

8VIC Holdings
FY2020
Annual General Meeting





01 KEY DEVELOPMENTS

02 FINANCIAL REVIEW

03 OPERATIONAL REVIEW

04 LOOKING AHEAD

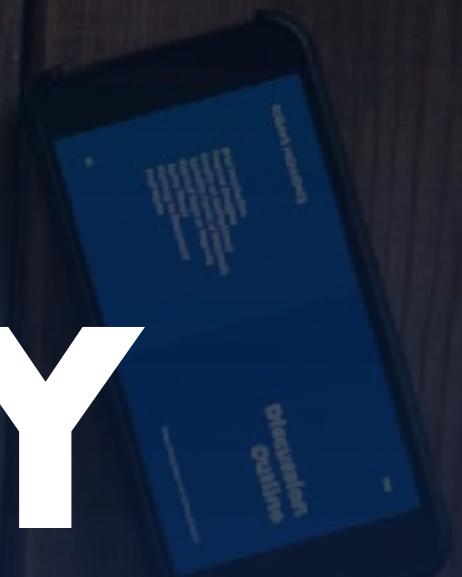
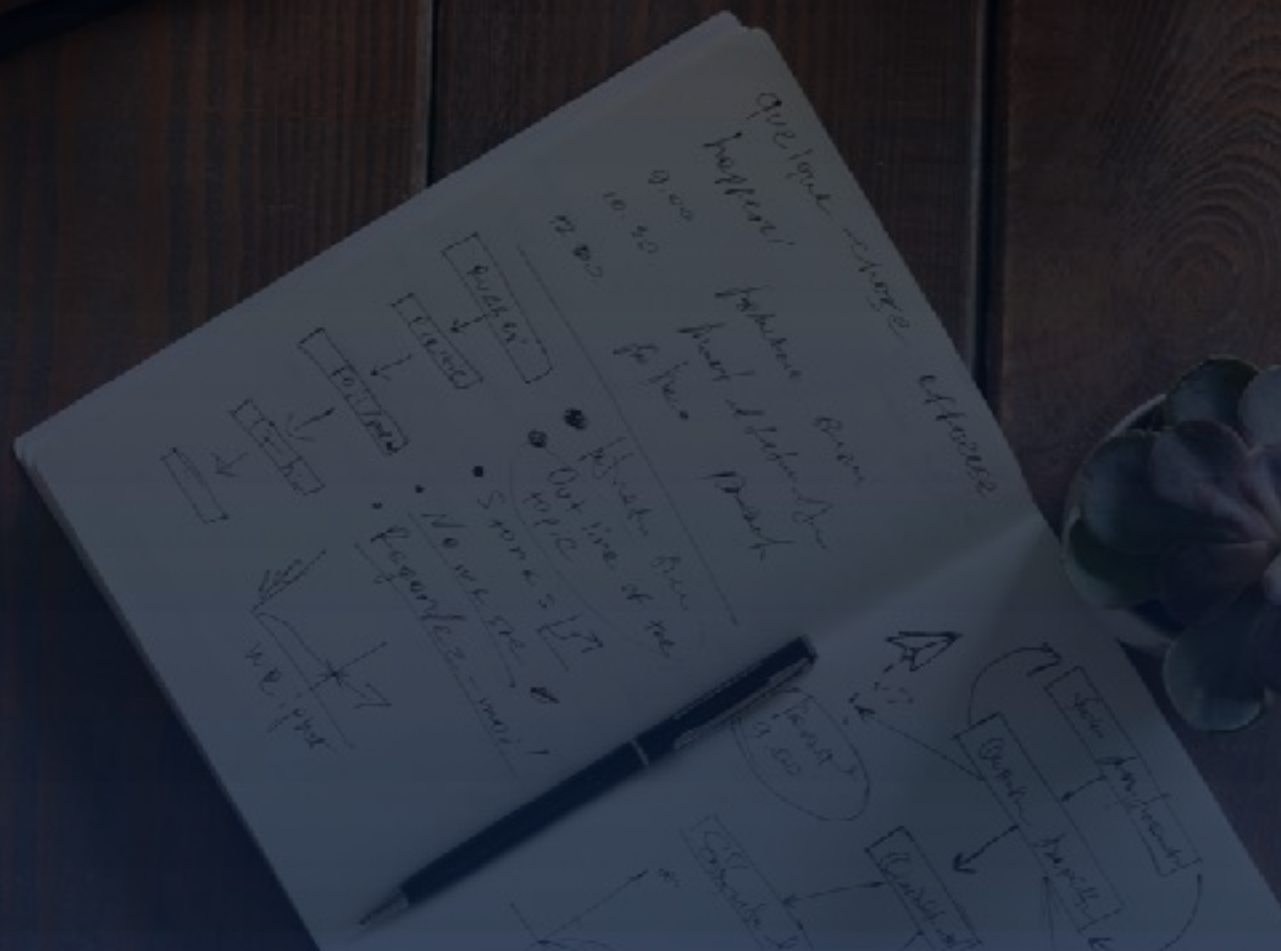
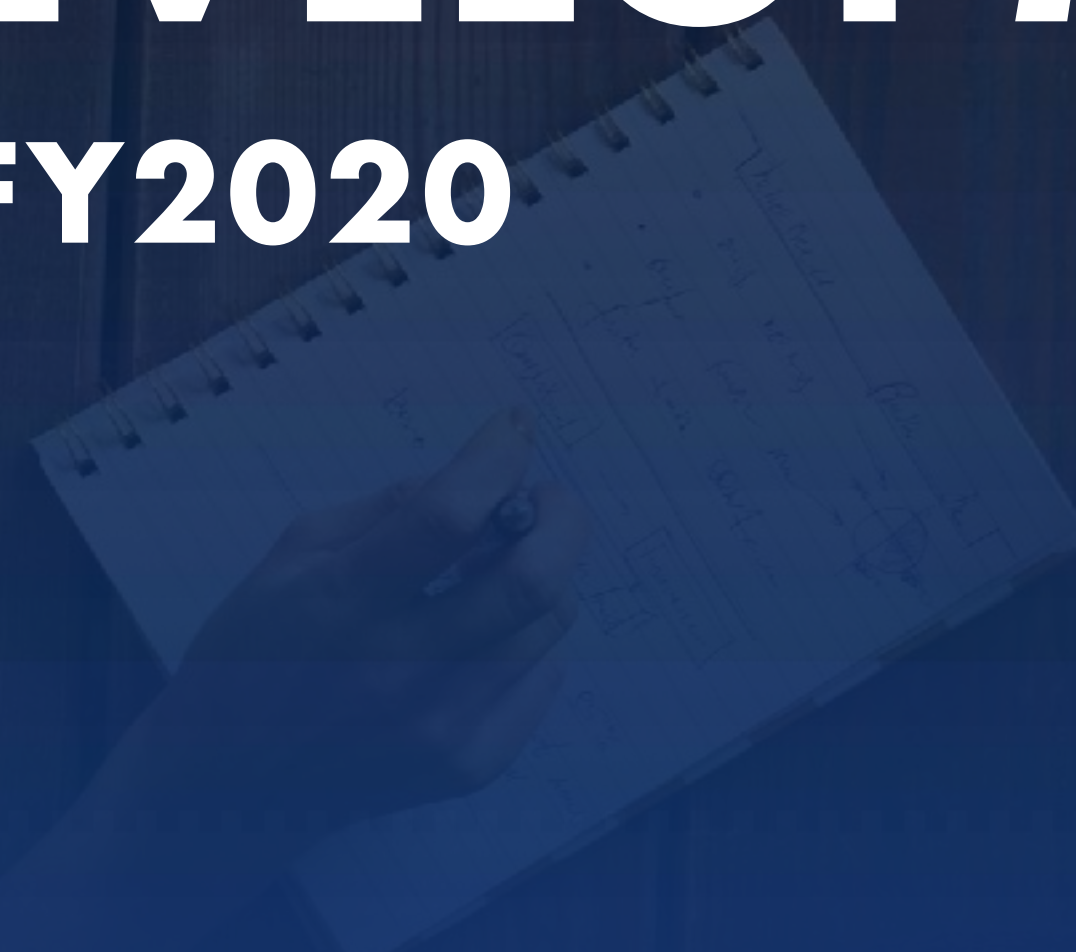
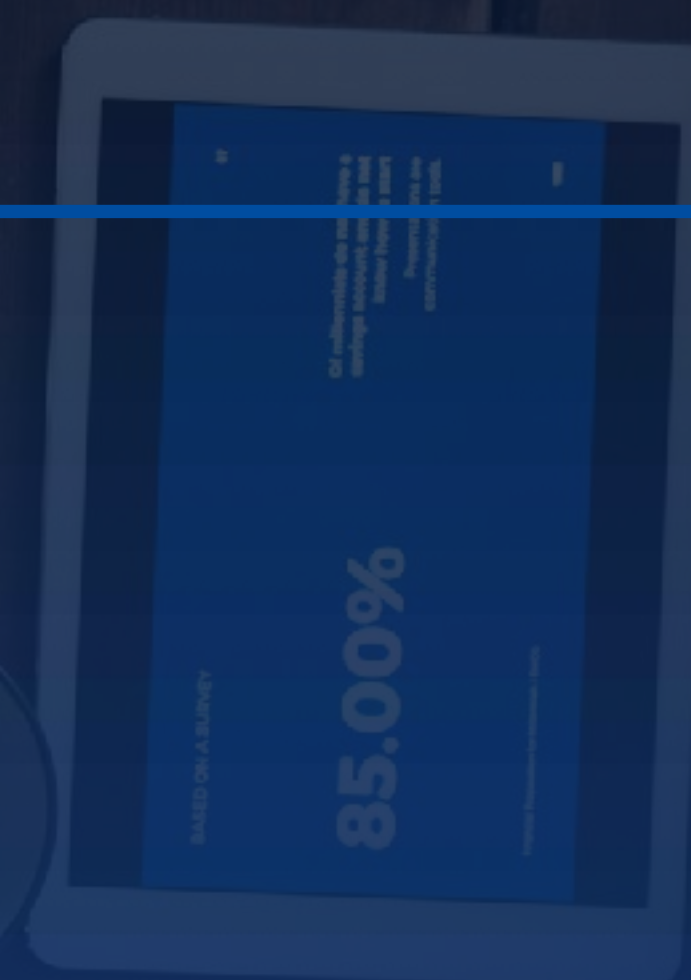
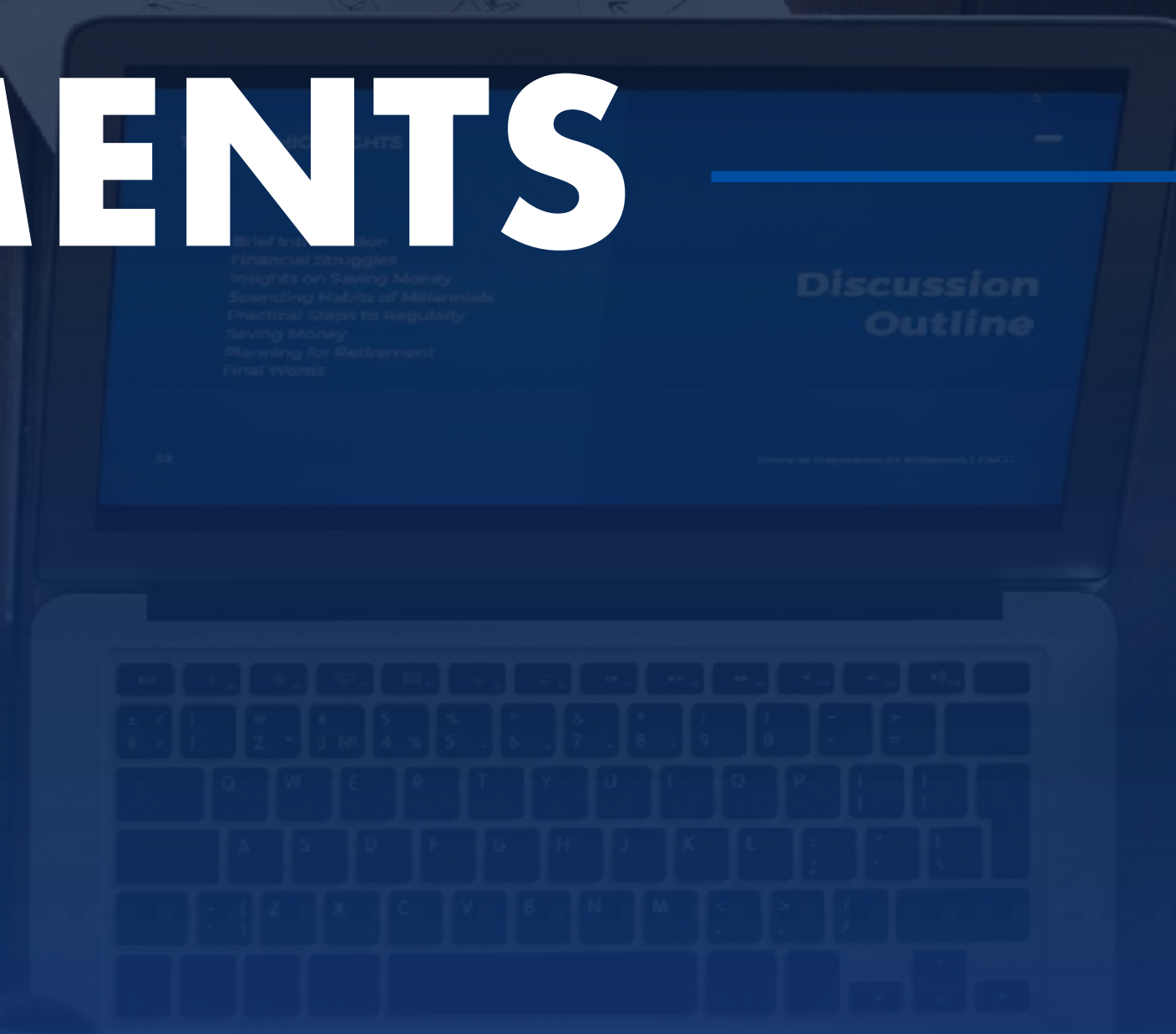
05 Q&A

