

### **NEWS RELEASE**

#### JUMBO SERVES UP \$13.3 MILLION NET PROFIT FOR FY2015

- Continued growth in revenue seen for the Group's restaurants in both Singapore and the PRC
- Revenue contribution from Shanghai on an uptrend and increases to
  8.5% of total revenue
- Jumbo to build on its overseas success with the opening of its third restaurant in Shanghai in January 2016

**Singapore, November 27, 2015** – Jumbo Group Limited ("**Jumbo**", or the "**Company**" and together with its subsidiaries and subsidiary entities, the "**Group**"), one of Singapore's leading multi-dining concept food and beverage ("**F&B**") establishments, today reported a net profit of \$13.3 million for the financial year ended 30 September 2015 ("**FY2015**").

For the period under review, the Group recorded an increase of 9.2% or \$10.4 million in revenue to \$122.8 million, up from \$112.4 million in the previous corresponding year ("**FY2014**"). This was mainly attributable to contributions from new outlets which began operations towards the end of FY2014. These included the J Café outlet at National Service Resort & Country Club which opened in July 2014, and JPOT at Parkway Parade which opened in September 2014.

Additionally, Jumbo saw a rise in revenue contributions from Jumbo Seafood (Riverside) and Jumbo Seafood Gallery, due to an increase in the number of customers and average spending per customer. The Group's revenue was further boosted by a full year revenue contribution from its first Jumbo Seafood outlet in Shanghai which commenced operations in November 2013.

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The Group turned in a net profit of \$13.3 million for FY2015. This represented a dip of 3.3%, or almost \$0.5 million, from a profit after tax of \$13.8 million recorded in the preceding year. The marginal decline in net profit was primarily due to professional and listing fees of approximately \$1.0 million for the Group's recent initial public offering.

## **Geographical Segment Revenue**

Jumbo's operations in Singapore continued to be the mainstay of the Group's business, accounting for 91.5% of revenue at \$112.3 million for FY2015, compared to \$105.9 million accounting for 94.2% of revenue in FY2014.

The Group's operations in Shanghai accounted for approximately 8.5% of revenue, amounting to \$10.5 million in FY2015, compared to revenue contribution of 5.8%, amounting to \$6.5 million in FY2014. In effect, revenue from the Group's Shanghai operations saw a significant year-on-year increase of approximately 60.3%.

Mr. Ang Kiam Meng (黄建銘), CEO and Executive Chairman, said, "We continue to expect to see broad-based growth across our restaurant operations in Singapore and the PRC. Revenue contribution from our PRC operations is on an uptrend and we intend to build on our success in Shanghai with the opening of our third Jumbo Seafood restaurant in January 2016. We see potential in Shanghai, given its expanding middle class consumers who are cosmopolitan in outlook and more adventurous in food and taste."

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With the opening of its third restaurant in Shanghai which is slated for January 2016, Jumbo expects an impact on the operating margins of its PRC operations in the short term, given that new outlets will typically require at least six months before they contribute positively to the Group's profits. Besides this restaurant, Jumbo intends to establish at least three additional F&B outlets in the PRC and/or Singapore within the next 24 months. Jumbo will also continue to explore suitable opportunities through acquisitions, joint ventures or strategic alliances with parties who can strengthen the Group's market position, add value to its existing business and expand its network of F&B outlets.

Barring any unforeseen circumstances, the Group expects to continue to grow its business and to remain profitable in the next 12 months.

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# About Jumbo Group Limited

Jumbo is one of Singapore's leading multi-dining concept food & beverage ("**F&B**") establishments.

The Group's network of F&B outlets (including those of its associated companies and those under licensing arrangements) spans Singapore, the People's Republic of China (the "**PRC**") and Japan. 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 14 F&B outlets in Singapore and two F&B outlets in the PRC, under five restaurant brands – Jumbo Seafood, JPOT, Ng Ah Sio Bak Kut Teh, Chui Huay Lim Teochew Cuisine and J Café. It also manages one Singapore Seafood Republic outlet and one Yoshimaru Ramen Bar outlet in Singapore that are effectively owned by its associated companies.

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.

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These honours include the People Excellence Award (2015), HRM Awards – SME Employer of the Year (2015), Influential Brands Award – Top Brand for Seafood Category (2015), Excellent Service Award (2012, 2013, 2014 and 2015), Singapore SME 1000 Company (2015), Singapore Prestige Brand Award – Established Brand Category (2012) and Heritage Category (2012), and the Enterprise 50 Award (7th place in 2012 and 2nd place in 2015).

For more information, please visit <u>www.jumbogroup.sg</u>.

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#### **IMPORTANT NOTICE**

The Company was listed on the Catalist Board of the Singapore Exchange Securities Trading Limited (the "SGX-ST") on 9 November 2015. The initial public offering of the Company was sponsored by United Overseas Bank Limited (the "Sponsor").

This Press Release has been prepared by the Company and its contents have been reviewed by the Sponsor, for compliance with the relevant rules of the SGX-ST. The Sponsor has not independently verified the contents of this Press Release.

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