



Tam Jai International Co. Limited

譚仔國際有限公司

(Stock Code: 2217.HK)

FY24/25 Annual Results

May 2025



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Presentation Content

1. Performance Highlights
2. Business Overview
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4. Future Plans
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01

Performance Highlights



#Tem Tem TamJaiMei

Highlights



Group Revenue
HK\$2,843 million
+3.4%

Overseas JV &
Franchised Stores

+2
in Australia

Self-operating
Store Number

243
+14 YoY

HK Revenue
HK\$2,681 million
+4.3%

Group Net Profit
HK\$80 million

A Will to Win



Passion to Serve



02

Business Overview



#Tem Tem TamJaiMei




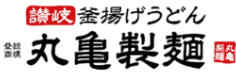


Our Restaurant Network



Total: 245 Stores



As at 31 March 2025

<div><div>雲南米線</div><div>TAMJAI SAMGOR</div><div>HONG KONG SINCE 1996</div><div></div><div>YAKINIKU YAMAGYU</div></div>			
	Mar-24	Mar-25	YoY Change
Self-operating stores	229	243	+14
<div>HONG KONG SINCE 1996</div>			
	Mar-24	Mar-25	YoY Change
Overseas JV & franchised stores	0	2	+2

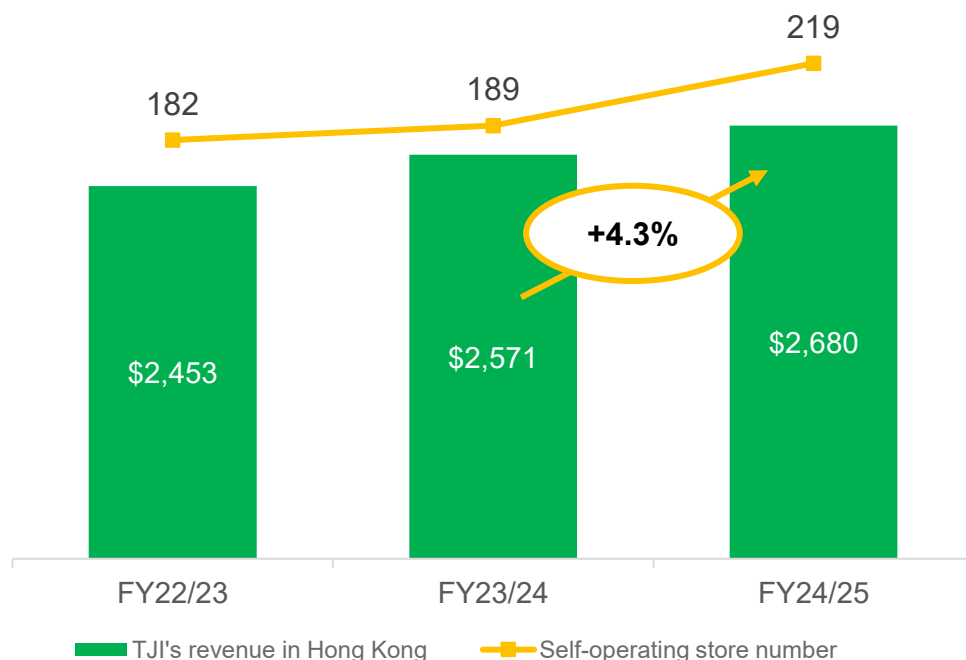


Hong Kong: Stable Revenue Despite Challenges



Revenue

(Unit in HK\$ million)



- Northbound visit and sluggish economy intensified competition for F&B industry
- Revenue growth driven by network expansion
- Expanded Japanese dining brand portfolio
 - ✓ Acquired 9 stores of Marugame Seimen
 - ✓ New brand introduction: Yakiniku Yamagyu

