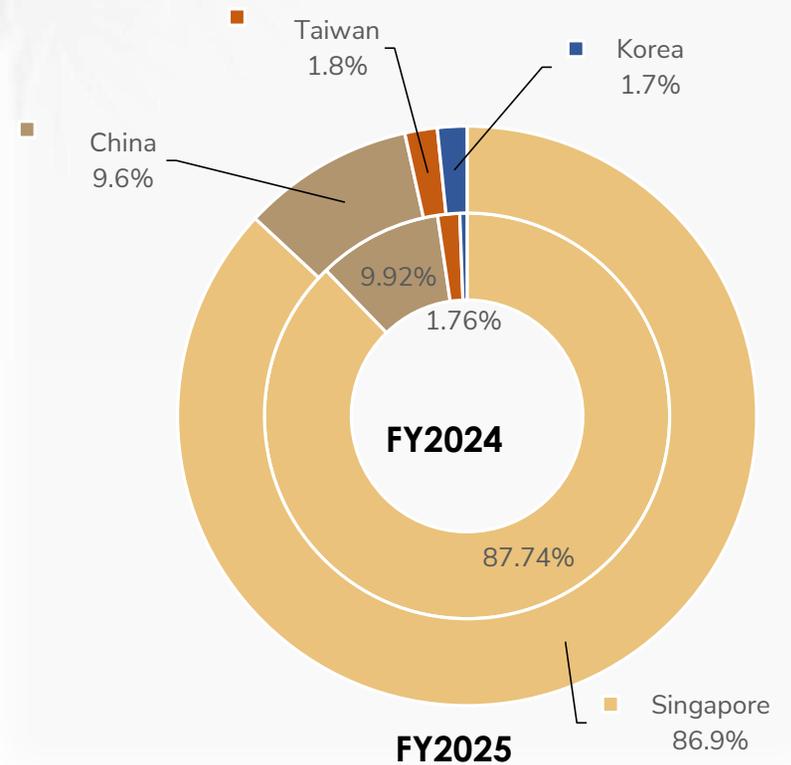
# REVENUE BY GEOGRAPHY

## Revenue Movement (\$M)



Variance vs FY2024	Singapore	PRC	Taiwan	Korea	FY2025
	(1.0)%	(3.1)%	2.1%	n.m.	(0.1)%

## Revenue Breakdown by Geography



# FY2025 DIVIDENDS

## Paid

Interim tax-exempt (one tier) cash dividend **0.50** cent per share

## Proposed

Final tax-exempt (one tier) cash dividend **0.25** cent per share

Special tax-exempt (one tier) cash dividend **0.50** cent per share

## Total

**FY2025 Dividends** **1.25** cents per share





**JUMBO GROUP LIMITED**  
**THANK YOU**