



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
- 1 franchise outlet in Ho Chi Minh, Vietnam
- 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

	H1FY2017	H1FY2016	Variance
Revenue	S\$72.1 mil	S\$70.6 mil	2.2%
EBITDA	S\$12.3 mil	S\$10.8 mil	13.8%
NPAT	S\$8.8 mil	S\$7.9 mil	10.8%

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

Shanghai, PRC

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

Ho Chi Minh, Vietnam

- Dong Khoi (franchise)



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

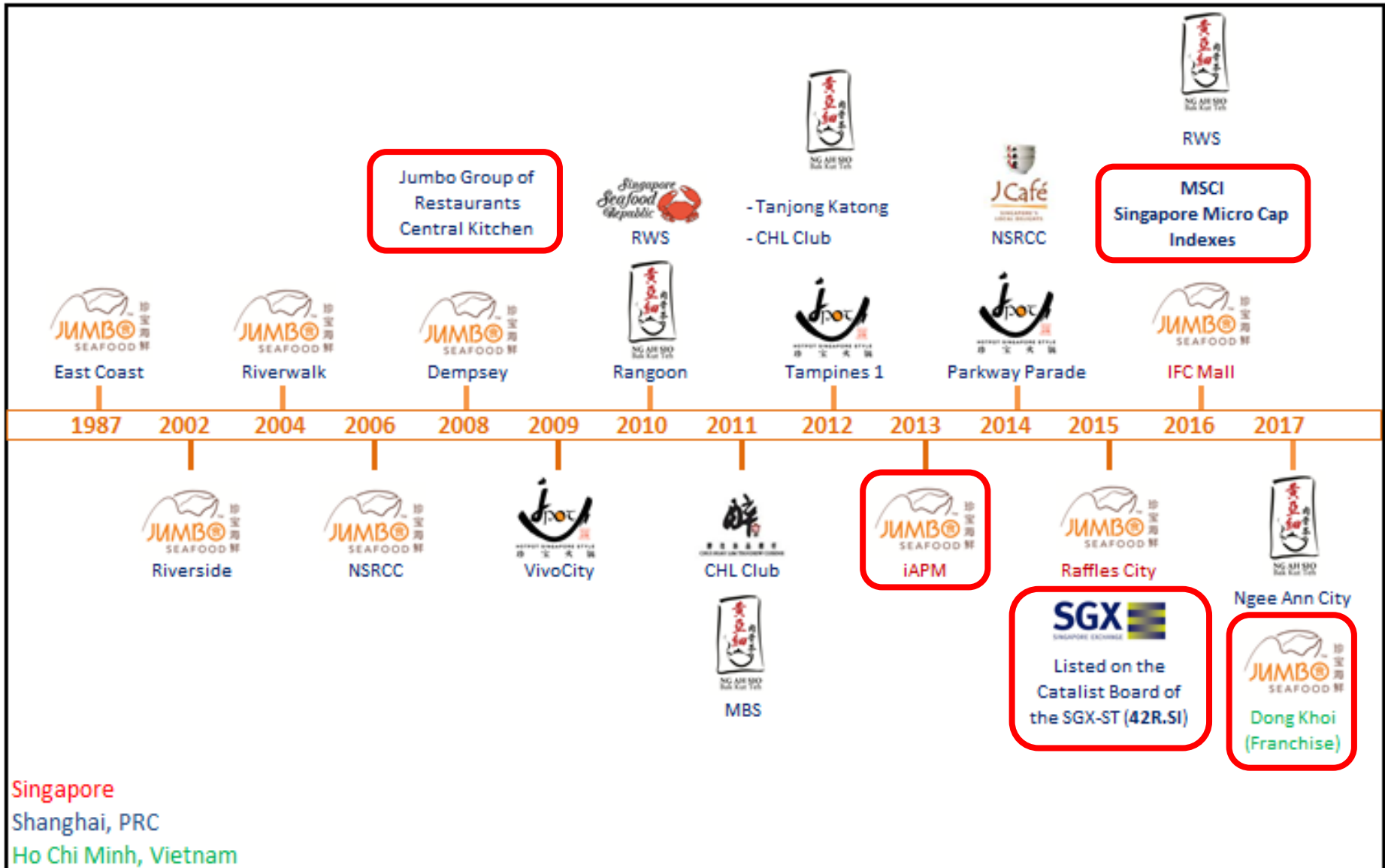
- VivoCity, Harbourfront (flagship)
- Tampines 1, Tampines
- Parkway Parade, Marine Parade



