

IMPORTANT NOTICE-



JUMBO GROUP LIMITED CORPORATE PRESENTATION

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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.



FY2024 MILESTONES



OUR MILESTONES



1987

OUR BEGINNING

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 FOR 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-Beijing, Shanghai, Fuzhou, Taipei City, Bangkok and Ho Chi Minh City

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



0 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 with Love, Afare



2022

LAUNCH OF JUMBO'S PREMIUM BRAND

First JUMBO Signatures outlet at The Shoppes at Marina Bay Sands in Singapore

OVERSEAS EXPANSION Added more IUMBO Seafood of

Added more JUMBO Seafood outlets in Asia - Ho Chi Minh City, Phnom Penh, Bangkok, Xiamen and Seoul

LAU LIM MEE POK JOINT VENTURE

Lau Lim Mee Pok opened an outlet in Singapore

OUR

2023

EXPANDING CUSTOMER BASE

Flagship halal-certified seaford concept -Mutiara Seafood opened & Wisma Geylang Serai



2024

OVERSEAS EXPANSION

Flagship Bak Kut Teh Brand opened in Sanya First JUMBO Seafood outlet opened in Nanjing, Wuhan and Sanya



LOCAL EXPANSIO

New branches of Bak Kut Teh Brand and Tsui Wah Brand opened at Clarke Quay Central

INAUGURATION OF THE JUMBO ACADEMY

A cornerstone of our efforts to foster talent development and innovation within the F&B



2024

OVERSEAS EXPANSION

- Flagship Bak Kut Teh Brand opened in Sanya
- First JUMBO Seafood outlet opened in Nanjing, Wuhan and Sanya



LOCAL EXPANSION

 New branches of Bak Kut Teh Brand and Tsui Wah Brand opened at Clarke Quay Central

INAUGURATION OF THE JUMBO ACADEMY

 A cornerstone of our efforts to foster talent development and innovation within the F&B sector



OUR NETWORK



SINGAPORE

JUMBO Signatures

• The Shoppes at Marina Bay Sands

JUMBO Seafood

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

Mutiara Seafood

Wisma Geylang Serai

Ng Ah Sio Bak Kut Teh

- Rangoon Road
- Clarke Quay Central*

Zui Teochew Cuisine

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

Chao Ting

Far East Square

Lau Lim Mee Pok

Ang Mo Kio

Kok Kee Wonton Noodle

- Foch Road
- Marina Bay Sands
- Toa Payoh HDB Hub
- Ang Mo Kio
- Punggol
- Jurong Point

Tsui Wah

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



CHINA SHANGHAI

JUMBO Seafood

- LIAPM
- IFC Mall
- L'Avenue Mall

BEIJING

JUMBO Seafood

- SKP Mall
- Universal Citywalk Beijing

FUZHOU

JUMBO Seafood

· Rong Qiao The Bund

XIAMEN

JUMBO Seafood

• JFC Pinshang Center

SANYA

JUMBO Seafood

- Summer Station*
 Ng Ah Sio Bak Kut Teh
- Summer Station*

WUHAN

JUMBO Seafood

SKP Mall*

NANJING

JUMBO Seafood

IFC Mall*

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

THAILAND BANGKOK

JUMBO Seafood

- ICONSIAM
- Siam Paragon

CAMBODIA PHNOM PENH

JUMBO Seafood

Chip Mong 271 Mega Mall

SOUTH KOREA

JUMBO Seafood

IFC Mall*

JAPAN

TOKYO

Singapore Seafood Republic

- Kaigan
- Ginza

OSAKA

Singapore Seafood Republic

Daimaru Umeda

*New outlet opened in 2024











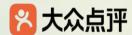


FY2024
Overseas
Footprints



OUR AWARDS & ACCOLADES





2024商圏人気好店

Dian Ping Popular Restaurant Award 2024





Heart of Good Food

Brand Ambassador





Tatler Dining Awards Singapore 2024





Best Halal Restaurant (Runner-Up)





Excellent Service Award 2024





Preferred Banquet Venues 2024



OUR ACHIEVEMENTS



LOVE, AFARE





 REFINED, REPACKAGED, RELAUNCHED

PRODUCT EXPANSION

OUR ACHIEVEMENTS



LEARNING & DEVELOPMENT

- Launched JUMBO Academy
- 3 Years MOU with ITE empowering 1,000 students through internships, awards and workshops
- Received National Workplace Learning Certification (Gold)
- First company to attain Workplace Learning Ready (WPL:READY) Mark and fast-track skills certification of 200+ employees
- Approved Workforce Singapore Registered Training Provider (RTP)
- 2024 RAS Service Excellence Award 32 (Silver) 8 (Gold) 1



GOING FORWARD



OUTLOOK

COMPETITIVE SINGAPORE MARKET

- Market saturation
- Increased competition from overseas F&B players

CHALLENGING PRC MARKET

- Slow recovery after downturn of real estate sector
- Further economic impacts from geopolitical tensions

CHALLENGES

- MANPOWER SHORTAGES
- INCREASING BUSINESS COSTS
 - Raw materials
 - Salaries
 - Utilities
 - Logistics

GOING FORWARD



STRATEGIES

1. CONSOLIDATION OF HQ AND OPERATIONS

- Relocate to a new, integrated premises
- Consolidate our office and central kitchen operations, enhancing efficiency and reducing logistical complexities

