



JUMBO Group Limited

Corporate Presentation

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Presentation Outline

1 Corporate Overview

2 Strategies and Growth Plans

3 Financial Highlights





Corporate Overview



Corporate Overview

- 9th November 2015 – listed on the Catalist Board of the SGX-ST
- 1st June 2016 – MSCI Global Micro Cap Indexes (Singapore index)
- Celebrating 30 years of *Bonding People Through Food*
- 1987 – 1st JUMBO Seafood restaurant
- 16 restaurants/outlets in Singapore & 3 restaurants in Shanghai, PRC under 5 restaurant brands
- Manage 1 joint-venture restaurant:
 - Singapore Seafood Republic, Sentosa
- 1 joint-venture restaurant in Japan
- Brand portfolio:



Corporate Overview

- Sells more than 1.6 tonnes of crabs each day
- Serves more than 7,000 diners each day
- Staff strength approximately 940
- Financial summary

	FY2016	FY2015	% increase
Revenue	S\$136.8 mil	S\$122.8 mil	11.4%
EBITDA	S\$22.0 mil	S\$18.6 mil	18.3%
NPAT	S\$15.7 mil	S\$13.3 mil	17.9%

Our Brands & Outlets



Singapore

- East Coast Seafood Centre, East Coast (flagship)
- Riverside Point, Clarke Quay
- The Riverwalk, Boat Quay
- National Service Resort and Country Club, Changi
- Dempsey Hill, Dempsey

PRC (Shanghai)

- iAPM, Xu Hui District (flagship)
- Raffles City, Huangpu District
- IFC Mall, Pudong



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



Singapore

- National Service Resort and Country Club, Changi



Singapore

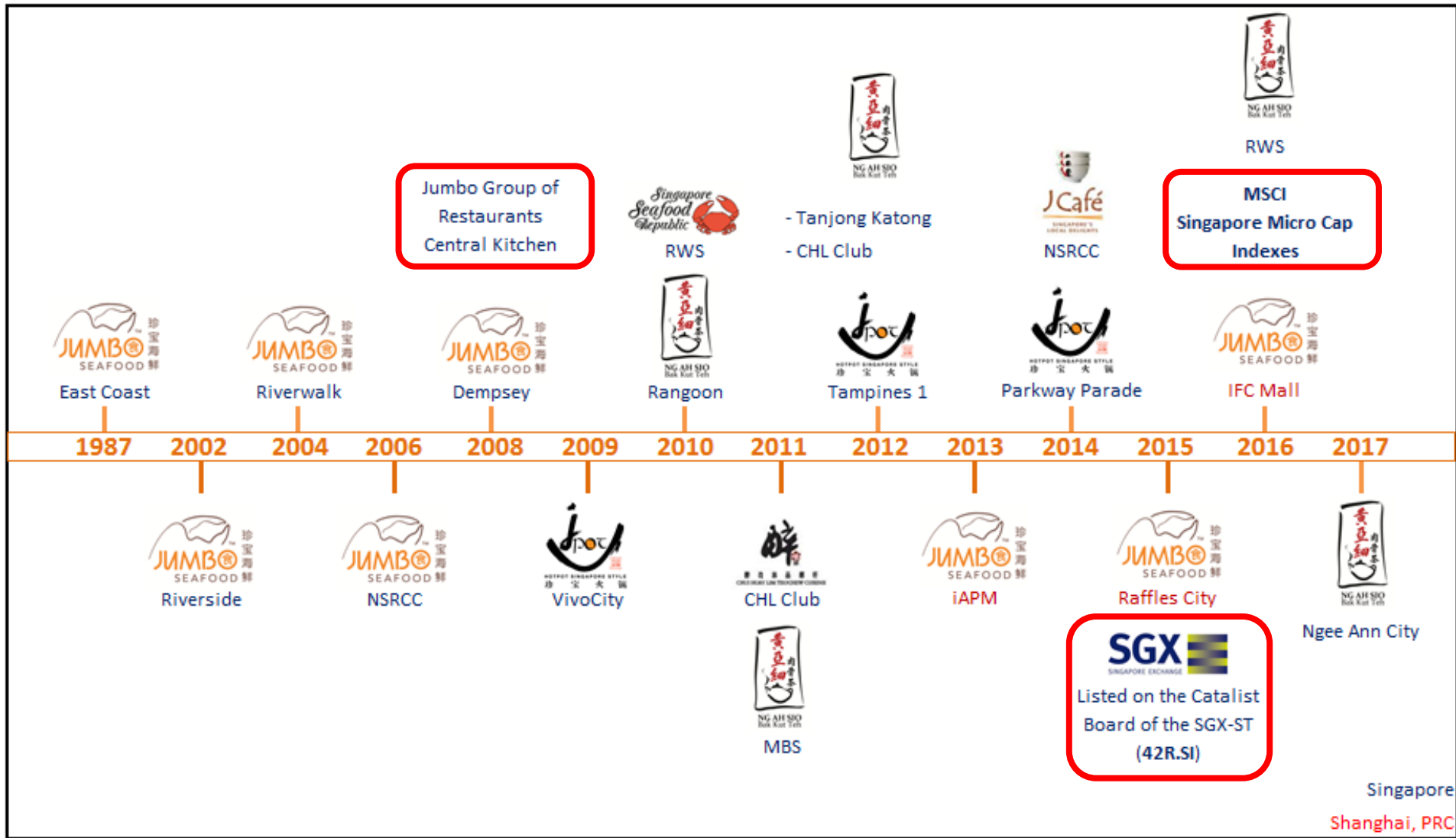
- VivoCity, Harbourfront (flagship)
- Tampines 1, Tampines
- Parkway Parade, Marine Parade