+30

YoY net store additions



Yuen Long



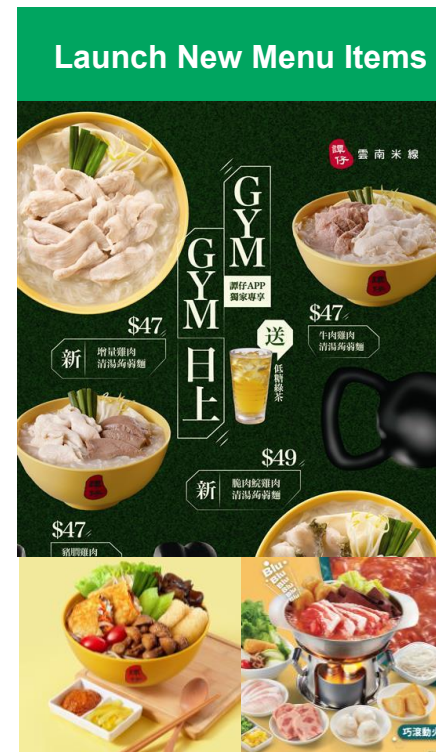
Dynamic Strategies to Sustain Growth



- ✓ Drive store traffic



- ✓ Enhance restaurant-level utilisation



- ✓ Attract diverse customer segments



- ✓ Redirect more takeaway orders to CRM system
- ✓ Attract dine-in customers

Mainland China & Singapore: Store Consolidation



Substantial closure expenses incurred, partially deepening losses for two markets



Mainland China



Wongtee Plaza store in Shenzhen

- 9 net closures, reducing store count to 17 as at 31 March 2025
- Piloted new store model at Wongtee Plaza outlet
 - Live kitchen feature
 - Positioned as “Hong Kong’s No.1 Mixian”
 - To identify a sustainable and profitable model



Singapore



Chinatown Point

- Operating environment remained tough
- Significant downsizing from 11 to 4 stores in 2H
 - Only retain stores with higher potential to breakeven





Japan: Continuously Improving Performance



Strong Performance

- ✓ Robust YoY revenue growth and improved profitability
- ✓ Successful launch of localised limited-time offerings
- ✓ Effective promotional campaigns



