
JUMBO GROUP LIMITED

CORPORATE PRESENTATION

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PRESENTATION SUMMARY

1 Corporate Overview

2 Strategies and Growth Plans

3 Financial Highlights



CORPORATE OVERVIEW

THE JUMBO STORY

CORPORATE MILESTONES



ESTABLISHING

1987

Flagship Seafood Restaurant In Singapore



BRAND BUILDING



REGIONAL EXPANSION

2013

Flagship Seafood Restaurant in Shanghai, PRC



LISTING

2015

Listed on the Catalist Board of the SGX-ST

2016

MSCI Global Micro Cap Indexes (Singapore Index)

2017

Franchises in Vietnam and Taiwan

FTSE ST Catalist Index

Flagship Seafood Restaurant in Beijing, PRC

PORTFOLIO

- Sells more than 1.7 tonnes of crabs each day
- Serves more than 7,500 diners each day
- Staff strength approximately 1,000

Owned & Manage:

- Singapore: 15 restaurants/outlets
- PRC: 5 restaurants
 - Shanghai: 4 restaurants
 - Beijing: 1 restaurant

	FY2017	FY2016	Var.
Revenue	S\$145.1mil	S\$136.8mil	6.1%
EBITDA	S\$22.4mil	S\$22.0mil	1.9%
NPAT	S\$15.0mil	S\$15.7mil	(4.3%)

Joint Venture

- Singapore: 1 Singapore Seafood Republic restaurant (Manage)
- Japan: 1 Singapore Seafood Republic restaurant

Franchise

- Vietnam: 1 franchised outlet in Ho Chi Minh
- Taiwan: 1 franchised outlet in Taipei

Brands



BRANDS & RESTAURANTS/OUTLETS



JUMBO SEAFOOD

Singapore

- East Coast Seafood Centre, East Coast (flagship)
- Riverside Point, Clarke Quay
- The Riverwalk, Boat Quay
- NSRCC, Changi
- Dempsey Hill, Dempsey

PRC

- iAPM, Xu Hui District, Shanghai (flagship)
- Raffles City, Huangpu District, Shanghai
- IFC Mall, Lujiazui District, Shanghai
- L' Avenue, Changning District, Shanghai
- SKP Mall, Chaoyang District, Beijing

Vietnam

- Dong Khoi, Ho Chi Minh (franchise)

Taiwan

- Shin Kong Mitsukashi (Xin Yi), Taipei (franchise)



NG AH SIO BAK KUT TEH

Singapore

- Rangoon Road, Farrer Park (flagship)
- Tanjong Katong Road, Tanjong Katong
- Chui Huay Lim Club, Newton
- Marina Bay Sands, Marina Bay
- Resort World Sentosa, Sentosa
- Ngee Ann City, Orchard Road



JCAFE

Singapore

- NSRCC, Changi



JPOT

Singapore

- VivoCity, Harbourfront (flagship)
- Tampines 1, Tampines



CHUI HUAY LIM

Singapore

- Chui Huay Lim Club, Newton

AWARDS & ACCOLADES

Singapore Corporate Awards 2016 – Best Investor Relations – First Year Listed Companies

Year: 2016
Awarding Principal: Institute of Singapore Chartered Accountants
Singapore Institute of Directors

Singapore Business Awards 2016 – The Enterprise Award

Year: 2016
Awarding Principal: The Business Times
DHL



Year: 2015
Awarding Principal: The Business Times and KPMG, supported by IDA, IE Singapore, Singapore Business Federation and SPRING Singapore



Year: 2015
Awarding Principal: SPRING Singapore

HRM Awards – SME Employer of the Year

Year: 2015
Awarding Principal: HRM Asia Pte Ltd



Year: 2015
Awarding Principal: Brand Alliance Group



Singapore Productivity Awards – Excellence in F&B Sector

Year: 2015
Awarding Principal: Singapore Business Federation



Year: 2014, 2015 and 2016
Awarding Principal: Organised by 7 industry lead bodies and SPRING Singapore