Singapore

- Chui Huay Lim Club, Newton

JUMBO Milestones



Strong Brand Equity

Awards & Recognitions

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



PEOPLE
EXCELLENCE
A W A R D

2015 WINNER

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



Strategies and Growth Plans



Strategic Goal

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

Strategies and Growth Plans



Establishing new outlets in the PRC and in Singapore and refurbishing existing outlets

- The PRC presents good growth potential in view of its population size and expanding middle class
- Leverage the strength of our various restaurant brands to further expand our network of outlets
- Leverage operational success in Shanghai to expand on brands to other major Chinese cities
- Intend to refurbish and renovate our existing outlets
- New Bak Kut Teh outlets at Resort World Sentosa and Ngee Ann City



Expansion of our business through acquisitions, joint ventures, franchising or strategic alliances

- Expansion in Singapore or overseas, through acquisitions, joint ventures or strategic alliances with partners who can strengthen our market position, add value to our existing business, and enable us to expand into new businesses
- Expansion strategy could bring about greater economies of scale and provide an impetus for future growth
- Pursue franchising opportunities



New premises for our corporate headquarters, Central Kitchen and R&D Kitchen

- Cater to our future growth and development
- Enhance communication among various departments within the Group
- Increase our operational efficiency

Growth Plans for 2017 - 2019



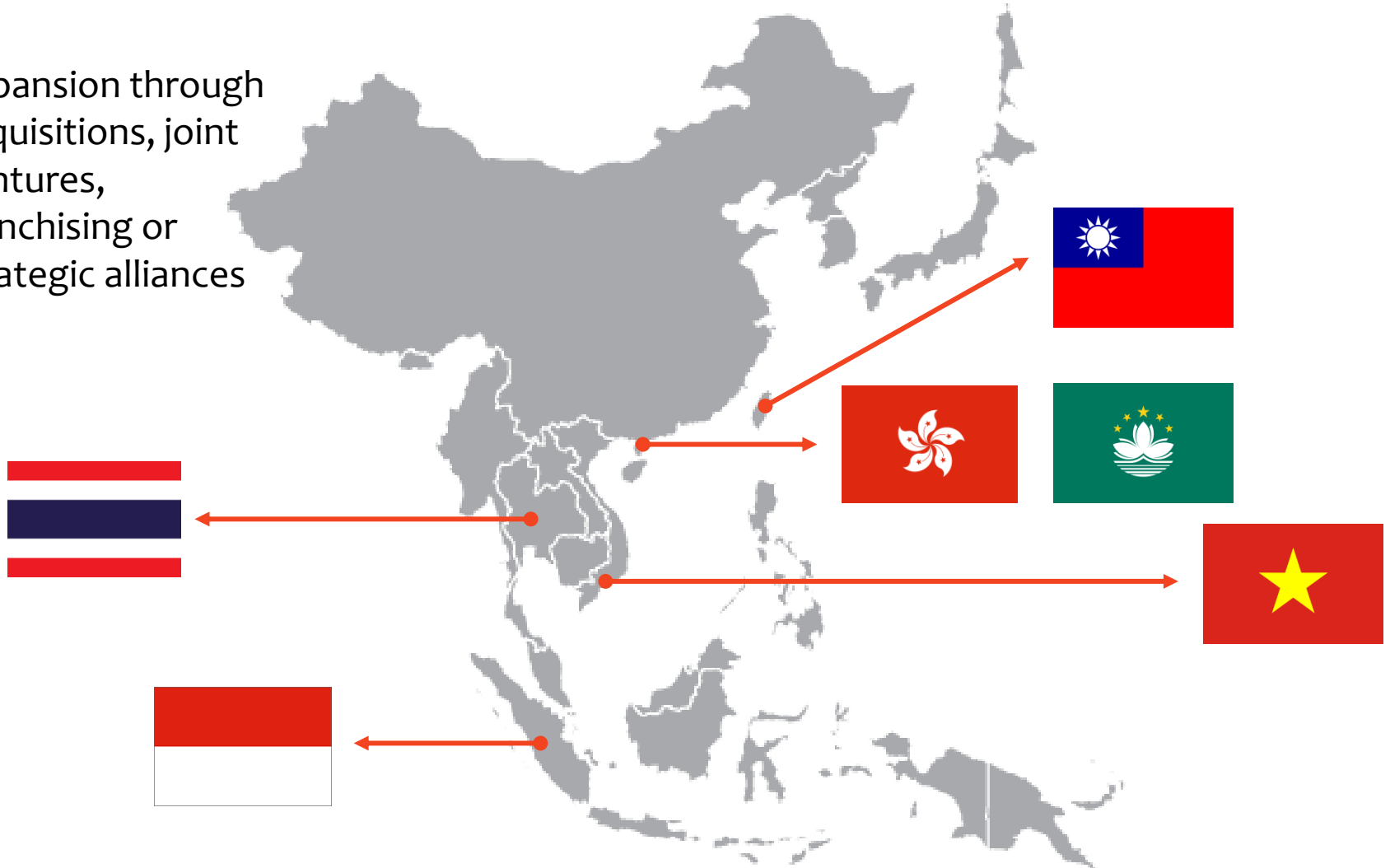
- Shanghai
 - ✓ Current 3 Jumbo Seafood Outlets
 - ✓ Target to open 1-2 new outlets
- Beijing
 - ✓ Target to open 1-2 Jumbo Seafood Outlets
- Shenzhen
 - ✓ Target to open 1 Jumbo Seafood Outlet
- Other Chinese cities
 - ✓ Joint Venture and/or Franchising



- ✓ Target to open 1 new Jumbo Seafood outlet

Growth Plans for 2017 - 2019

Expansion through acquisitions, joint ventures, franchising or strategic alliances



Growth Plans for 2017 - 2019

Other sources of revenue

- Partnership with delivery services



- Retail Merchandise
 - ✓ JUMBO Chilli Crab Paste
 - ✓ JUMBO Black Pepper Crab Spice
 - ✓ JUMBO Cereal Prawn Premix
 - ✓ Ng Ah Sio Bak Kut Teh Spice
 - ✓ JUMBO XO Sauce
 - ✓ JUMBO Sambal Sauce





Financial Highlights



Profit or Loss

FY2016 vs FY2015

Revenue

S\$136.8 mil

↑ 11.4%

- 2 new JUMBO Seafood outlets in Shanghai
- Overall increase in revenue from restaurants

Gross Profit

S\$86.5 mil

↑ 11.9%

Gross Profit Margin
remained relatively stable
FY2016: **63.2%**
FY2015: **62.9%**