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 outlet at 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



Intends to acquire a property 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 2017 - 2019

Singapore & The PRC



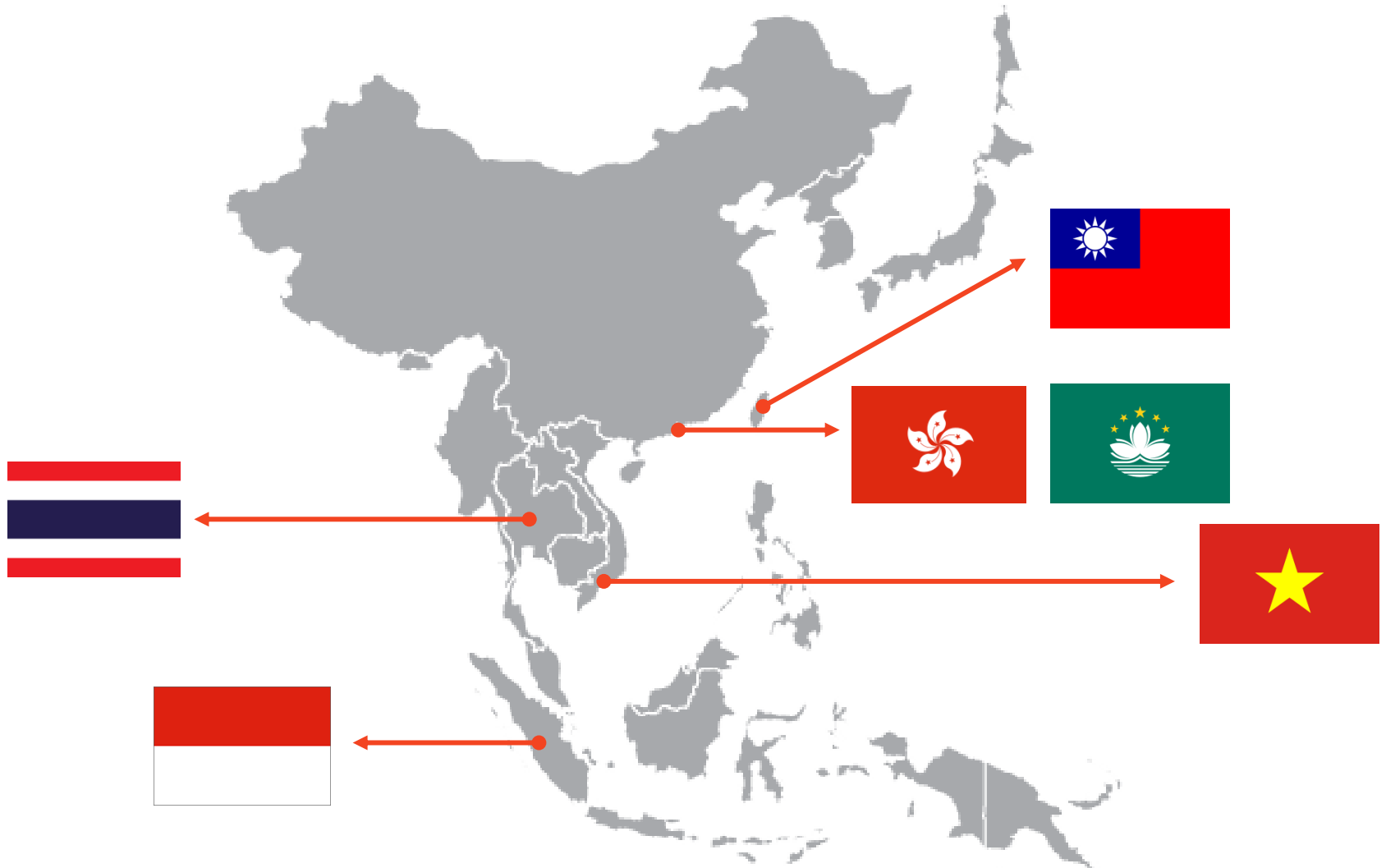
- Shanghai
 - ✓ Current 3 Jumbo Seafood Outlets
 - ✓ Possible 1-2 new outlets
- Beijing
 - ✓ Joint Venture Agreement signed in March 2017
 - ✓ Possible 1-2 Jumbo Seafood Outlets
- Shenzhen
 - ✓ Possible 1 Jumbo Seafood Outlet
- Other Chinese cities
 - ✓ Joint Venture and/or Franchise