SINGAPORE FOOTPRINTS



2002 RIVERSIDE

2004 RIVERWALK

2006 NSRCC

2008 DEMPSEY



EAST COAST

2008 JUMBO GROUP OF RESTAURANT CENTRAL KITCHEN



2009 VIVOCITY



2010 RANGOON



2011 MBS

2012 CHUI HUAY LIM CLUB TANJONG KATONG



2012 TAMPINES ONE



2014 NSRCC



2016 RWS



2017 Ngee Ann City



1987 ESTABLISHMENT

2008

2010

2015

2016

2017

GLOBAL FOOTPRINTS



DONG KHOI, HO CHI MINH
(franchise)

SKP MALL, BEIJING

L'AVENUE MALL, SHANGHAI

XINYI, TAIPEI
(franchise)



IAPM MALL, SHANGHAI



RAFFLES CITY, SHANGHAI



IFC MALL, SHANGHAI





STRATEGIES & GROWTH PLANS

5 - YEAR PLAN

STRATEGIC DIRECTION



ORGANIC GROWTH
Local & Overseas Market

Local Market

Leveraging on operational success and market knowledge to open new outlets and develop new concepts

Overseas Market

Leveraging on strong brand equity to expand overseas footprints via self-managed, franchise and/or joint-venture outlets



MERGERS & ACQUISITION
Enhance Competitive Edge

Food & Beverage Businesses

Acquiring brands with high growth potential and committed operators to enhance our current brand mix

Non - Food & Beverage Businesses

Acquiring businesses to complement or strength our current functional requirements giving us a competitive edge



INFASTRUCTURE & CAPABILITY BUILDING
Preparation for the Future

Corporate Headquarters

Increase efficiency and productivity by housing all strategic functions under one roof

Central Kitchen & Logistic Functions

Enhance central kitchen and logistic capabilities to support local and overseas expansions

Information Technology Systems

Invest in IT to further strengthen our competitive edge

Human Resource & Training

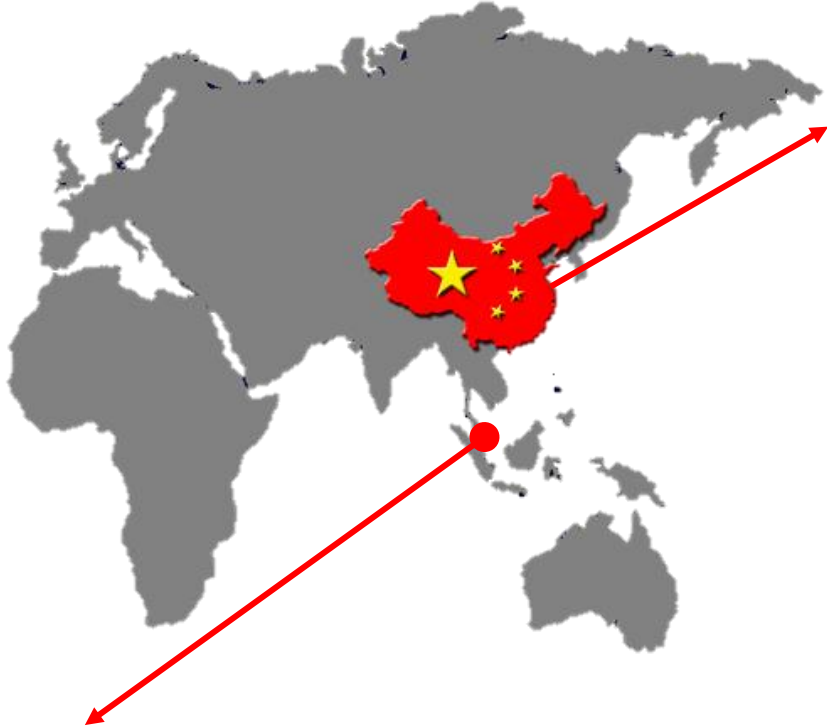
Develop robust human resource policies and training curriculums to attract and groom talents