Operating Expenses

S\$71.5 mil

↑ 9.4%

- 2 new JUMBO Seafood outlets in Shanghai

EBITDA

S\$22.0 mil

↑ 18.3%

Net Profit After Tax

S\$15.7 mil

↑ 17.9%

Earnings Per Share

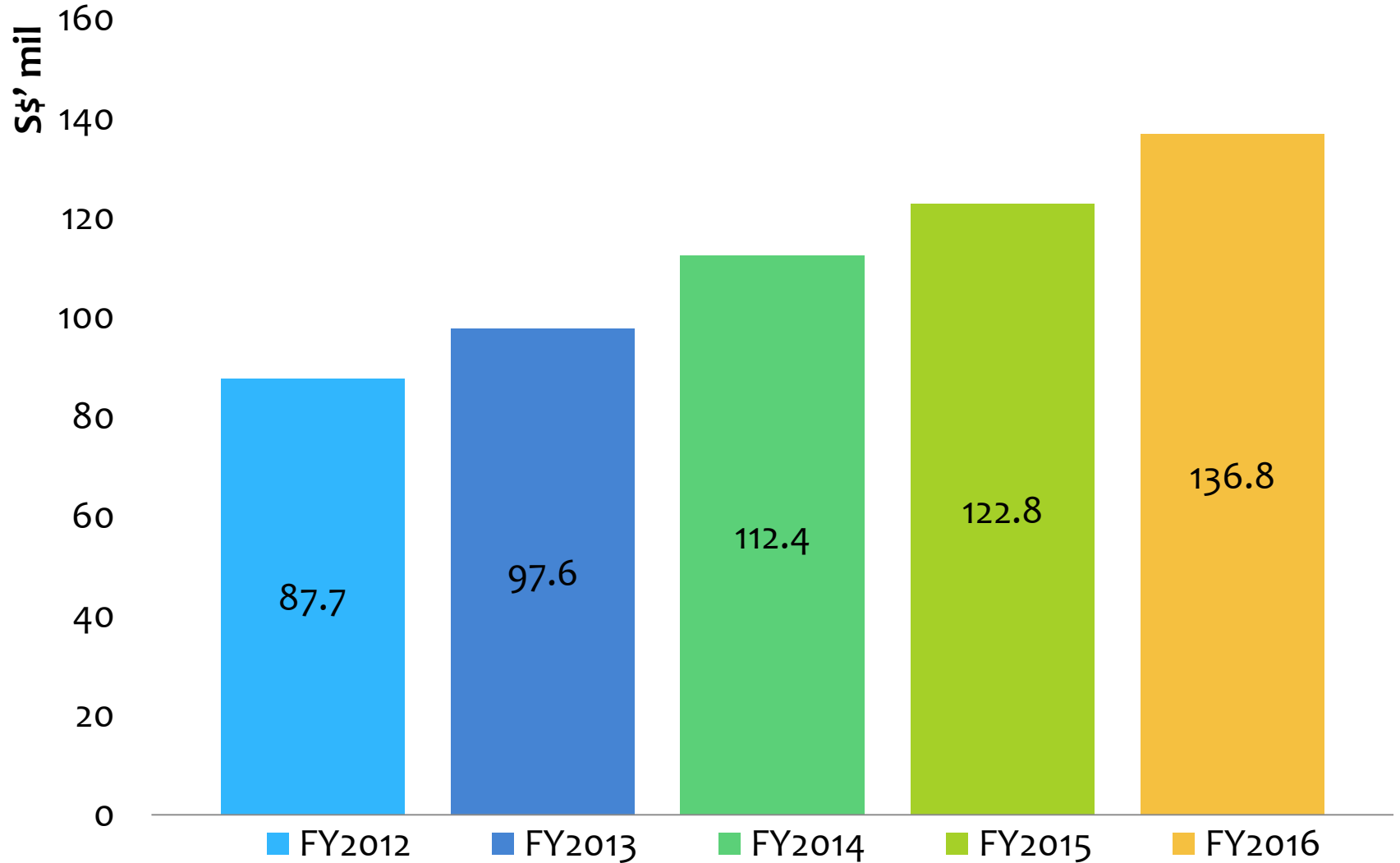