- ✓ Possible 1 new Jumbo Seafood outlet

Growth Plans 2017 - 2019

Other Partnership Opportunities



Growth Plans 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
 - ✓ Xiao Ye Gan (Tea Leaves)





Financial Highlights



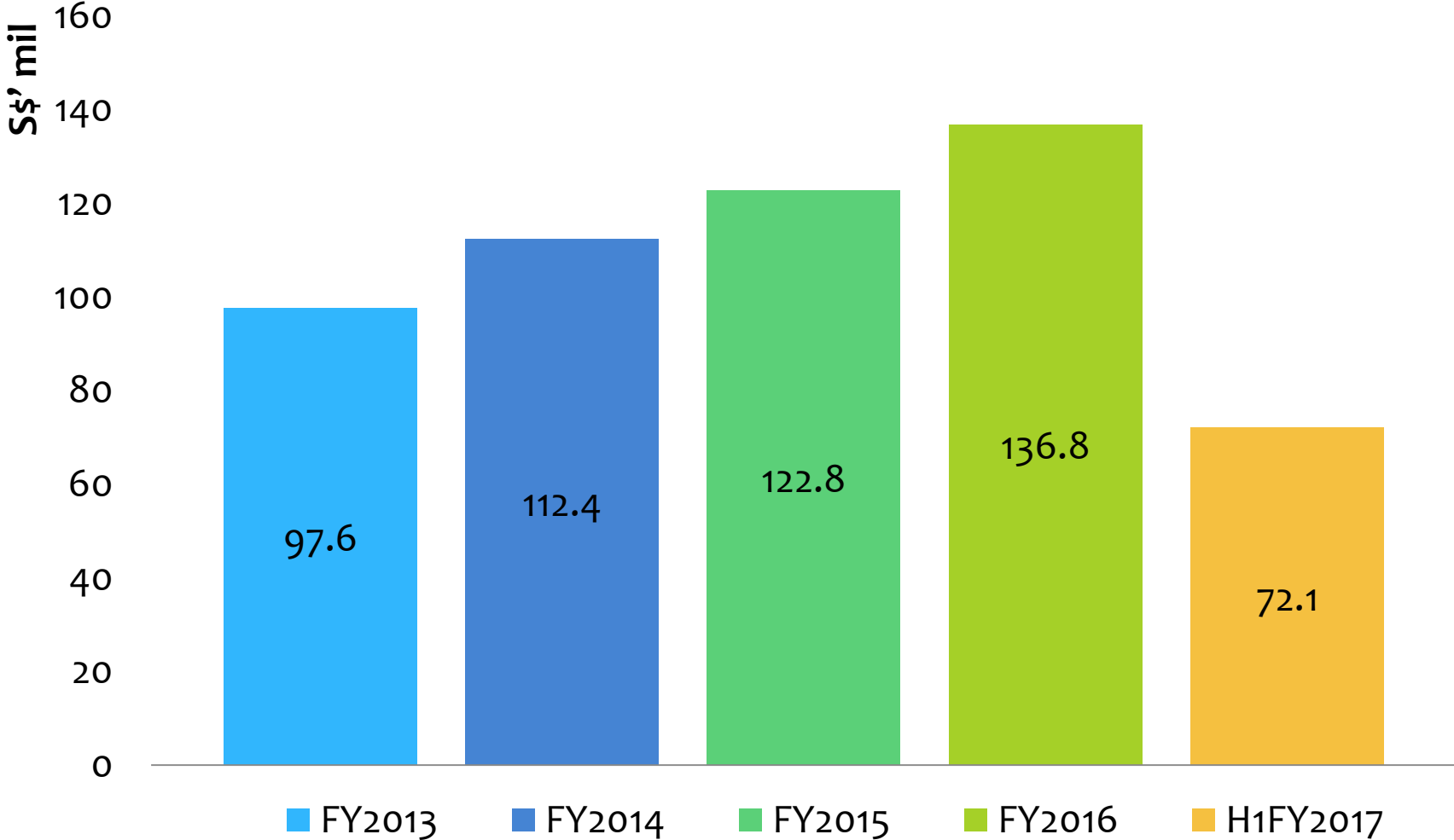
Profit or Loss

Period Comparison

	Group		Increase/	Group		Increase/
	Q2 FY2017	Q2 FY2016	(Decrease)	H1 FY2017	H1 FY2016	(Decrease)
	\$'000	\$'000	%	\$'000	\$'000	%
Revenue	39,379	39,634	(0.6)	72,088	70,560	2.2
Gross profit	25,165	23,946	5.1	46,179	43,390	6.4
Other income	826	1,333	(38.0)	1,204	1,814	(33.6)
Employee benefits expense	(10,303)	(10,176)	1.2	(20,368)	(19,366)	5.2
Operating lease expenses	(3,509)	(3,067)	14.4	(6,762)	(6,019)	12.3
Utilities expenses	(809)	(888)	(8.9)	(1,574)	(1,779)	(11.5)
Depreciation expense	(1,161)	(872)	33.1	(2,238)	(1,667)	34.3
Other operating expenses	(3,432)	(3,605)	(4.8)	(6,399)	(7,210)	(11.2)
Finance costs	(1)	(5)	(80.0)	(4)	(10)	(60.0)
Share of results of associates	53	2	2550.0	67	23	191.3
Profit before tax	6,829	6,668	2.4	10,105	9,176	10.1
Income tax expense	(792)	(773)	2.5	(1,320)	(1,244)	6.1
Profit for the period	6,037	5,895	2.4	8,785	7,932	10.8
EBITDA	7,991	7,545	5.9	12,347	10,853	13.8