AGENDA



KEY DEVELOPMENTS

IN FY2020





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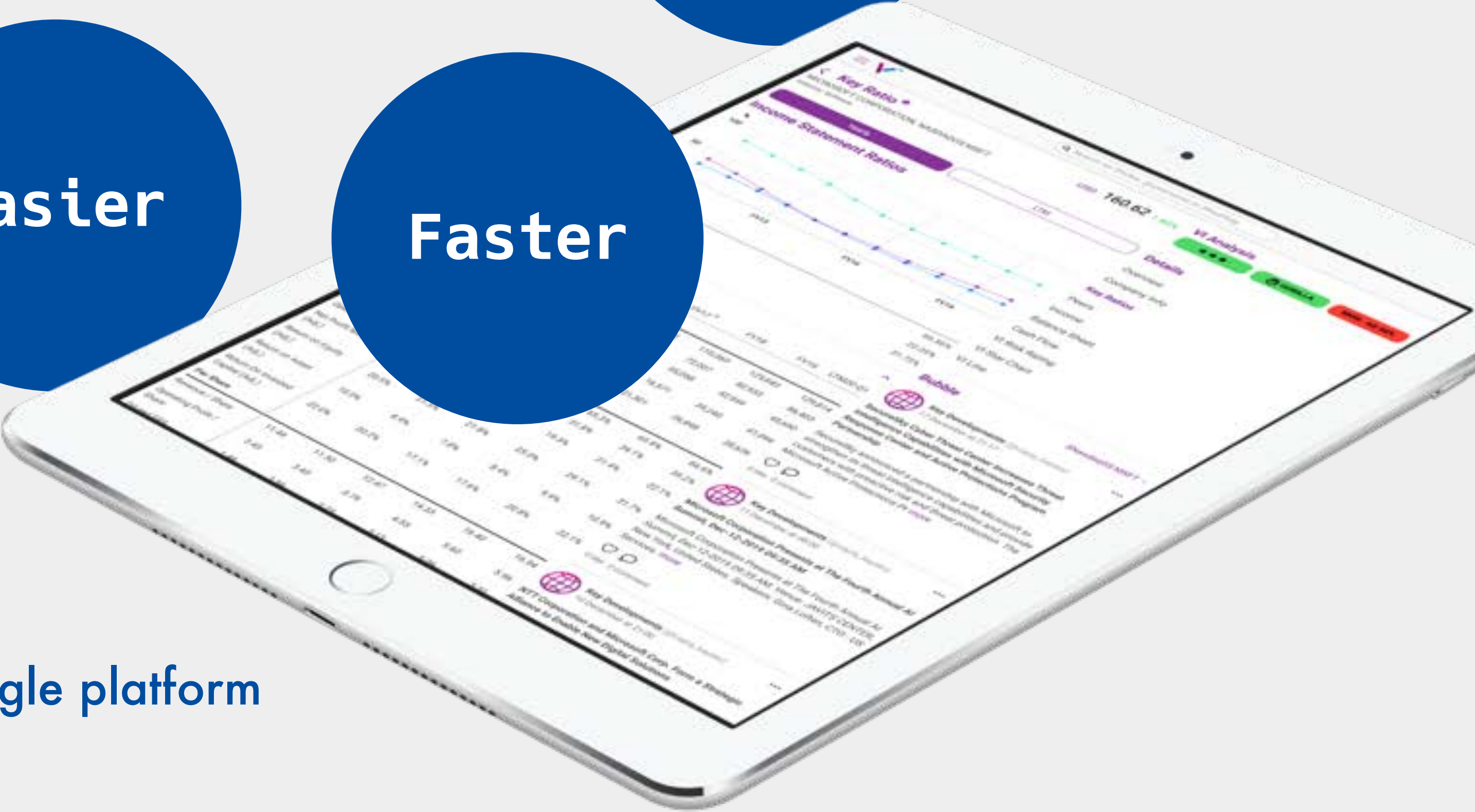
VI APP