2.4 cents

↑ 41.2%

FY2016: **2.4 cents**
FY2015: **1.7 cents**

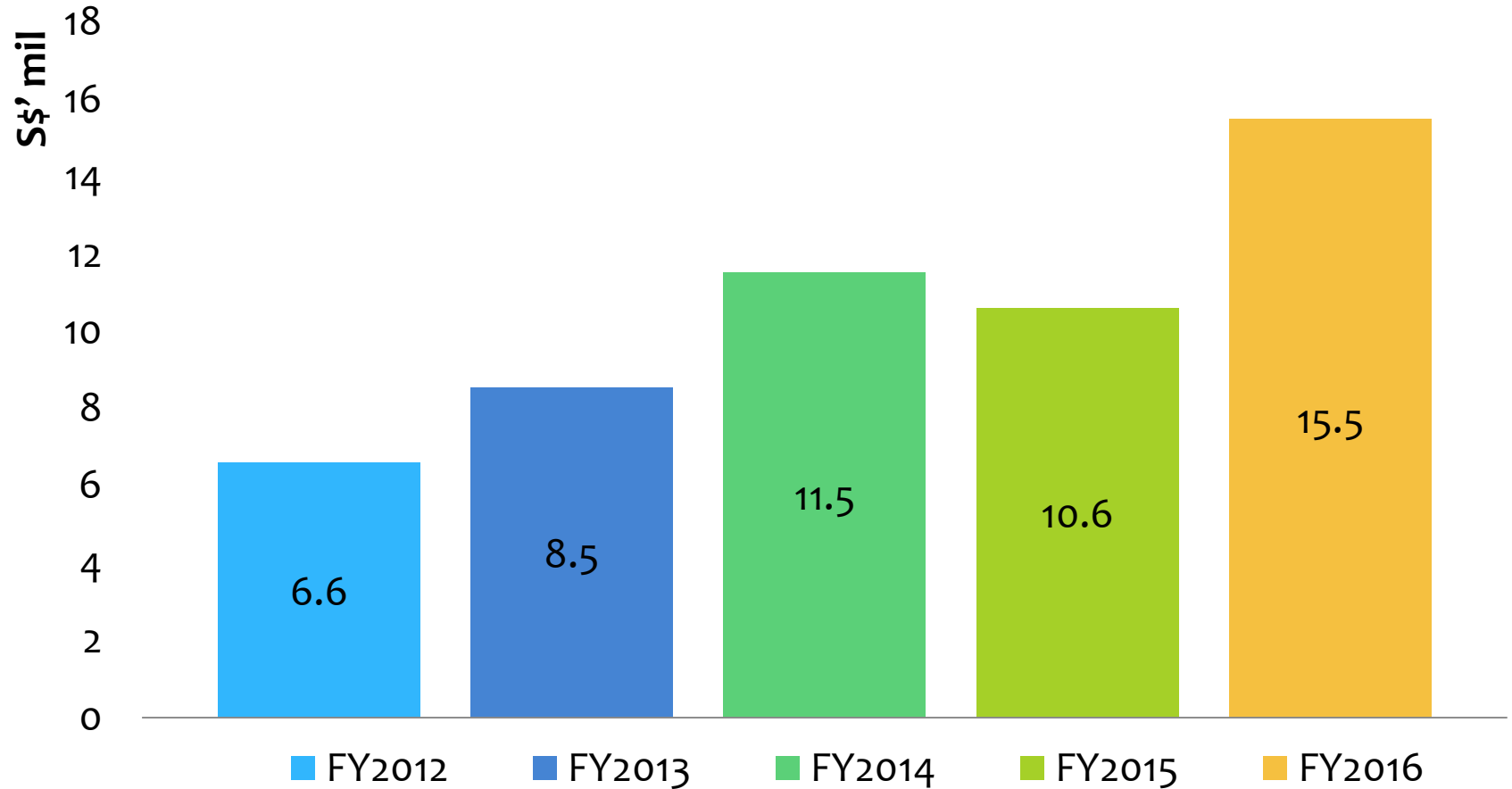
Revenue

FY2012 to FY2016



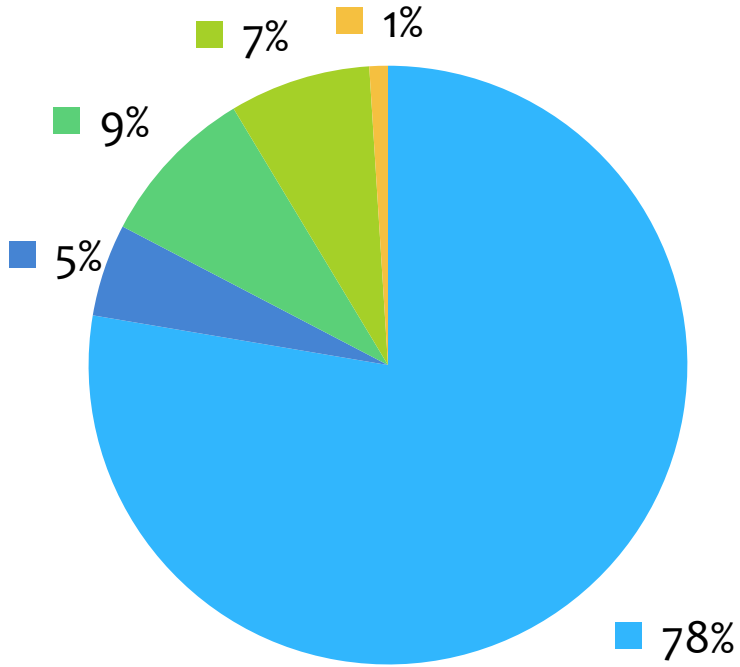
Profit Attributable to Owners of the Company