03

Financial Highlights



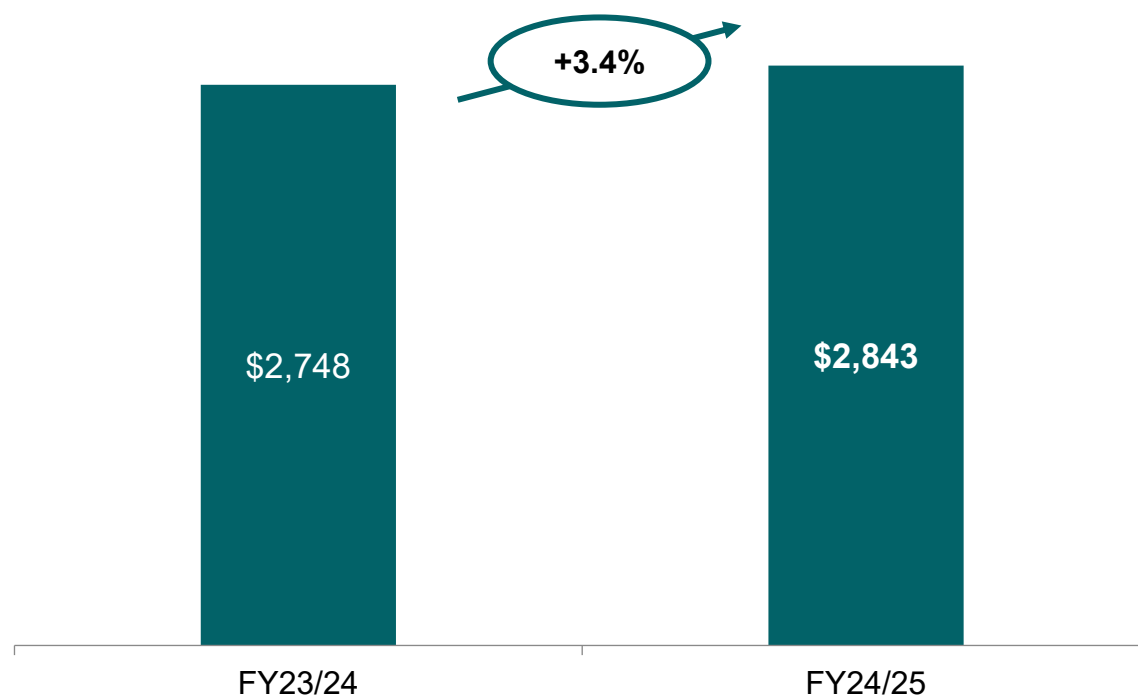
#Tem Tem TamJaiMei

Results for the Year



Revenue increased by 3.4% YoY

(Unit in HK\$ million)



Consolidated statement of profit or loss

(Unit in HK\$ million)

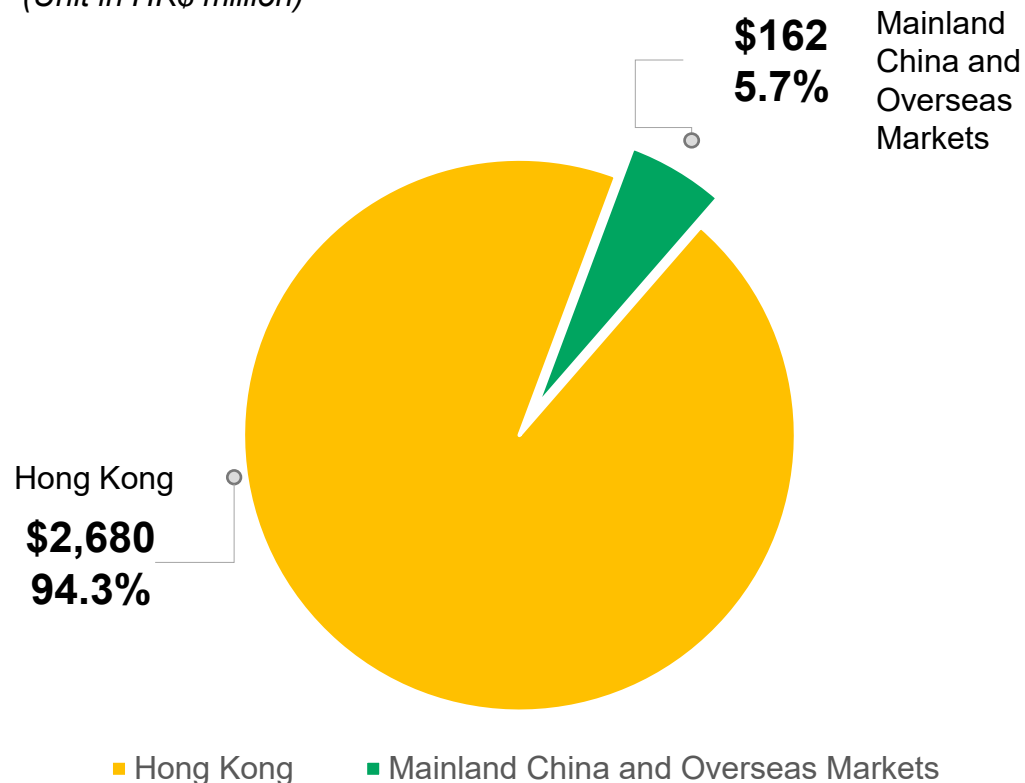
Year ended 31 March

	FY24/25	FY23/24
Revenue	\$2,843	\$2,748
Profit before taxation	\$100	\$152
Profit for the year	\$80	\$119
Profit margin	2.8%	4.3%