GROWTH PHILOSOPHY

To build sustainable,
quality growth by
leveraging on our **strengths**,
and channeling our **limited resources**
into **targeted opportunities**
to **drive profitability**

SINGAPORE & THE PRC

(Year 2018 – Year 2022)



THE PRC

- Shanghai
 - ✓ Current 4 Jumbo Seafood outlets
 - ✓ Possible 1 new outlet
- Beijing
 - ✓ Current 1 Jumbo Seafood outlet
 - ✓ Possible 1-2 new outlets
- Shenzhen
 - ✓ Possible 1 Jumbo Seafood outlet
- Xi'an
 - ✓ Possible 1 Jumbo Seafood outlet
- Other Chinese cities
 - ✓ Joint venture and/or franchise



Singapore

- ✓ Possible 1 new Jumbo Seafood outlet and 1 new Teochew Cuisine outlet

FRANCHISE MODEL & PLAN

Franchise Revenue

- Franchise fee
- Royalty fee
- Sale of proprietary items

Franchise Support

- Quality assurance
 - Operation audit
 - Food quality audit
 - Food safety Audit
- Introduction of new dishes

Franchise Opening Targeted Timeline



POTENTIAL FRANCHISES



Taiwan
6 – 8 Franchised outlets
(Currently 1 Franchised outlet)



Thailand
2 - 4 Franchised outlets



Korea
2 – 4 Franchised outlets



Hong Kong
2 – 4 Franchised outlets



Macau
1 – 2 Franchised outlets



Vietnam
2 – 4 Franchised outlets
(Currently 1 Franchised outlet)



Indonesia
4 – 6 Franchised outlets

OTHER REVENUE STREAMS



RETAIL PACKS
jumboeshop.com.sg



CATERING & EVENTS



HOME DELIVERY

The background of the slide is a close-up photograph of a plate of tempura shrimp. The shrimp are golden-brown and coated in a light batter. A pair of dark wooden chopsticks is shown in the upper right corner, holding one of the shrimp. The plate is dark, and the background is softly blurred.