FY2012 to FY2016

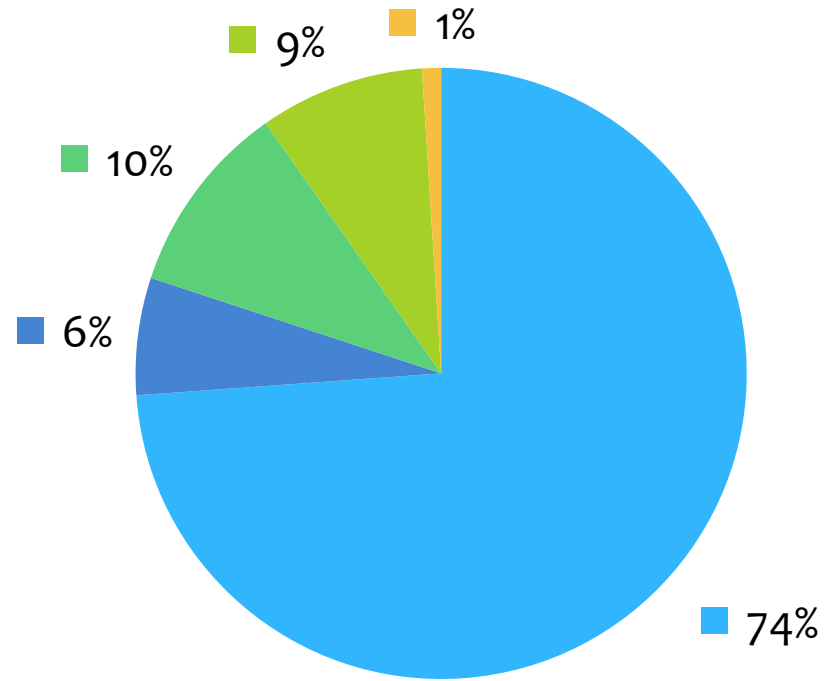


Revenue Breakdown

FY2016



FY2015



JUMBO Seafood

BKT

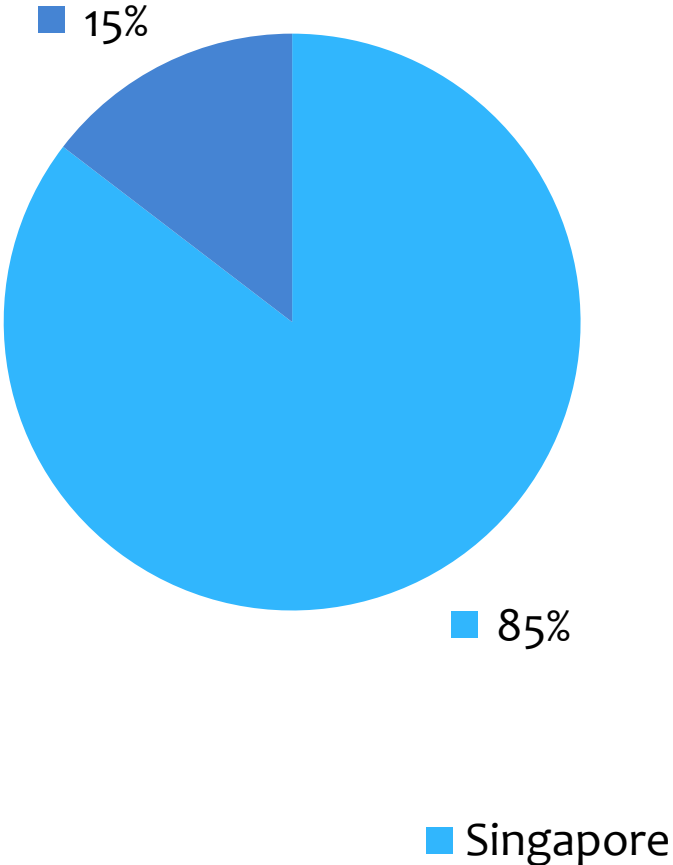
JPOT

CHL

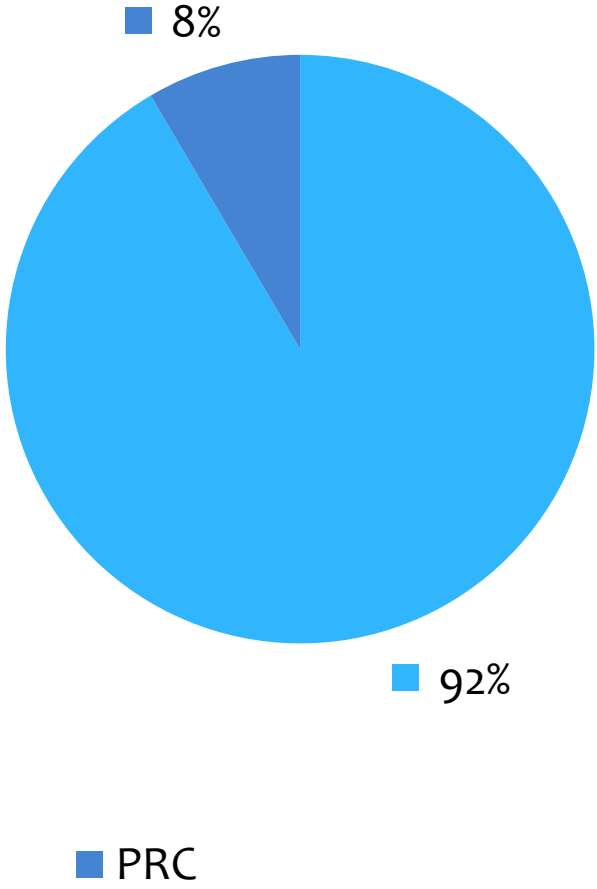
JCN

Geographical Revenue Breakdown

FY2016



FY2015



Balance Sheet

Summarized Breakdown	As at 30 Sept 2016	As at 30 Sept 2015
	S\$'000	S\$'000
ASSETS		
Current Assets	66,717	68,026
Non-Current Assets	19,522	15,491
Total Assets	86,239	83,517
LIABILITIES		
Current Liabilities	18,918	17,577
Non-Current Liabilities	813	743
Total Liabilities	19,731	18,320
EQUITY		
Share Capital	48,441	2,596
Retained Earnings and Reserves	16,340	54,327
Fellow Co-operative Venturer's Interests	-	5,440
Non-controlling Interests	1,727	2,834
Total Equity	66,508	65,197
Total Liabilities + Shareholders' Equity	86,239	83,517
Net Asset Value (cents)	10.1	8.9

Cash Flow Statement

Summarized Breakdown	FY2016	FY2015
	S\$'000	S\$'000
Net cash provided by operating activities	19,901	15,118
Net cash used in investing activities	(7,562)	(1,990)
Net cash used in financing activities	(13,135)	(505)
Net (decrease)/increase in cash and cash equivalents	(796)	12,623
Cash and cash equivalents at beginning of year	60,061	47,438
Cash and cash equivalents at end of year	59,265	60,061



Proposed Dividends

Total dividend amounts to
70.3% of Profit Attributable to Shareholders in FY2016

Final dividend	S \$0.010
Special dividend	S \$0.007
Dividend per share	S \$0.017
Total dividend	S \$10.9M



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