Invest

Smarter

Easier

Faster



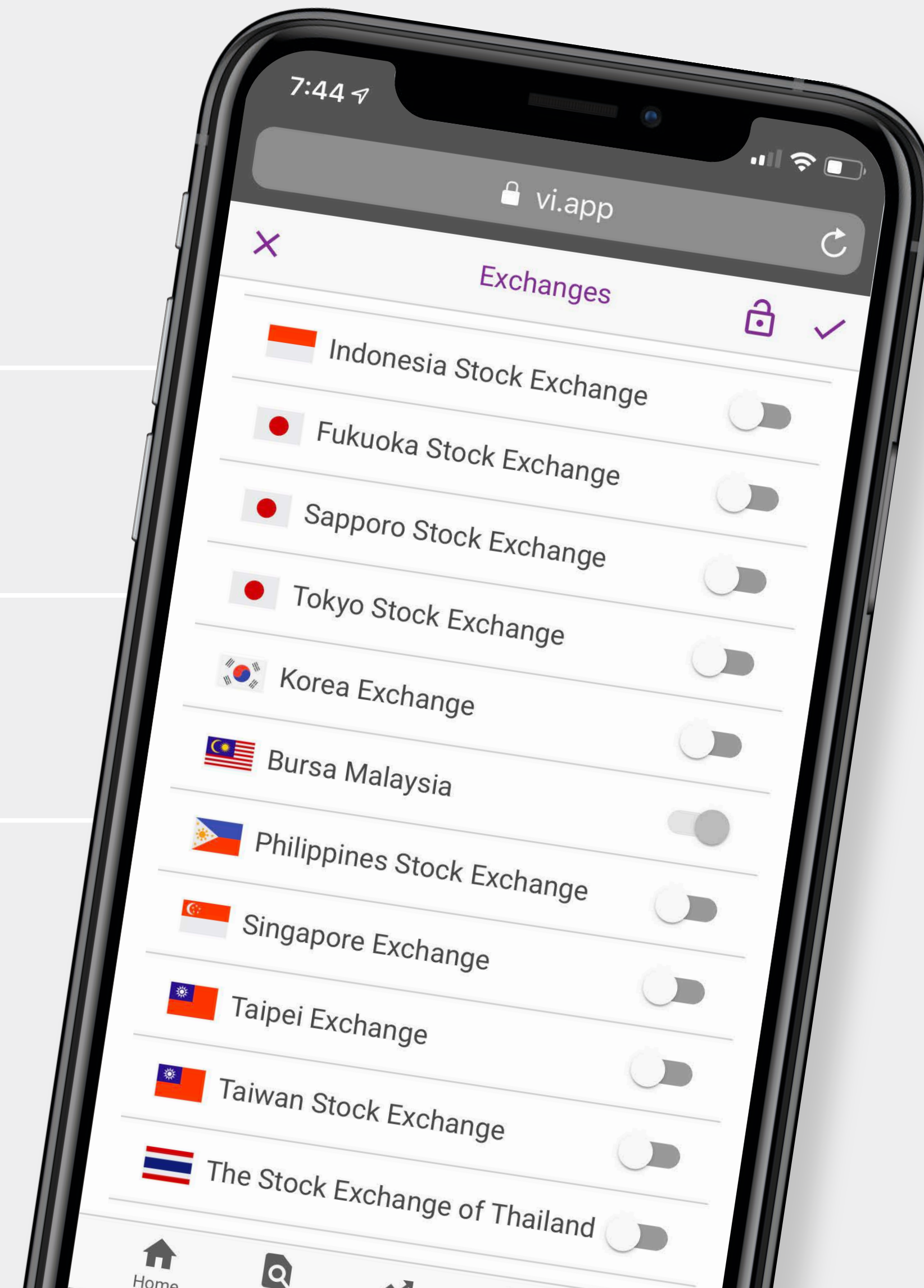
through a single platform



25 stock exchanges

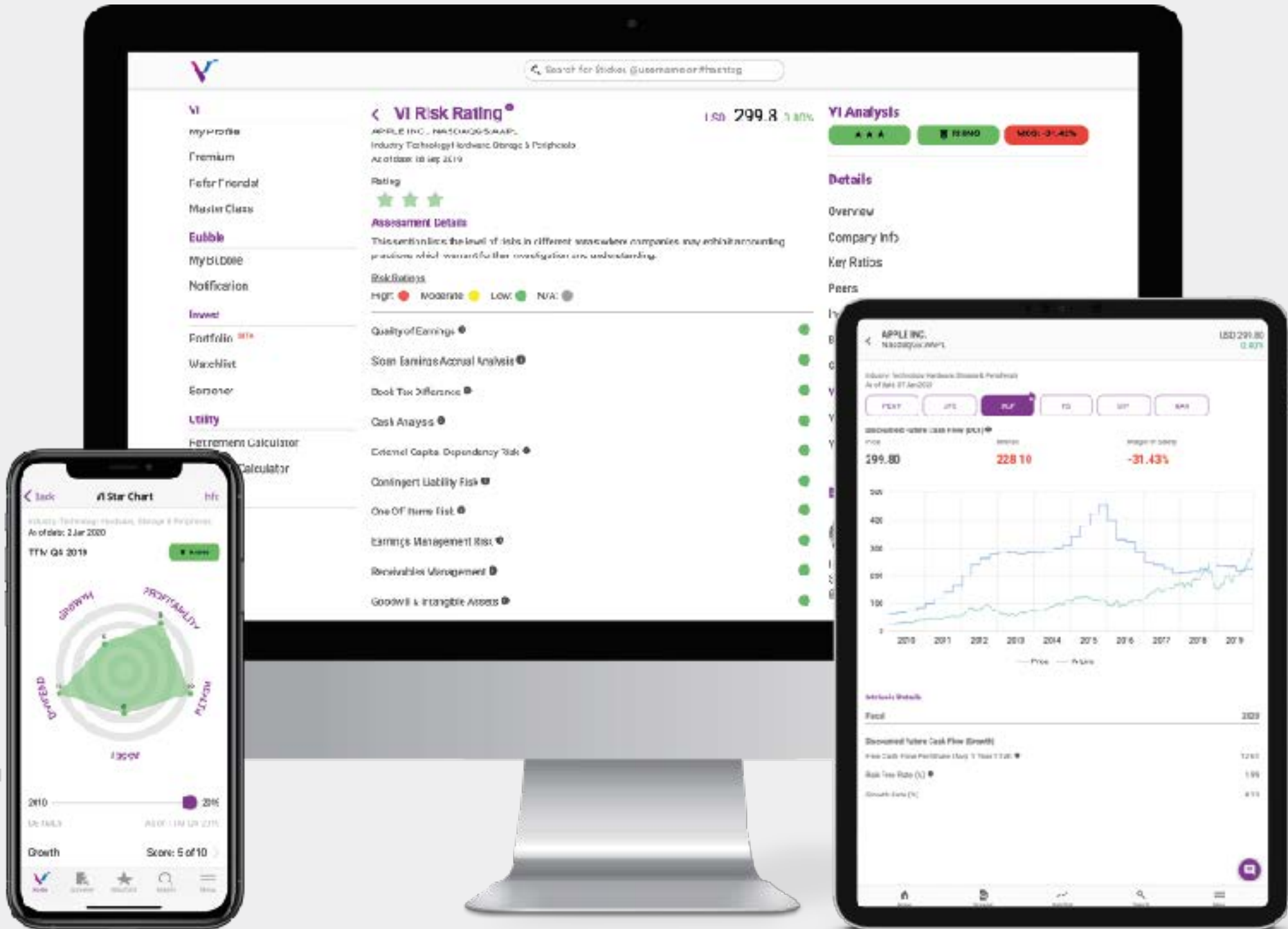
4 continents

42,000 companies





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Key Ratios



Business Models



Accounting Risk



Intrinsic Value



- Track
- Watchlist
 - Portfolio
 - News
 - Key Developments



Key Benefits



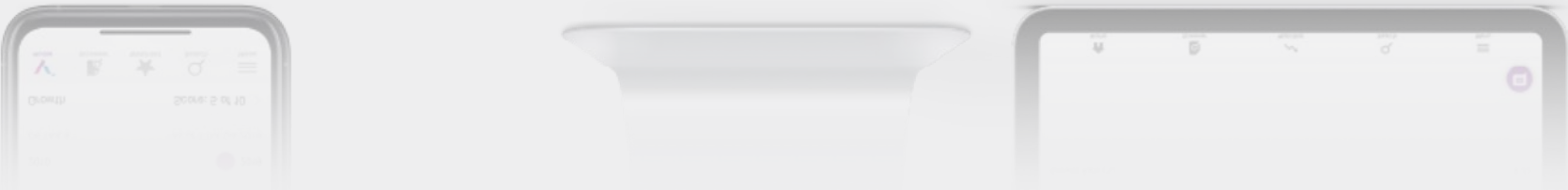
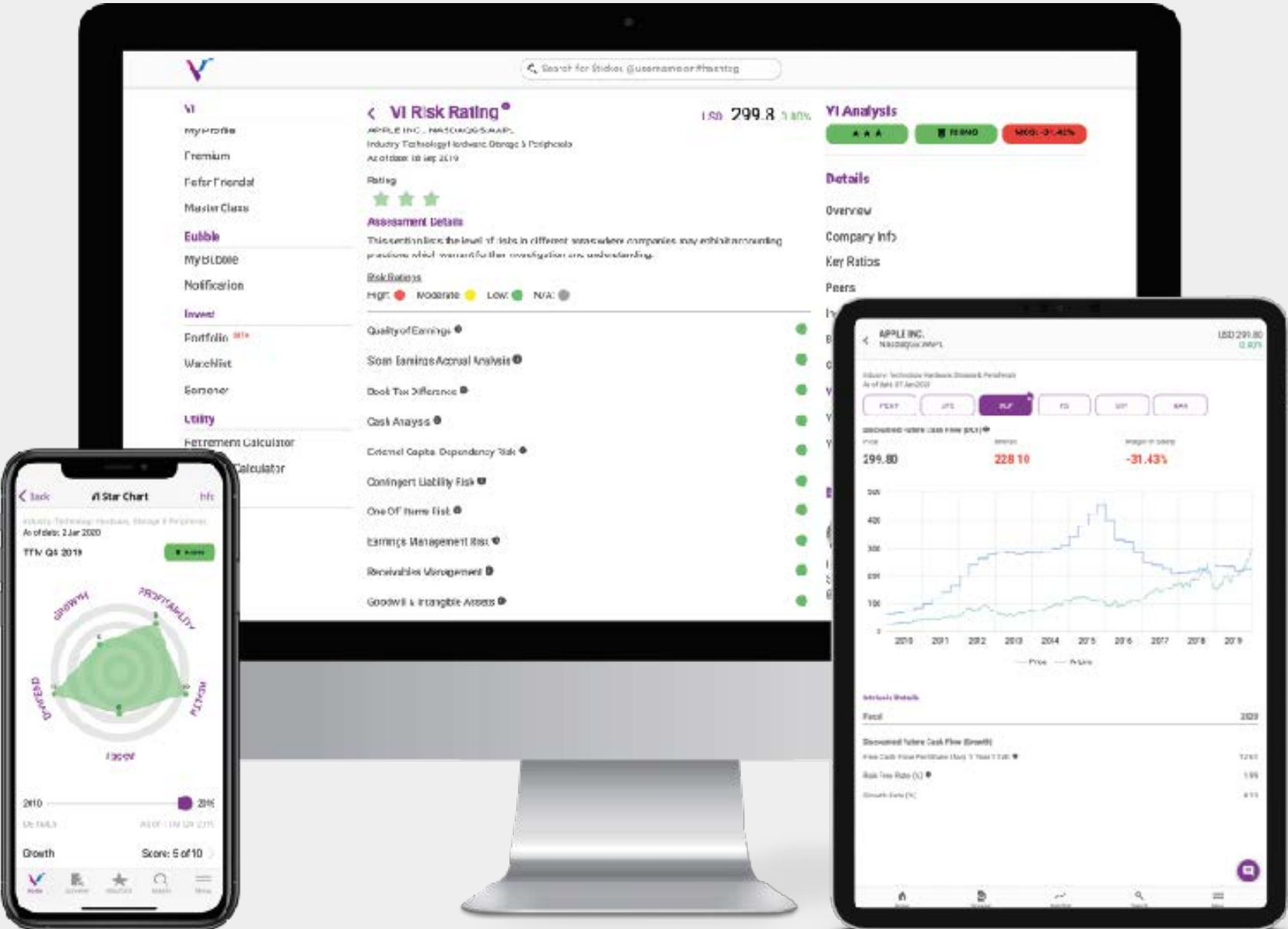
Powered by Technology



Unique and Practical



Integrated offering on a single app





VI COLLEGE

Sharing Value Investing
knowledge with the world

Flagship Programmes



Other Programmes



Edutainment & Outreach





📅 Established **since 2008**

📍 Offices in
**Singapore, Malaysia,
Shanghai and Taiwan**

🌐 Supporting a community of
value investors globally

35,000 lives inspired to date

4,714

VI College graduates
in FY2020

102

New VI College
batches in FY2020



VI COMMUNITY

Value Investors brought together by VI College and VI App

Built ground up over 12 years

Rich roster of engagement activities

VI Social Bubble:
Aggregation of market sentiment



**Close to 35,000
Programme
Graduates**



**More than
100,000 Lives
Transformed**



**183%
Total User
Growth Rate**

*Last Twelve Months ending
March 2020



KEY DEVELOPMENTS in FY2020

- Back to Profitability, Restructured To Realise Synergies
- Milestone Year in 3-Year Strategic Transformation Plan (Since FY2019)
- Rebrand: We Are VI
FinEduTech: Niche Space
- Digital Transition Into FinEduTech Accelerated Amid Global Pandemic