Revenue* by Geographic Location & Order Type

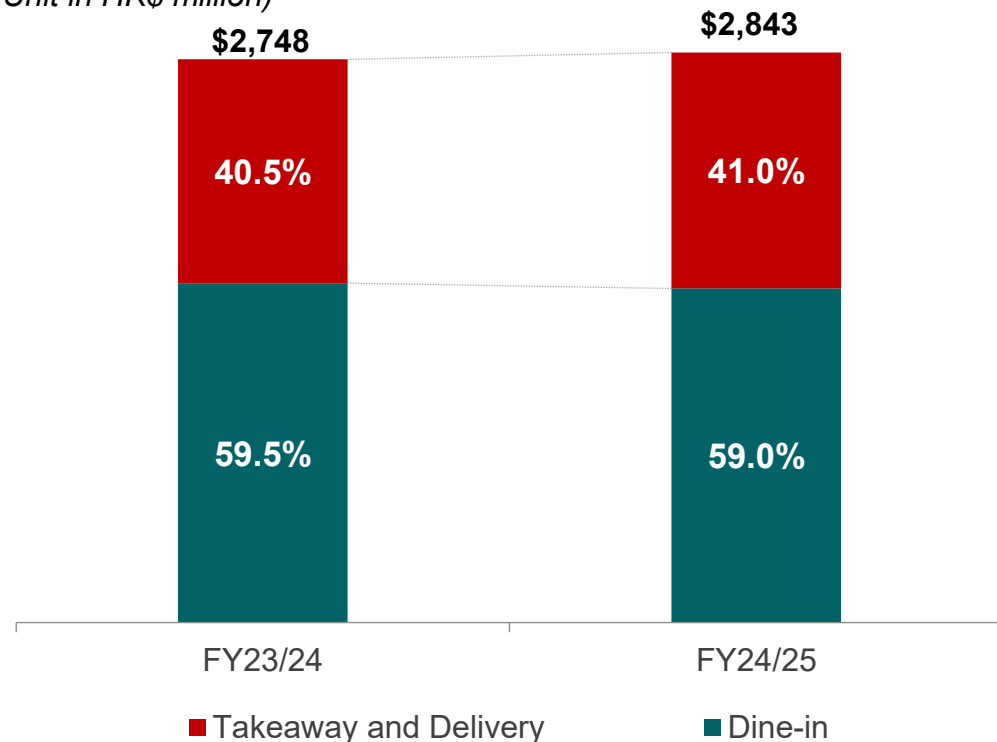
Majority contribution from Hong Kong

(Unit in HK\$ million)



Takeaway & delivery revenue* remained significant

(Unit in HK\$ million)

