

NEWS RELEASE

JUMBO RECORDS INCREASE IN REVENUE BY 5.5% TO \$153.0 MILLION FOR FY2018

- *Continues to see revenue growth from both Singapore and PRC operations*
- *New markets and expanded portfolio of brands are highlights of the Group's expansion plan for FY2018*
- *Proposed final cash dividend of 0.7 cents per share. Including interim dividend, the total dividends will be 1.2 cents per share*

Singapore, 21 November 2018 – JUMBO Group Limited (“**JUMBO**”, or the “**Company**” and together with its subsidiaries, the “**Group**”), one of Singapore’s leading multi-dining concept food and beverage (“**F&B**”) establishments, today announced revenue of \$153.0 million for the financial year ended 30 September 2018 (“**FY2018**”), which is an increase of 5.5% from the previous corresponding year (“**FY2017**”).

The increase in revenue was mainly due to an increase in revenue contribution from JUMBO’s Singapore and People’s Republic of China (“**PRC**”) operations. Revenue from the Singapore operations increased by \$2.1 million, while revenue from its outlets in the PRC increased by \$5.8 million, mainly due to full year revenue contributions from 2 new JUMBO Seafood restaurants in Shanghai and Beijing, PRC, as well as 4 months revenue contribution from a new JUMBO Seafood restaurant in Xi’an, PRC.

Cost of sales, which comprises raw materials and consumables used, increased by 7.4% from \$53.2 million in FY2017 to \$57.1 million in FY2018, in line with the increase in the Group’s revenue.

Gross profit increased by 4.4%, from \$91.9 million in FY2017 to \$96.0 million in FY2018, due to the increase in revenue. Gross profit margin was marginally lower at 62.7% in FY2018 as compared to 63.4% in FY2017.

Other income increased by 31.6%, from \$2.7 million in FY2017 to \$3.6 million in FY2018, largely due to the write back of impairment loss on investment in associates amounting to \$0.5 million and an increase in franchise income of \$0.4 million.

For the year under review, there was an increase in manpower for the new JUMBO Seafood restaurants in the PRC, and an overall increase in headcount in the Singapore and PRC corporate offices to support the Group's regional expansion, which resulted in employee benefits expense increasing by 13.7%, from \$41.8 million in FY2017 to \$47.5 million in FY2018.

Operating lease expenses and utilities expenses increased by 3.0% and 12.1% respectively, from \$13.9 million and \$3.3 million in FY2017 to \$14.3 and \$3.7 million in FY2018, respectively. These were mainly due to the new JUMBO Seafood restaurants and the expansion of the PRC corporate office. Other operating expenses increased by 16.1%, from \$13.5 million in FY2017 to \$15.7 million in FY2018, mainly due to the increase in the number of JUMBO Seafood restaurants and the expansion of the corporate offices.

As a result of the above, profit attributable to owners of the Company decreased by 23.8%, from \$14.5 million in FY2017 to \$11.0 million in FY2018.

Final Dividend

The board of directors of JUMBO has proposed a tax exempt (one-tier) final cash dividend of 0.7 cents per share. The proposed dividend is subject to shareholders' approval at the upcoming annual general meeting ("**AGM**").

Together with the tax exempt (one-tier) interim dividend of 0.5 cents per share, the Group will see a total dividend payout of 1.2 cents per share for FY2018, amounting to approximately 70% of the Group's FY2018 profit attributable to owners of the Company.

Mr. Ang Kiam Meng (黄建铭), Executive Director and Group CEO, said, "It has been an exciting period for our Group as we focused on increasing our geographical footprint across Asia – we opened 2 new JUMBO Seafood restaurants in the PRC, namely Shanghai and Xi'an; our franchise network added 4 new JUMBO Seafood restaurants in new cities and 1 new NG AH SIO Bak Kut Teh outlet, which marks our first overseas outlet for the brand. We also expanded our F&B brands portfolio, having obtained the franchise to operate the Tsui Wah Cha Chaan Teng (Hong Kong-styled cafe) in Singapore and opened the first outlet in June 2018.

As with any growing business, we are keenly aware that we are in the gestation period of our expansion, locally and regionally, which was reflected in our financial performance for the year. Nonetheless, I am pleased that we have continued to deliver a resilient set of results, and I believe in maintaining a long-term view on our business, and to prudently balance the costs associated with our expansion plans."

Outlook

In line with its strategy of expanding its F&B business through the opening of new outlets, joint ventures and strategic alliances with partners, the Group will continue to explore suitable opportunities to strengthen its competitive edge in its existing business and solidify its market position in the region. Over the next 12 months, plans are underway for the Group to open 2 new JUMBO Seafood restaurants, 1 new Teochew cuisine restaurant and at least 2 more Tsui Wah Cha Chaan Teng outlets in Singapore.

About JUMBO Group Limited

JUMBO is one of Singapore's leading multi-dining concept F&B establishments.

The Group's network of F&B outlets (including those of its associated companies and those under licensing arrangements) spans cities like Singapore, Shanghai, Beijing, Xi'an, Fuzhou, Taipei, Taichung, Ho Chi Minh, Bangkok, Tokyo and Osaka. JUMBO also provides catering services for customers in Singapore, and sells packaged sauces and spice mixes for some of its signature dishes in its outlets, selected stores, supermarkets, travel agencies and online via the JUMBO eShop.

Fulfilling its philosophy of "Bonding People Through Food", JUMBO has a total of 12 F&B outlets in Singapore and 7 F&B outlets in the PRC, under 5 restaurant brands – *JUMBO Seafood*, *JPOT*, *NG AH SIO Bak Kut Teh*, *Chui Huay Lim Teochew Cuisine* and *J Café*. It also operates 1 Tsui Wah Hong Kong-style "Cha Chaan Teng" in Singapore as a franchisee and manages 1 Singapore Seafood Republic outlet. Through franchising to third parties, it has 1 JUMBO Seafood outlet each in Bangkok, Fuzhou, Taipei, Taichung and Ho Chi Minh, and recently opened its first NG AH SIO Bak Kut Teh outlet in Taipei.

The Group also has a Central Kitchen in Singapore to maintain stringent quality standards and the consistency in the tastes of its signature dishes, increase productivity and lower costs. JUMBO's Research and Development Kitchen facilitates the creation of new dishes and improvement of food preparation processes.

The Group has received many awards, accolades and notable mentions in prestigious publications for the high quality of food and service offered by the Group's F&B brands.

Some of the Group's more recent awards and accolades include the Excellent Service Award (2016), SIAS 17th Investors' Choice Awards – Winner of Most Transparent Company Award for New Issues (2016), Singapore Business Awards – The Enterprise Award (2016), Singapore Corporate Awards – Best Investor Relations Merit Award for First-Year Listed Companies (2016), People Excellence Award (2015), HRM Awards – SME Employer of the Year (2015), Influential Brands Award – Top Brand for Seafood Category (2015), Singapore SME 1000 Company (2015), Singapore Prestige Brand Award – Established Brand Category (2012) and Heritage Category (2012), and the Enterprise 50 Award (2nd place in 2015).

JUMBO Seafood was also featured amongst the "Top 50 most iconic places in Singapore to visit" list compiled by TripAdvisor in 2015 in conjunction with SG50 celebrations.

For more information, please visit www.jumbogroup.sg.

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