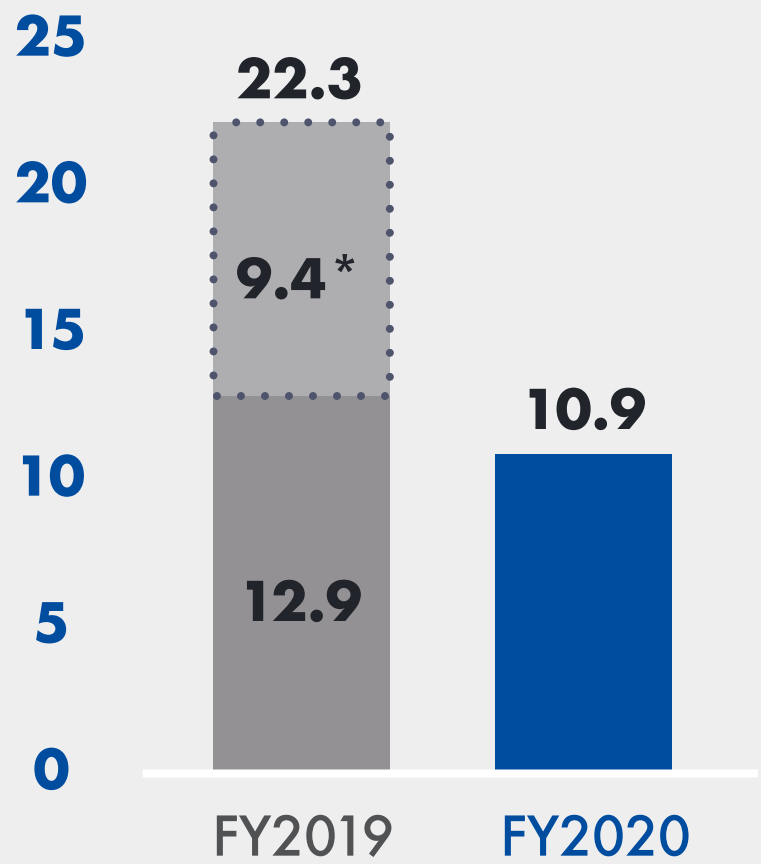
FINANCIAL REVIEW

Return to Healthy Financial Baseline and Profitability

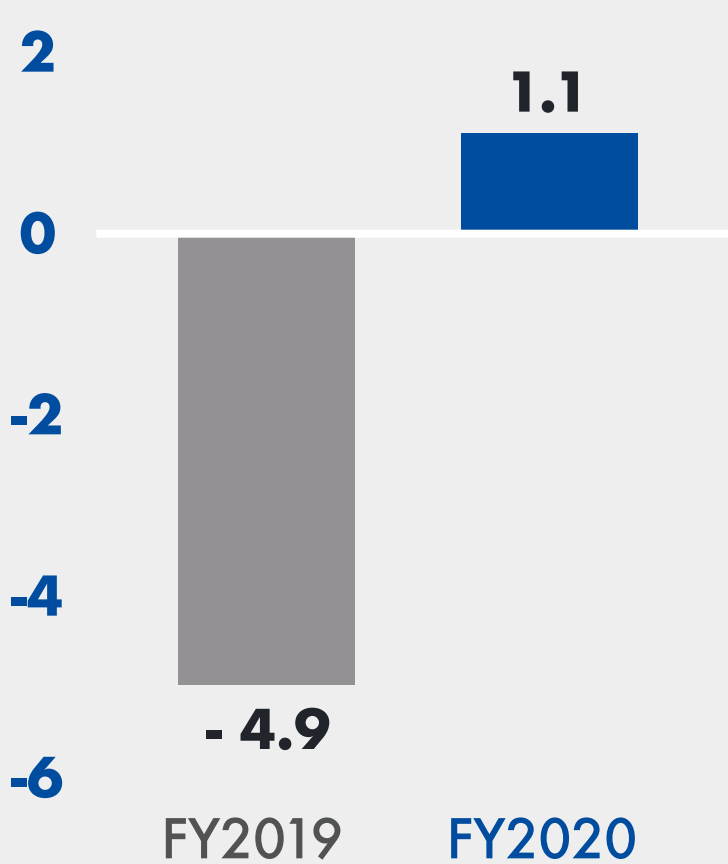
FINANCIAL REVIEW



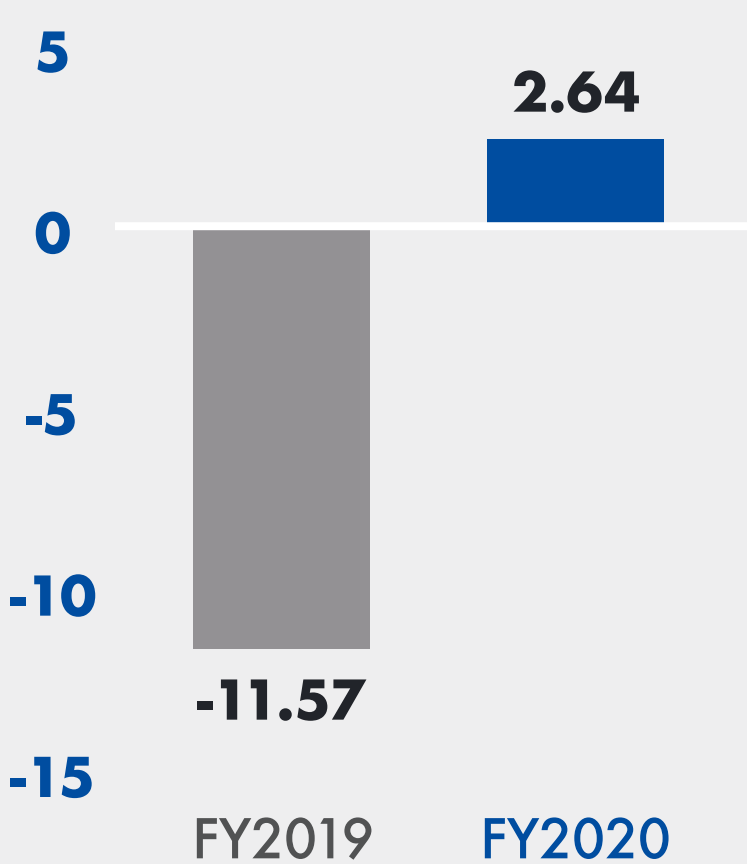
Revenue (S\$'m)



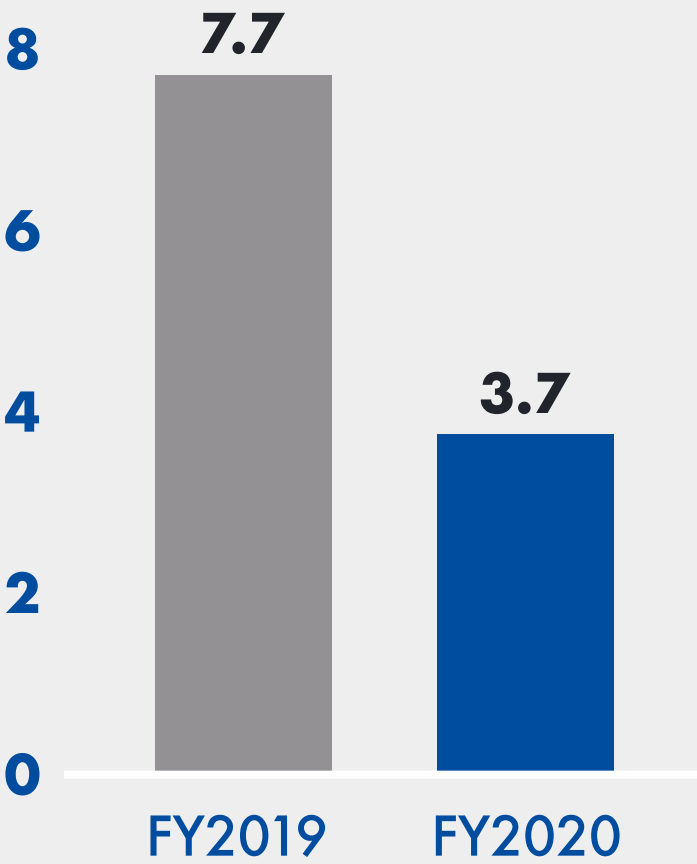
Net Profit After Tax