FINANCIAL HIGHLIGHTS

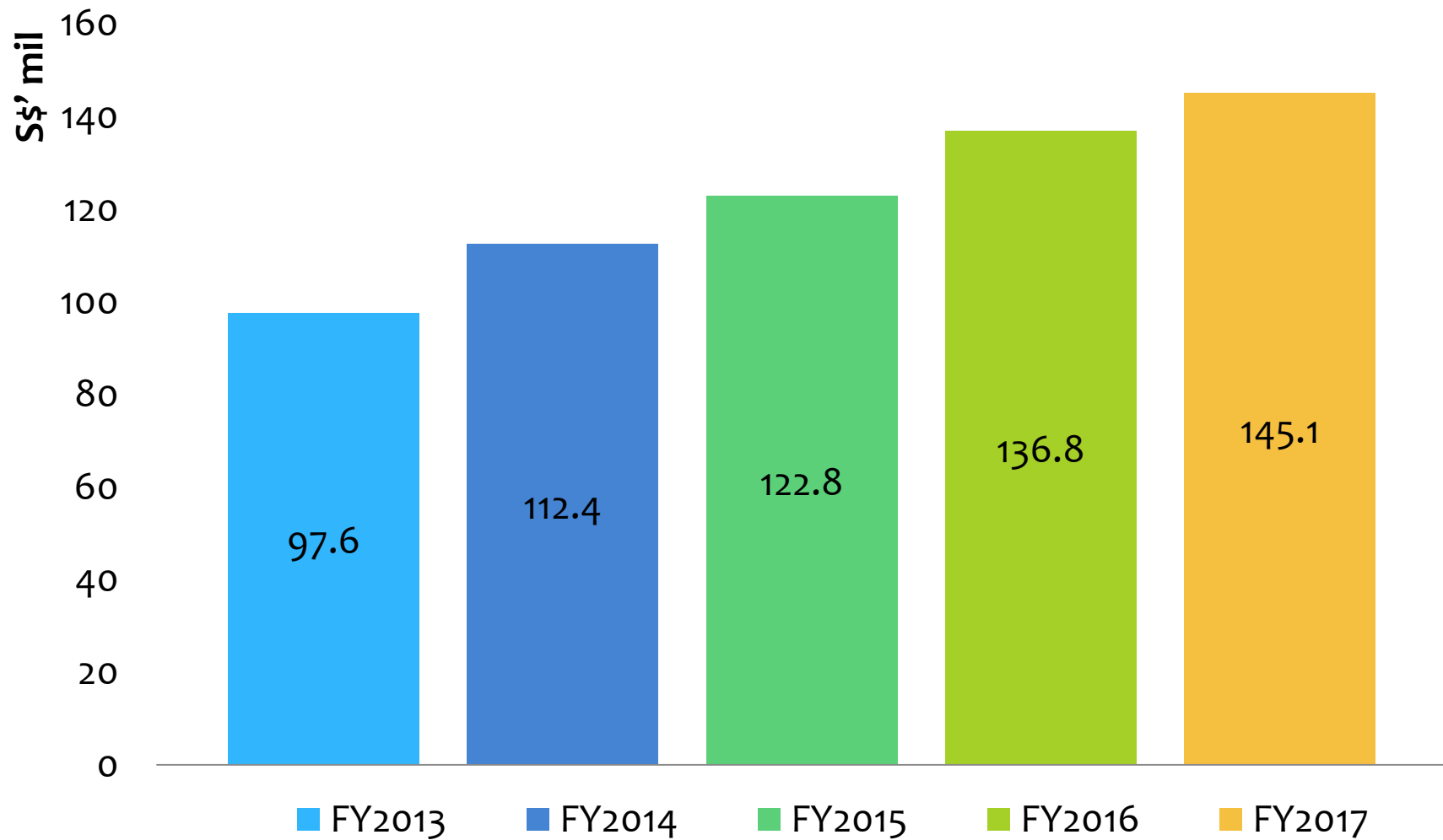
FINANCIAL YEAR ENDED 30 SEPTEMBER 2017

PROFIT OR LOSS

	Group		Increase/
	FY2017	FY2016	(Decrease)
	S\$'000	S\$'000	%
Revenue	145,103	136,752	6.1
Gross profit	91,924	86,452	6.3
Other income	2,747	3,335	(17.6)
Employee benefits expense	(41,765)	(39,247)	6.4
Operating lease expenses	(13,874)	(11,890)	16.7
Utilities expenses	(3,273)	(3,457)	(5.3)
Depreciation expense	(4,578)	(3,524)	29.9
Other operating expenses	(13,492)	(13,342)	1.1
Finance costs	(4)	(26)	(84.6)
Share of results of associates	134	137	(2.2)
Profit before tax	17,819	18,438	(3.4)
Income tax expense	(2,779)	(2,730)	1.8
Profit for the period	15,040	15,708	(4.3)
EBITDA	22,401	21,988	1.9