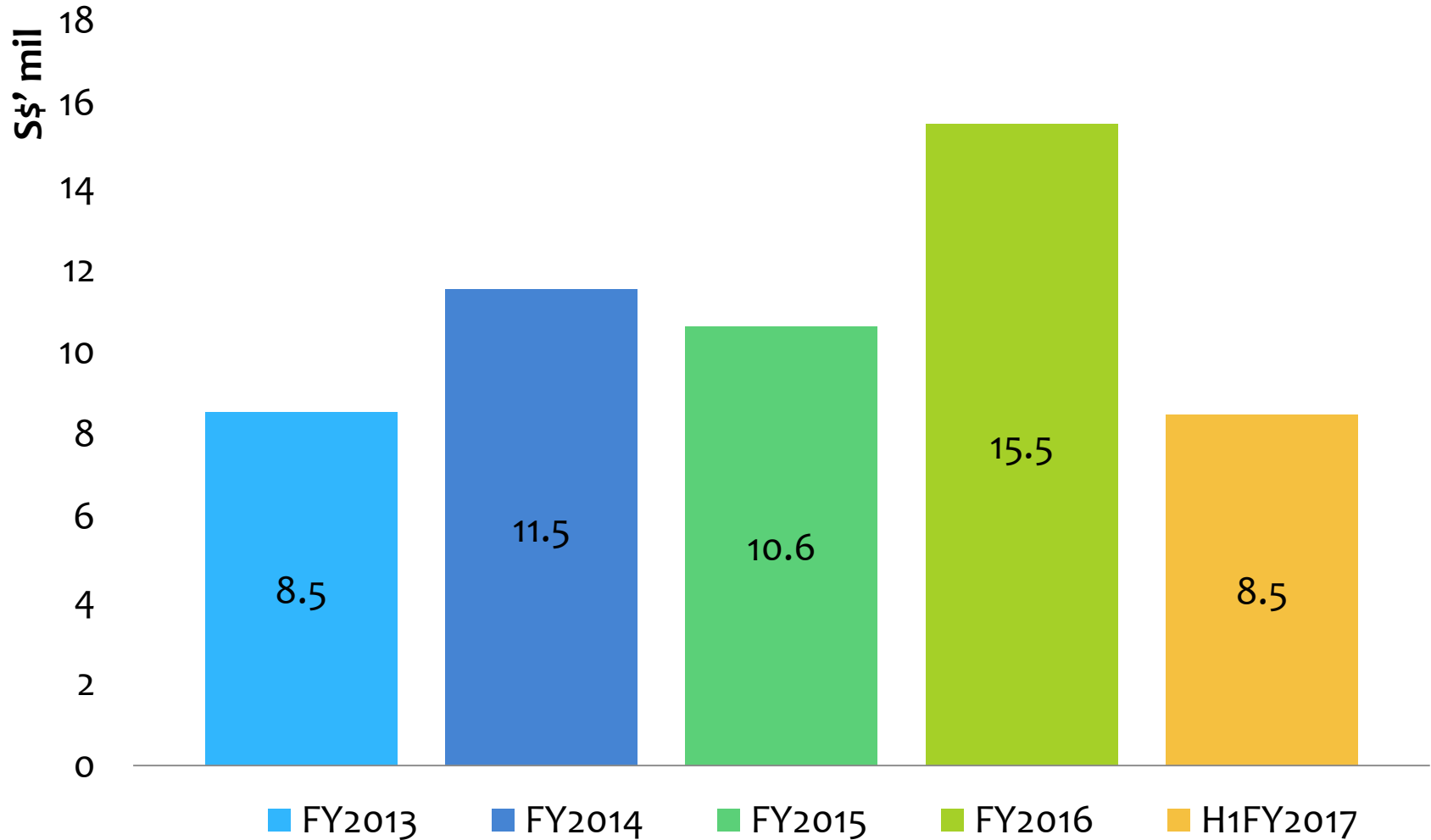
Revenue

FY2013 to H1FY2017



Profit Attributable to Owners

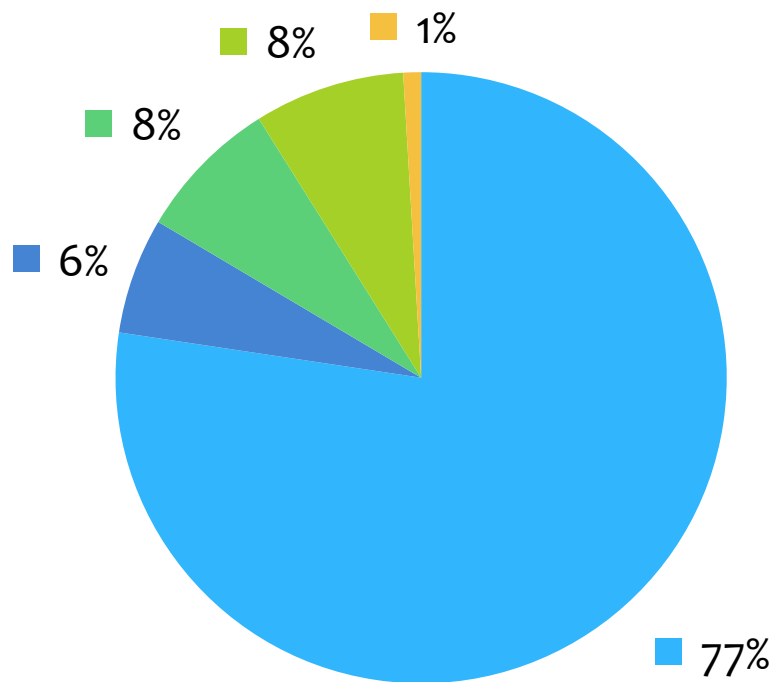
FY2013 to H1FY2017



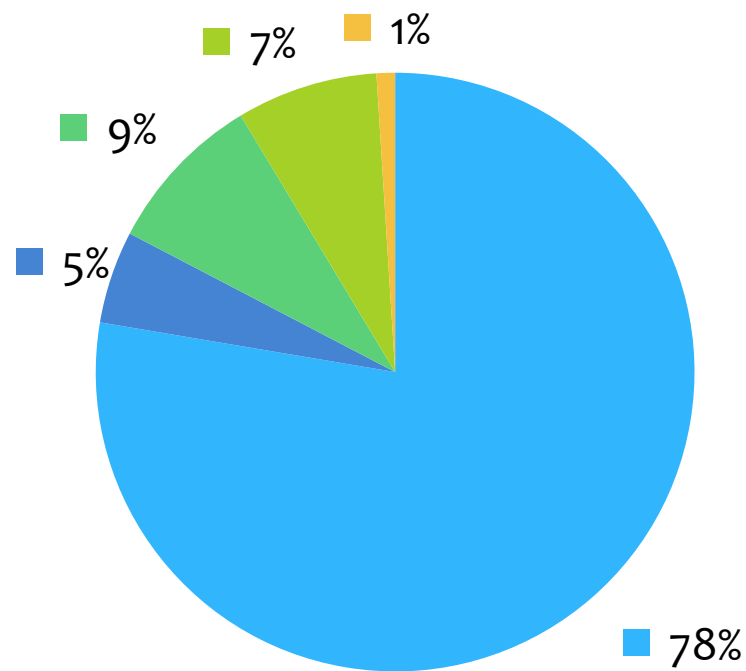
Brand Revenue Breakdown

H1FY2017 to FY2016

H1FY2017



FY2016



JUMBO Seafood

BKT

JPOT

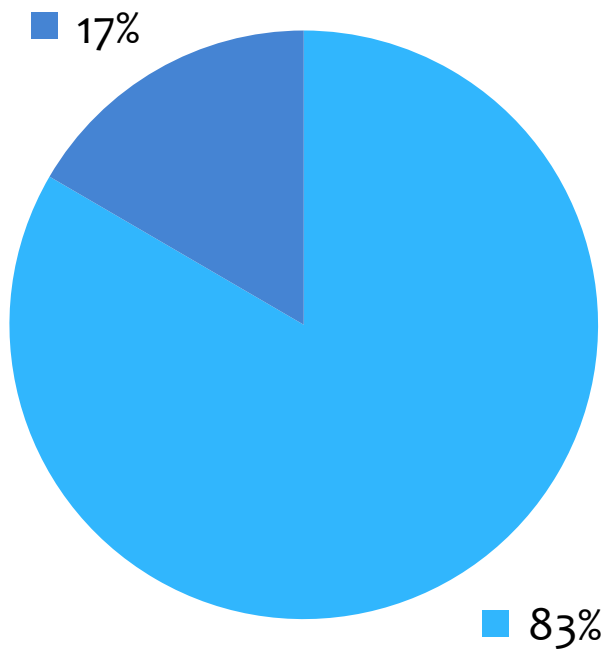
CHL

JCN

Geographical Revenue Breakdown

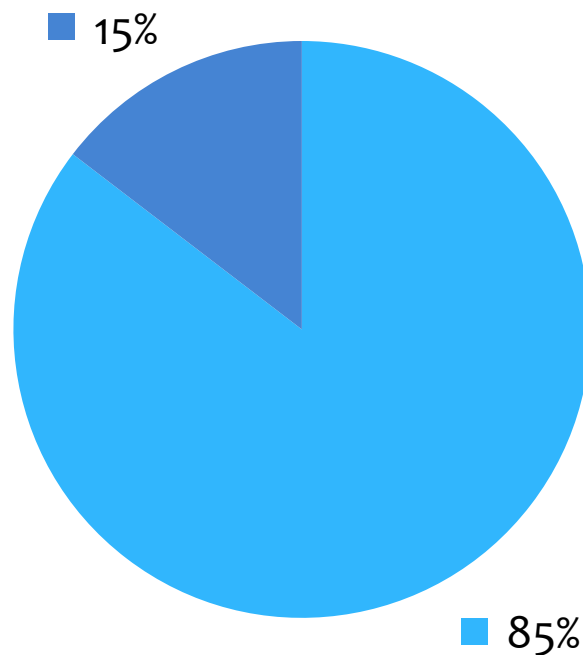
H1FY2017 to FY2016

H1FY2017



■ Singapore

FY2016



■ PRC

Balance Sheet

Summarized breakdown	As at	
	31-Mar-17	30-Sep-16
	\$'000	\$'000
Assets		
Current Assets	57,322	66,716