Attributable To Equity Holders
Of The Company (S\$'m)



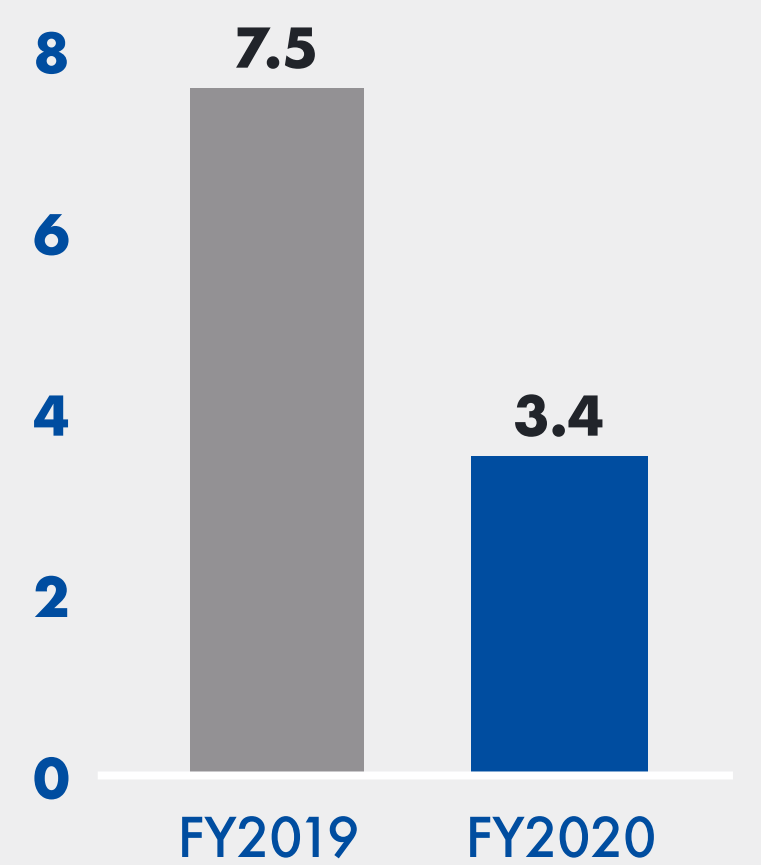
Earnings Per Share
(Singapore Cents)



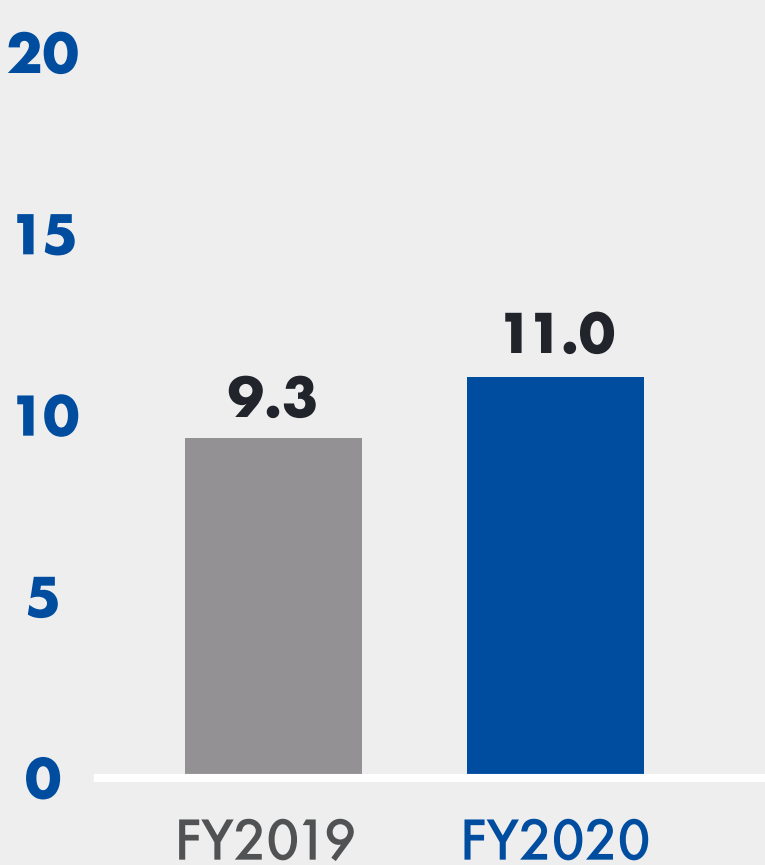
Administrative expenses
(S\$'m)



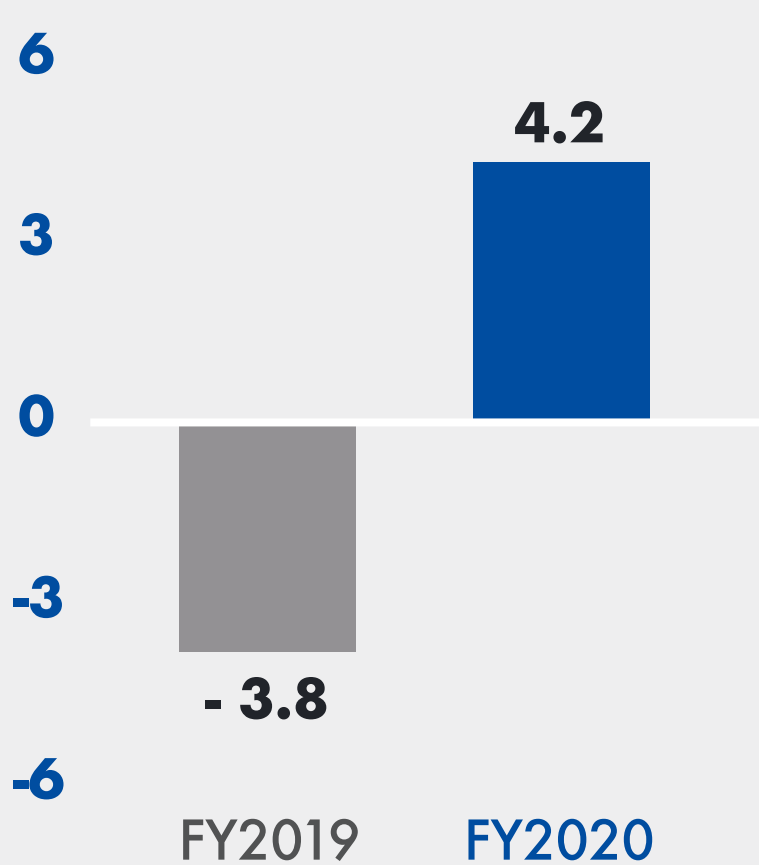
Marketing and other
expenses (S\$'m)