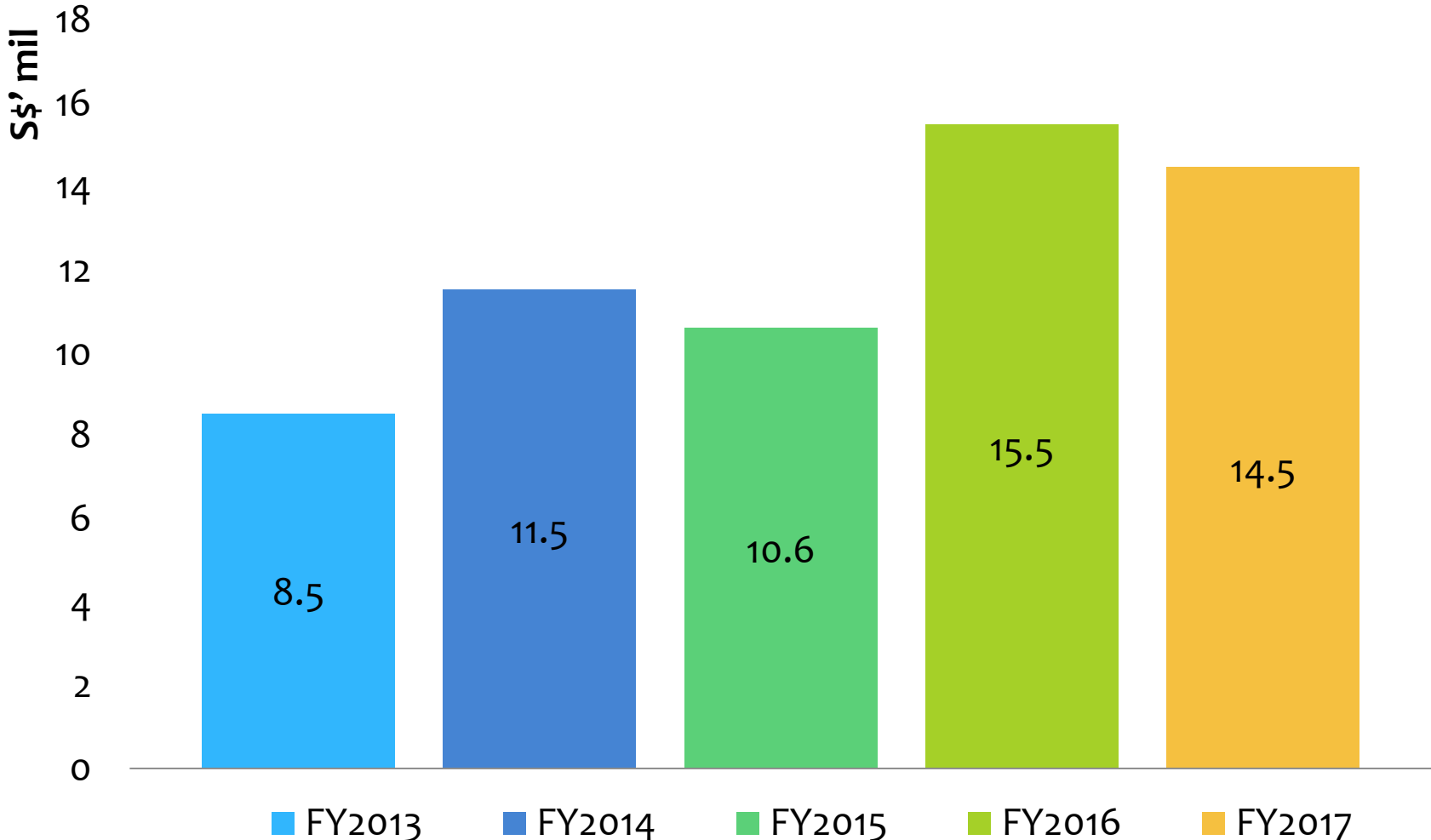
REVENUE

(FY2013 to FY2017)