2. LEVERAGING ON TECHNOLOGY

- Strengthening customer engagement
- Casual labour mobile application

3. DIVERSIFYING PORTFOLIOS

- New dining concepts
- Increasing overseas footprints

4. COLLABORATIVE VENTURES

Partnering overseas F&B players with potential domestic market



PERFORMANCE AT A GLANCE



FY2024 REVENUE \$190.4M

(FY2023: \$178.8m) ▲6.5% YoY

> FY2024 PATOC¹ \$13.7M

(FY2023: \$14.6m) ▼6.2% YoY FY2024 GROSS PROFIT \$125.0M

(FY2023: \$117.0m) ▲6.8% YoY

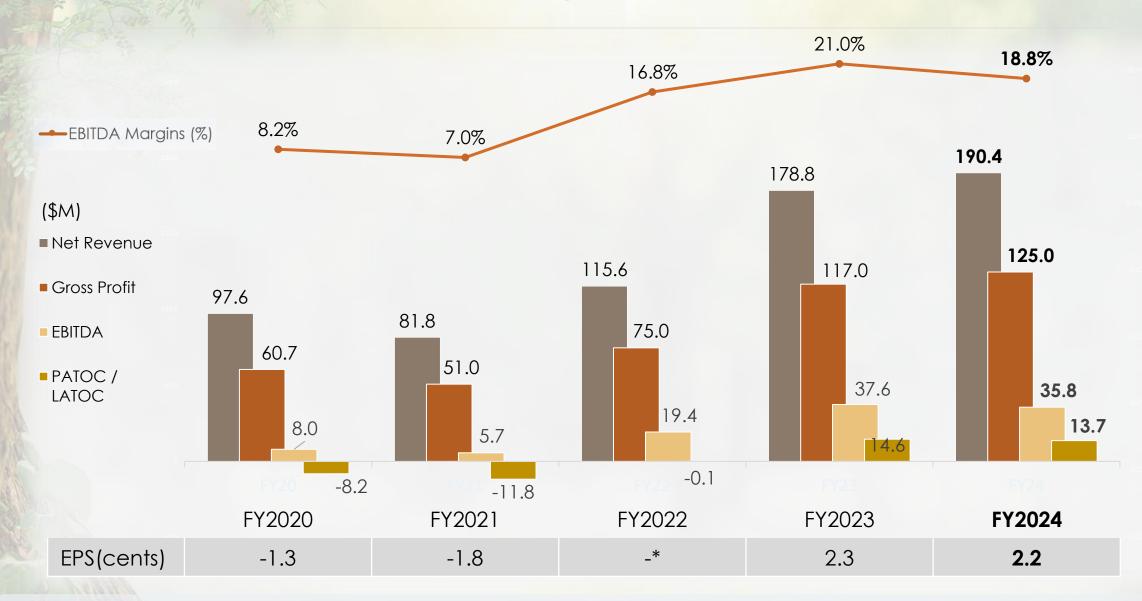
> FY2024 EBITDA² \$35.8M

(FY2023: \$37.6m) ▼4.8% YoY

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

REVENUE AND PROFITABILITY TREND MMB®



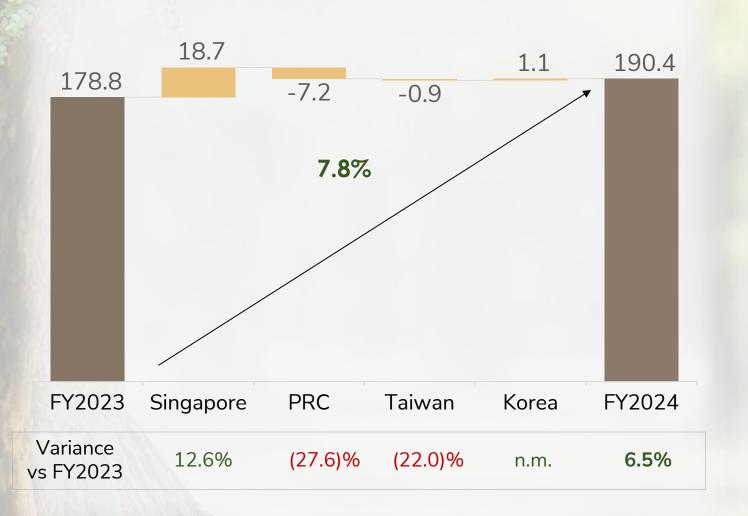


^{*} Less than (0.1) cent

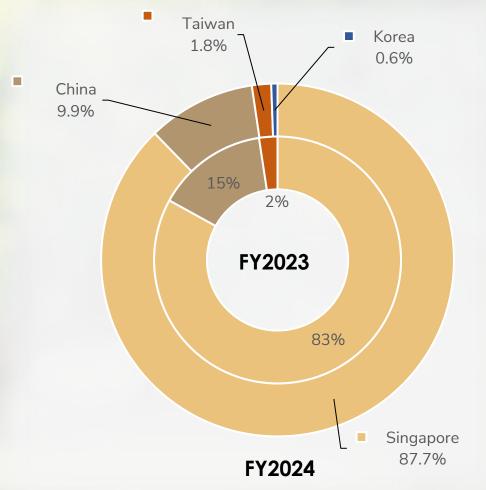
REVENUE BY GEOGRAPHY



Revenue Movement (\$M)



Revenue Breakdown by Geography



FY2024 DIVIDENDS



Final tax-exempt (one tier) cash dividend of 0.5 cent per share





JUMBO GROUP LIMITED

THANK YOU

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