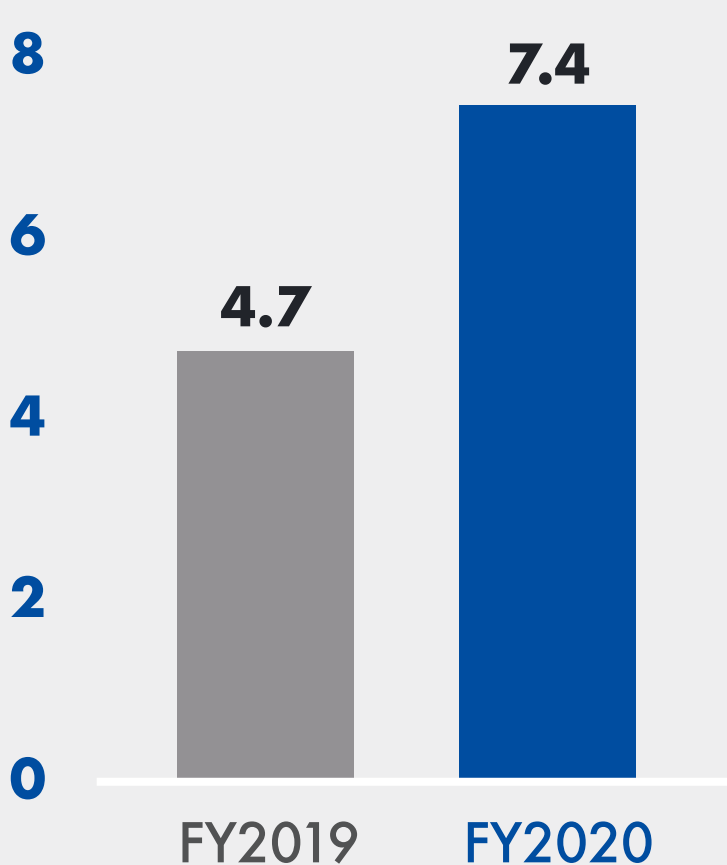
Net Tangible Assets Per
Security (Singapore Cents)



Free Cash Flow (S\$'m)



Cash and Cash Equivalents
(S\$'m)



*Digital Maketing Segment contribution Prior to disposal

STRATEGIES AND FUTURE PLANS



STRATEGIES AND FUTURE PLANS

Building a Recurring Revenue Model With Technology (80:20 Strategy)



Strategy

80:20

Integrated business model

80% online, 20% offline

Target business earnings

80% recurring, 20% non-recurring

SaaS approach via VI App

High-quality recurring revenue and positive cashflow

3 - Point Strategy

Develop high quality digital assets and robust content



STRATEGIES AND FUTURE PLANS

3 - Point Strategy

Acquisition

Improve brand awareness and loyalty through engagement and showcase

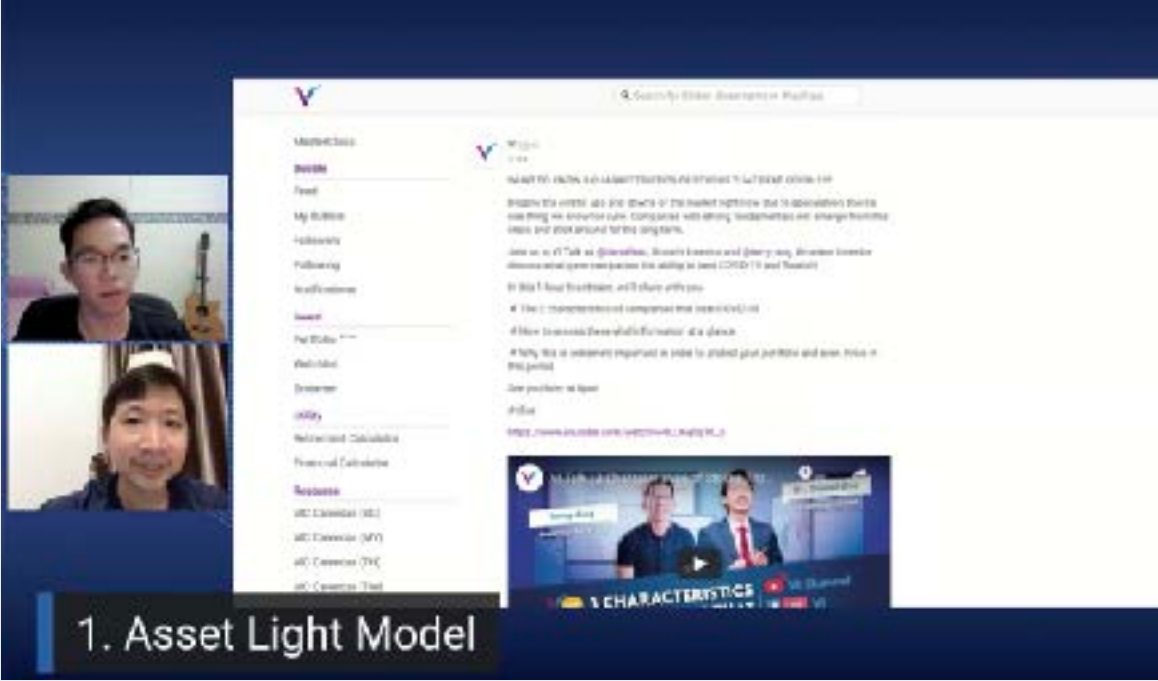
Total User Growth Rate

9% 183%
CMGR* LTM*

*CMGR: Compound Monthly Growth Rate; LTM ending Mar 2020

11% 262%
CMGR* LTM*

*CMGR: Compound Monthly Growth Rate; LTM ending Jun 2020



STRATEGIES AND FUTURE PLANS

3 - Point Strategy



Page View Growth Rate

14%
CMGR*

404%
LTM*

*CMGR: Compound Monthly Growth Rate; LTM ending Mar 2020

18%
CMGR*

656%
LTM*

*CMGR: Compound Monthly Growth Rate; LTM ending Jun 2020

Retention

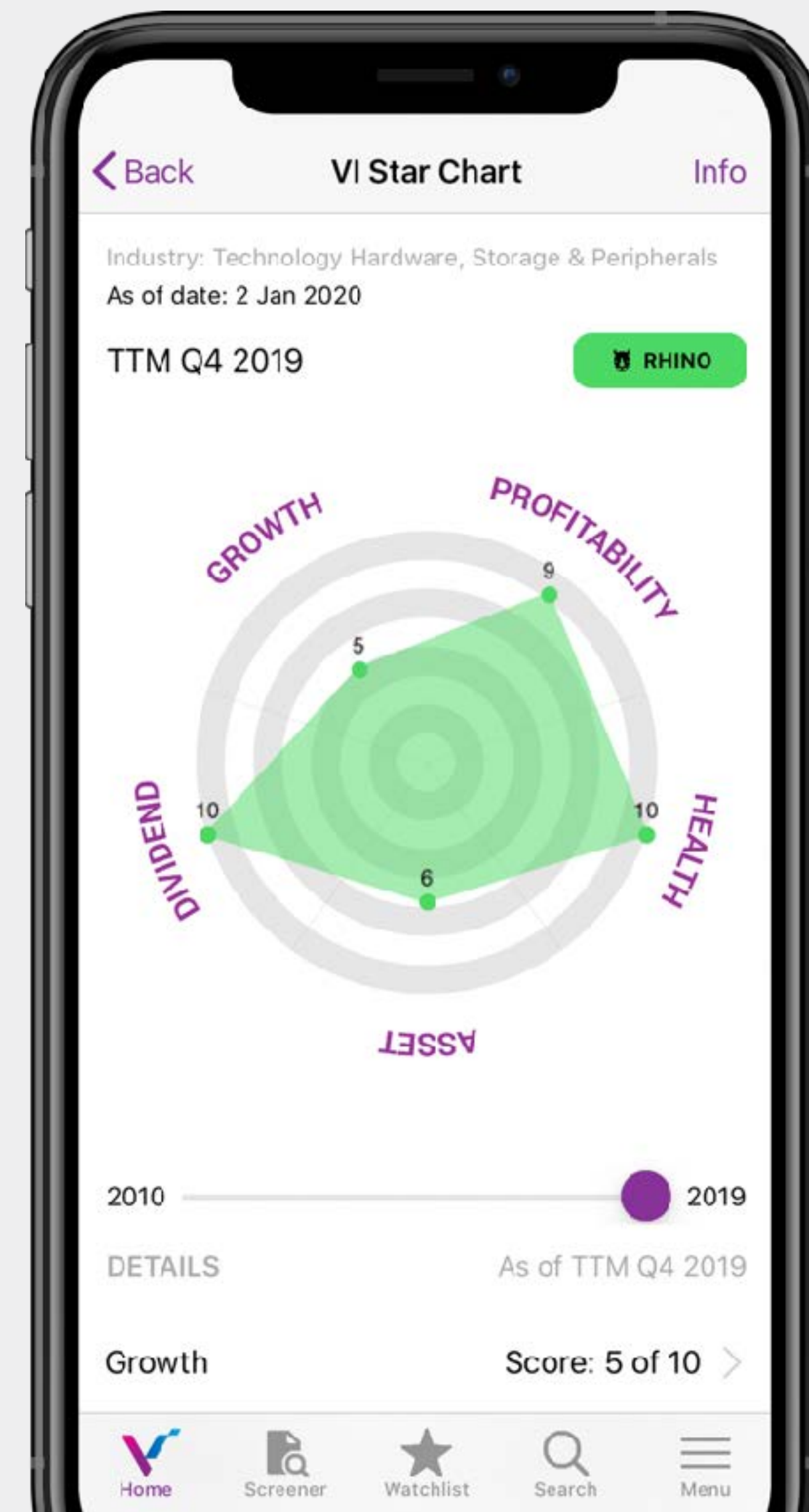
- Active engagement of VI Community on Social Bubble and on-going support
- Instil customer-centric culture and mindset
- Build and invest in appropriate hardware and infrastructure
- Drive growth for user lifetime value