PROFIT ATTRIBUTABLE TO OWNERS

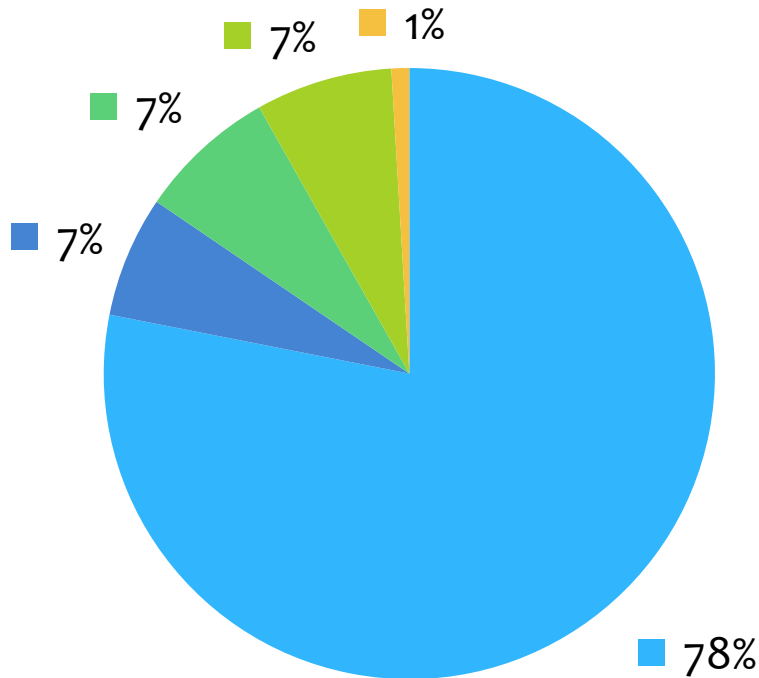
(FY2013 to FY2017)



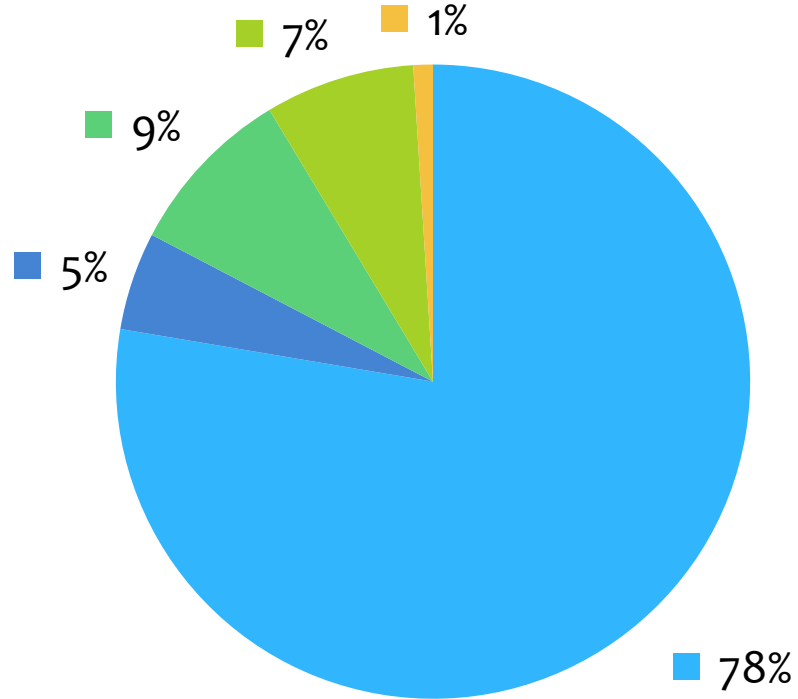
REVENUE BREAKDOWN - BRANDS

(FY2017 VS FY2016 Comparison)