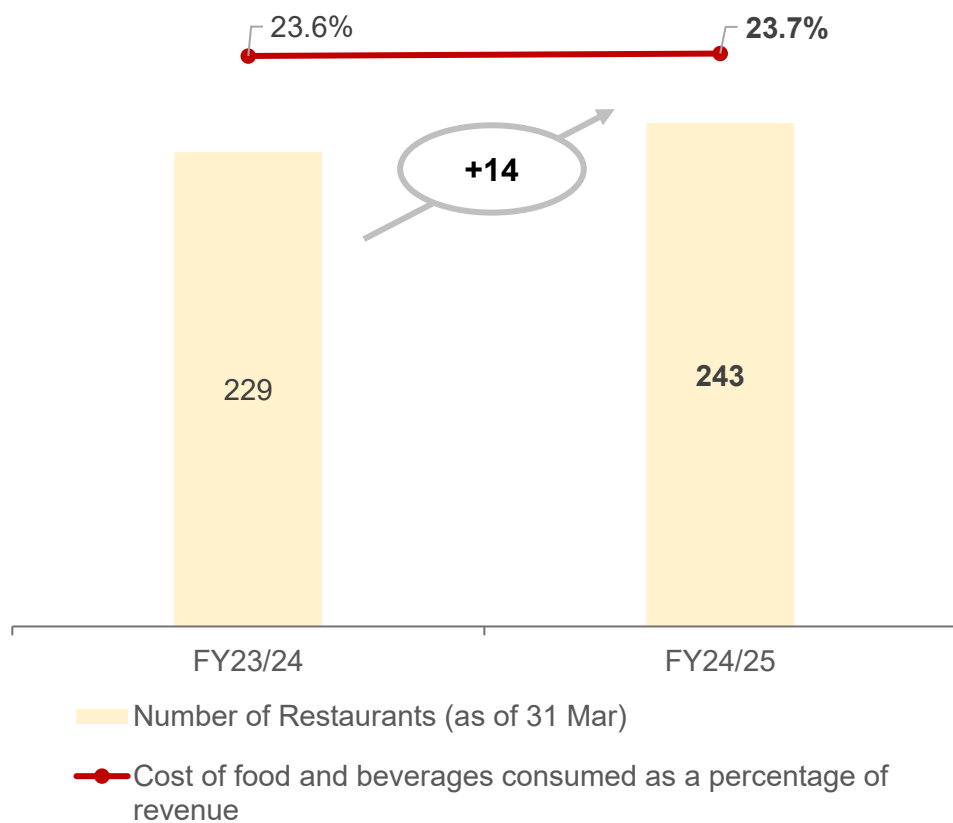


Takeaway & delivery comprises takeaway orders made at the restaurants and delivery orders fulfilled through online delivery platforms.

* Revenue generated from restaurant operations only

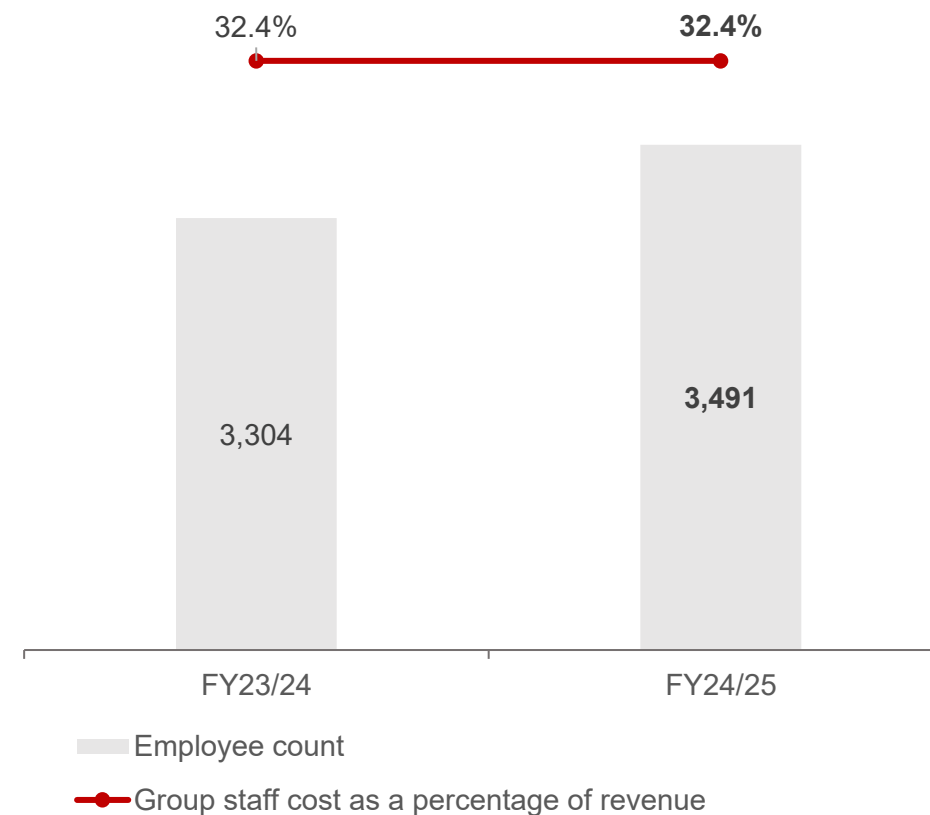
Cost Analysis

Food cost as a % of revenue



Group staff cost % to revenue

(Unit in HK\$ million)



Other Key Financial Data

Key financial metrics		FY24/25	FY23/24
Earnings per share (HK cents)	<i>Basic</i>	6.0	8.9
	<i>Diluted</i>	5.9	8.8
Dividend (HK cents)	<i>Interim</i>	1.35	3.0
	<i>Final</i>	-	5.9
	<i>Total</i>	1.35	8.9
Current ratio ^[1]		2.3	2.3
Quick ratio ^[2]		2.3	2.3
Return on assets ^[3]		3.0%	4.5%
Return on equity ^[4]		5.4%	7.8%

[1] Calculated based on our total current assets as at the end of the relevant year divided by our total current liabilities as at the end of the corresponding year.