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3 Technology Development

- Build on existing and new features
- Enhance user experience with technology



STRATEGIES AND FUTURE PLANS

Cementing Our Positions In Core Markets



Focus in

English, Chinese and Malay language-speaking markets

Streamlined operations across offices in

Singapore, Malaysia, Shanghai and Taiwan

35,000 lives inspired

4,714

VI College graduates in FY2020

102

New VI College batches in FY2020

6,975

VI College graduates in 1QFY2021

STRATEGIES AND FUTURE PLANS

Refining Our Programs

Refinement of programme
To cater to diverse needs

Digital transformation of programmes with technology
for growing community



STRATEGIES AND FUTURE PLANS

Embracing New Ways Of Working



Optimising Working Practices and Operation with Technology



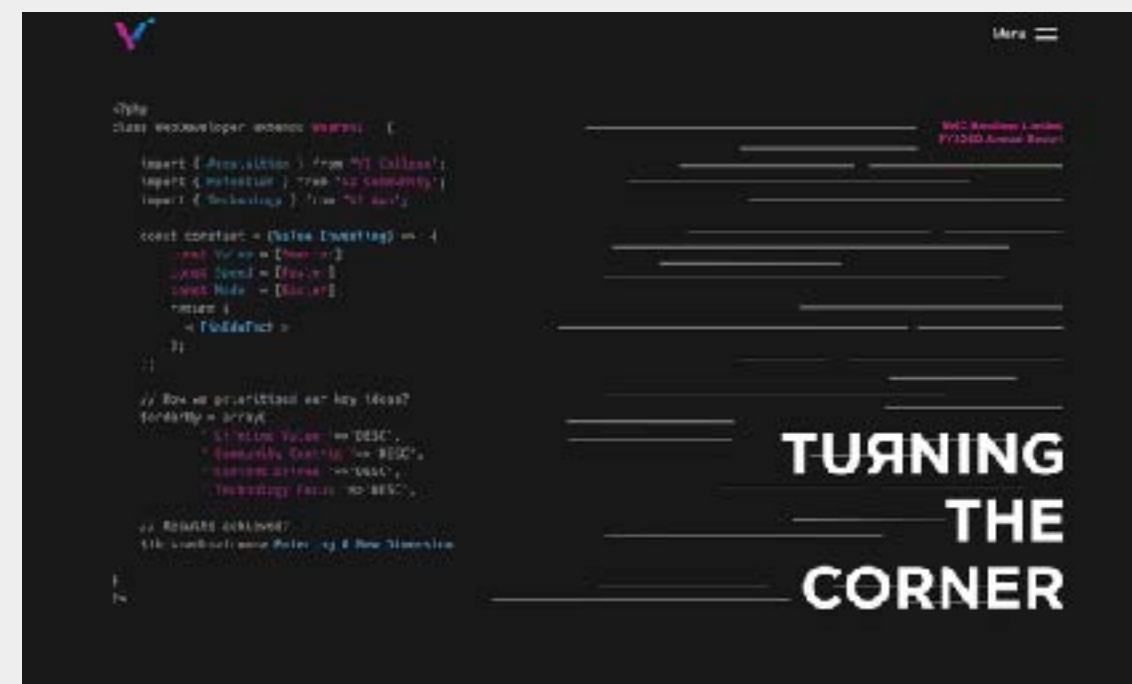
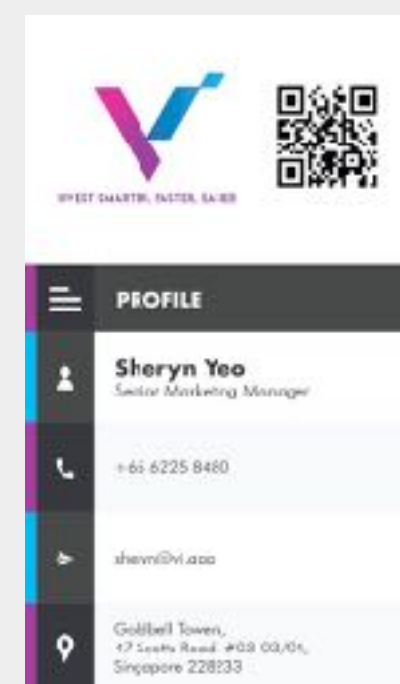
STRATEGIES AND FUTURE PLANS

Embracing New Ways Of Working



Digitalise across Multiple Formats

- Digital name cards
- Interactive Annual Report
- Electronic communications enrolment
- Webcast for Annual General Meeting



STRATEGIES AND FUTURE PLANS

Embracing New Ways Of Working



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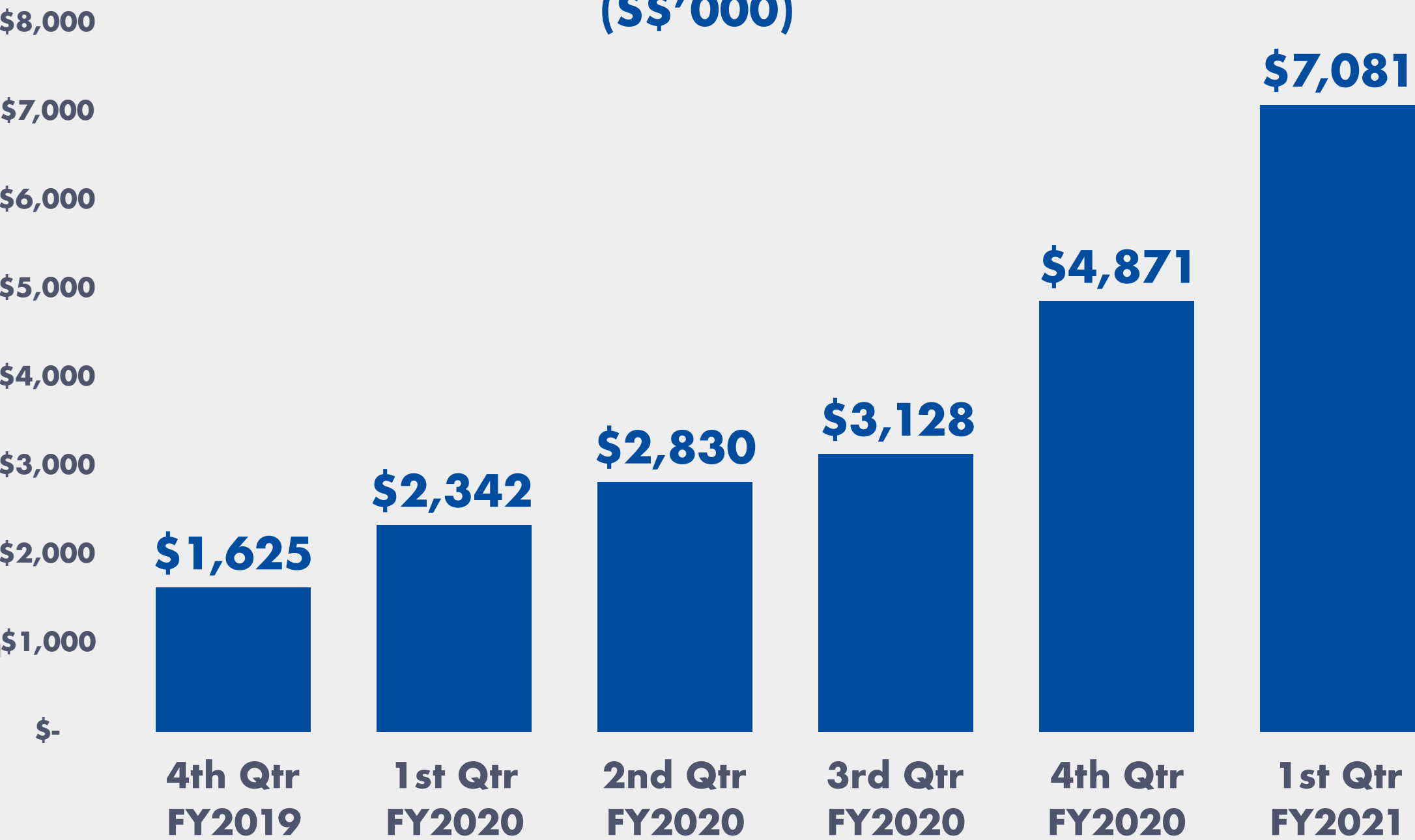
Preparation of long-term infrastructure