FY2017



FY2016

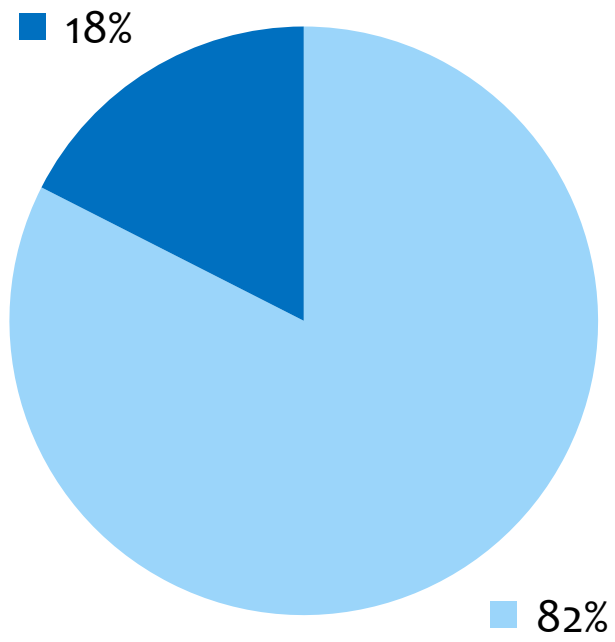


JUMBO Seafood Bak Kut Te h JPOT Hotpot CHL Teochew Cuisine J Café

REVENUE BREAKDOWN - GEOGRAPHICAL

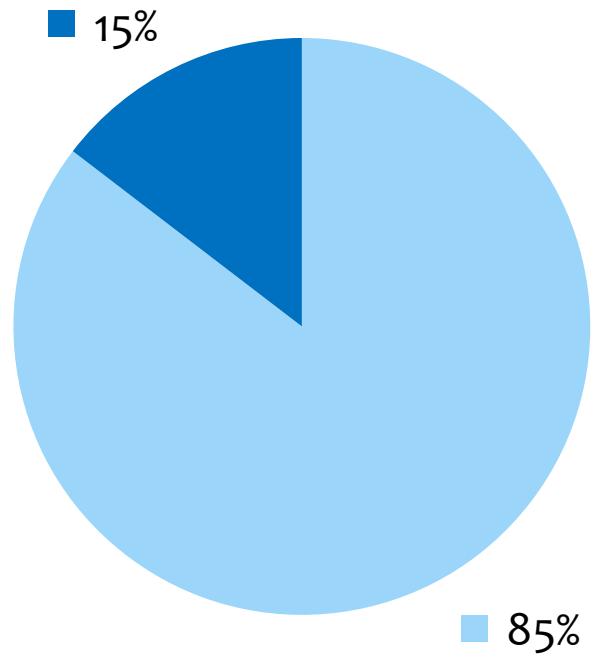
(FY2017 VS FY2016 Comparison)

FY2017



■ Singapore

FY2016



■ The PRC

BALANCE SHEET

Summarized breakdown	As at	
	30-Sep-17	30-Sep-16
	S\$'000	S\$'000
Assets		
Current Assets	62,203	66,716
Non-Current Assets	21,027	19,522
Total Assets	83,230	86,238
Liabilities		
Current Liabilities	14,449	18,917
Non-Current Liabilities	301	813
Total Liabilities	14,750	19,730
Equity		
Share Capital	48,550	48,441
Currency Translation Reserve	(110)	(109)
Merger Reserve	(2,828)	(2,828)
Retained Earnings	19,639	19,277
Non-Controlling Interests	3,229	1,727
Total Equity	68,480	66,508
Total Liabilities + Shareholders' Equity	83,230	86,238
Net Asset Value per share (cents)	10.2	10.1

CASH FLOWS

	FY2017	FY2016
Summarized breakdown	S\$'000	S\$'000
Net cash provided by operating activities	11,599	19,900
Net cash used in investing activities	(5,870)	(7,562)
Net cash used in financing activities	(13,709)	(13,135)
Net decrease in cash and cash equivalents	(7,980)	(797)
Cash and cash equivalents at beginning of year	59,264	60,061
Effect of foreign exchange rate changes	(22)	-
Cash and cash equivalents at end of year	51,262	59,264

DIVIDENDS

FY2017 - Dividend

Interim	0.5 cents
Final (Proposed)	0.5 cents
Special (Proposed)	0.7 cents
Full Year Dividend	1.7 cents

75% of FY2017 net profit attributable to owners

FY2016 – Dividend

Final	1.0 cent
Special	0.7 cents
Full Year Dividend	1.7 cents

70% of FY2016 net profit attributable to owners

THANK YOU

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