[2] Calculated based on our total current assets less inventories as at the end of the relevant year divided by our total current liabilities as at the end of the corresponding year.

[3] Calculated based on our profit for the relevant year divided by our average total assets as at the beginning and the end of the corresponding year and multiplied by 100%.

[4] Calculated based on our profit for the relevant year divided by our average total equity attributable to our equity shareholders as at the beginning and the end of the corresponding year and multiplied by 100%.

04

Future Plans



#Tem Tem TamJaiMei

Hong Kong: Boost Revenue and Efficiency



Multi-branding

- ✓ Store network expansion for Marugame Seimen and Yakiniku Yamagyu



CRM Revamp

- ✓ More sophisticated and personalised marketing
- ✓ Bolster customer loyalty



Cost Control

- ✓ Streamline workflow
- ✓ Optimise cost efficiency



Australia Debuted with JV & Franchise Partnership



Swanston's Street: opened in November 2024



Melbourne Central: opened in December 2024



Overseas: Expand through Franchise / Partnerships



- Established partnerships for new market entry in Malaysia and the Philippines
- Committed to long term vision of bringing **Tam Jai Taste** to the world



Malaysia



The Philippines

05

Sustainable Development

A decorative wall with a yellow background and green borders at the top and bottom. The wall is covered in various food-related illustrations, including bowls of food, chopsticks, mushrooms, and vegetables. The hashtag #Tem Tem TamJaiMei is prominently displayed in the center of the wall.

#Tem Tem TamJaiMei

Our ESG Core Pillars



Nourishing Communities

Providing nutritionally balanced high-quality food to maintain the physical and mental well-being of customers and the community



2
ZERO
HUNGER



- Customer Welfare
- Community Engagement
- Food Safety and Resilience



Preserving Nature

Managing and reducing our impact on the climate to protect our natural environment.



11
SUSTAINABLE CITIES
AND COMMUNITIES



12
RESPONSIBLE
CONSUMPTION
AND PRODUCTION



- Resource Management
- Waste Management
- Climate Change Risks
- Sustainable Practices



Uplifting People

Creating shared value for employees and partners, while assisting them in self-improvement.



3
GOOD HEALTH
AND WELL-BEING



4
QUALITY
EDUCATION



- Employee Health and Safety
- Employee Engagement, Diversity, and Inclusion
- Labor Rights
- Supplier Engagement



Nourishing Communities

健康新嚟態

"Go-Green" menu
Plant-based meat
and more veggie
offerings



"Storm Clouds"
Dance Drama
Sponsorship
Promotes local arts
and culture



Mixian For the Good
(「線」有善報):
60,000~ bowls
of noodles donated
since 2021





Uplifting People



42,600+ hours

Staff training provided
in FY2025



**Sponsors “All Hong
Kong Schools Jing Ying
Football Tournament”**

Supports youth & sports
development



HK\$7.3M scholarship

granted to 220+ employees’
children since 2015





Preserving Nature



25%* reduction of
food waste
with all HK stores
practising food waste
separation



Founding member of
**WWF “Sustainable
Seafood Membership
Programme”**



**70% of takeaway
customers**
opt out for disposable
cutlery since we
launched plastics-free
cutlery policy



WWF-Hong Kong

*Compare with the intensity (unit/HK\$ million) of the financial year ended 31 March 2024 (“FY2024”)

ESG Recognitions



渣打企業成就大獎 2024
Standard Chartered Corporate Achievement Awards



Promoting *Happiness* Index Foundation
香港提升快樂指數基金

HAPPY 開心企業
C O M P A N Y





Tam Jai International Co. Limited
譚仔國際有限公司

Thank You