- 'Touchless' environment
- Establishing virtual broadcast and production studios in Singapore and Malaysia

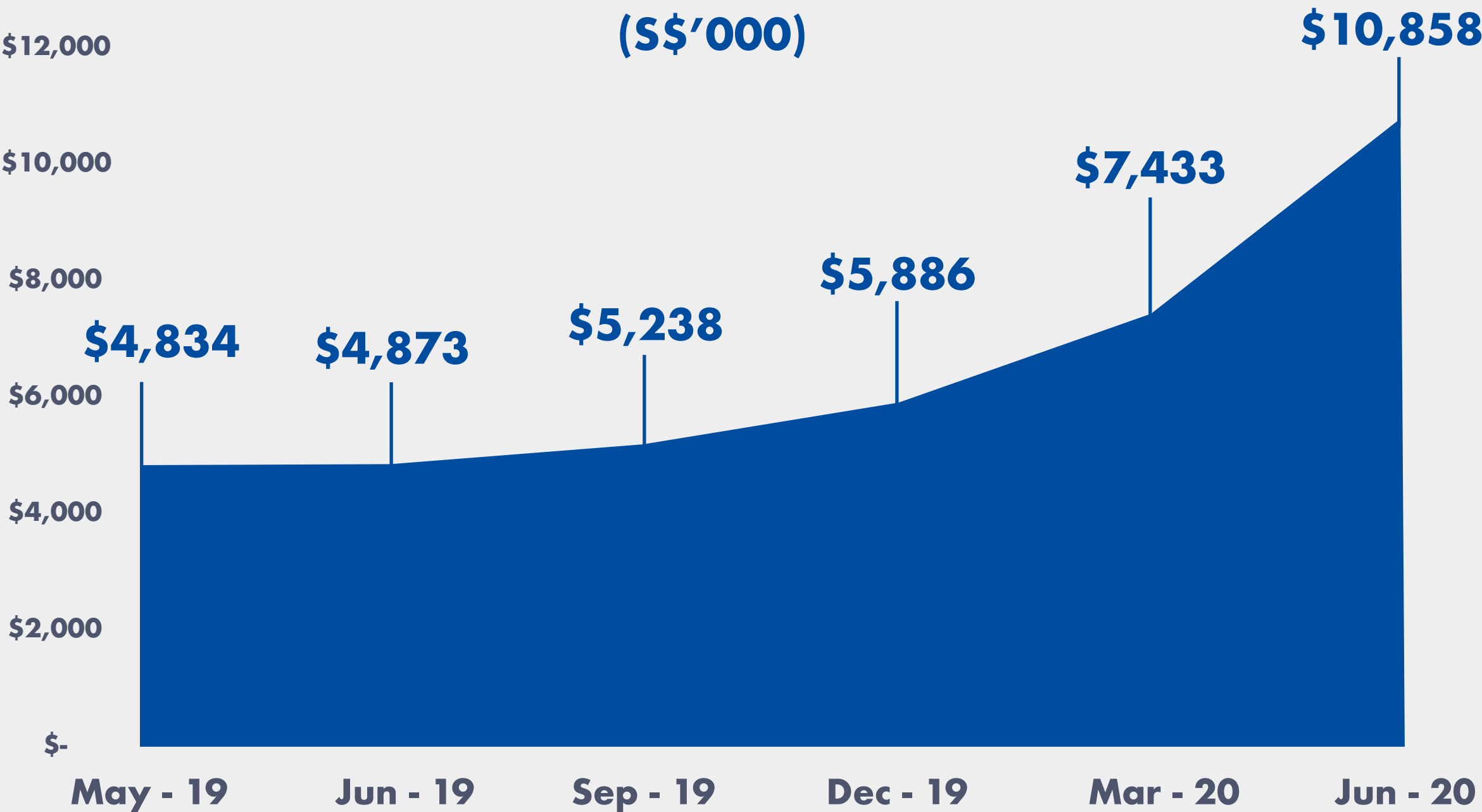
POST YEAR-END PERFORMANCE



Receipt from Customers
(S\$'000)



Cash Balance Over Time
(S\$'000)



Digital Transition Into FinEduTech Accelerated Amid Global Pandemic

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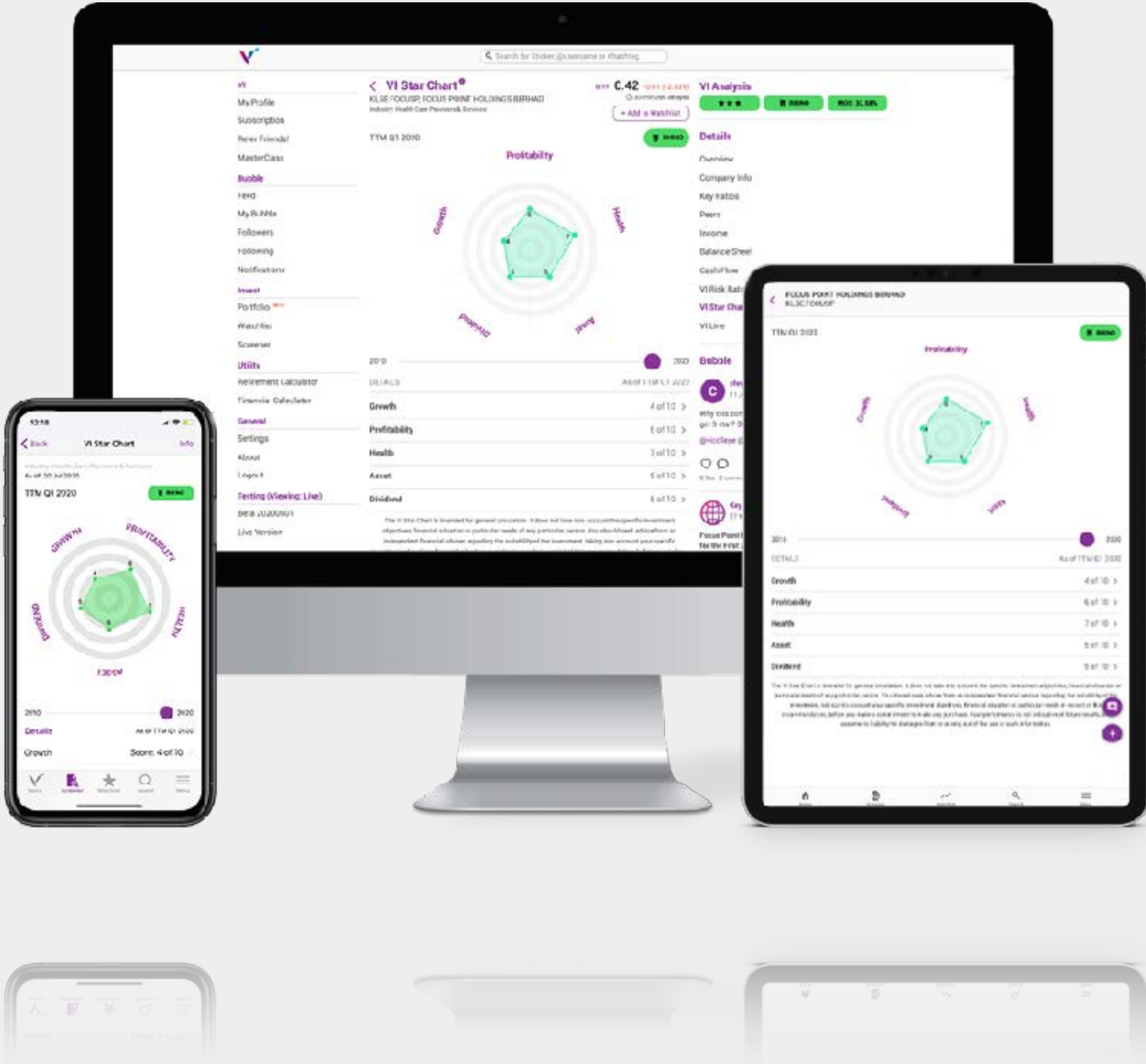
LOOKING AHEAD





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Continuous innovation with Technology





“

We will sharpen and hone our competitive edge in the area of value investing with our Investment Intelligence as a Service (IIaaS) model – leveraging AI, big data analytics and machine-learning, sharing value investing knowledge and empowering smart investment decisions.

Ultimately, we will make investing Smarter, Faster and Easier for our growing VI community

”

HISTOR

VIB - 2018