Non-Current Assets	20,484	19,522
Total Assets	77,806	86,238
Liabilities		
Current Liabilities	13,078	18,917
Non-Current Liabilities	301	813
Total Liabilities	13,379	19,730
Equity		
Share Capital	48,550	48,441
Currency Translation Reserve	(162)	(109)
Merger Reserve	(2,828)	(2,828)
Retained Earnings	16,841	19,277
Non-Controlling Interests	2,026	1,727
Total Equity	64,427	66,508
Total Liabilities + Shareholders' Equity	77,806	86,238
Net Asset Value (cents)	9.7	10.1

Cash Flow Statement

Summarized breakdown	Q2 FY2017	Q2 FY2016
	\$'000	\$'000
Net cash provided by operating activities	258	5,305
Net cash provided by investing activities	(1,250)	(1,185)
Net cash provided by financing activities	(11,478)	(44)
Net increase/(decrease) in cash and cash equivalents	(12,470)	4,076
Cash and cash equivalents at beginning of period	61,451	47,312
Cash and cash equivalents at end of period	48,981	51,388
Free cash flow	(992)	4,120



Interim Dividends

Total dividend amounts to
38% of Profit Attributable to Shareholders in H1FY2017

Dividend type: Cash

Dividend amount per share: 0.5 cents per ordinary share





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