

8VI Holdings Limited
FY2021
Annual General Meeting
27TH JULY 2021, 1:30PM SST





- 01 **FY2021 KEY DEVELOPMENTS**
- 02 **FY2021 FINANCIAL REVIEW**
- 03 **KEY TO FUTURE GROWTH**
- 04 **POST YEAR-END DEVELOPMENTS**
- 05 **Q&A**

AGENDA

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FY2021 KEY DEVELOPMENTS



KEY DEVELOPMENTS IN FY2021

Summary



KEY DEVELOPMENTS in FY2021

- 8BIT Global granted Financial adviser license by MAS
- Cementing our position in key markets
- Building a recurring revenue model with technology
- 3-point strategy: Acquisition, Retention & Technology Development
- Improved financial performance and profitability

FY2021 DEVELOPMENTS

Regulatory clearance for 8BIT Global Pte Ltd

(Fintech entity behind VI App)

Licensed Financial Adviser approved by the Monetary Authority of Singapore to provide financial advice concerning securities and units in collective investment scheme through research analyses and research reports.

Expansion and improvement of offerings and services for 8VI



INVEST SMARTER, FASTER, EASIER



FY2021 DEVELOPMENTS

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**

**Operations >90% through
online channels**



More than **55,000**
lives inspired to
date

25,926 VI College
graduates in
FY2021

VS

4,714 graduates in
FY2020

187 new VI College
batches in FY2021



FY2021 DEVELOPMENTS

Cementing our positions in core markets



Efforts to grow towards having 80% of revenue out of Singapore:

- **Malaysia – Significant market with large, multi-lingual population**
- **Taiwan – Mature market with healthy potential from well-exposed local audiences**
- **VI App – Growth of global users & subscribers**

**FY2021 Revenue
Geographical Breakdown**



FY2021 DEVELOPMENTS

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

Current recurring revenue

FY2021: 29% vs FY2020: 20.5%

SaaS approach via VI App

High-quality recurring revenue and positive cashflow

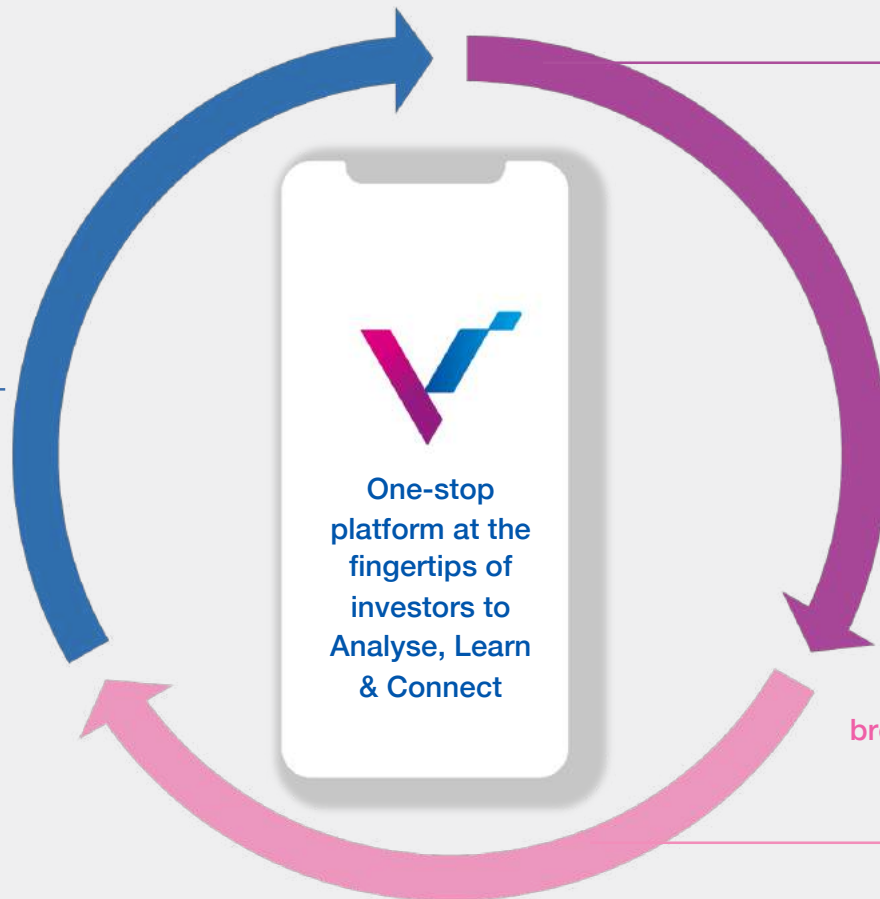
VI Delivers a Different Value Proposition to Retail Investors

Our foundation is built on education, information exchange and community with high engagement points with users



Learn (VI College)

Founded on 12-year backbone of financial education platform with 100,000 database & > 40,000 paying retail investors



Analyse (VI App)

Crunches complex financial and stock data, simplifying stock analysis & decision-making process for equity investors, presented under a comprehensive framework that is easy to understand.

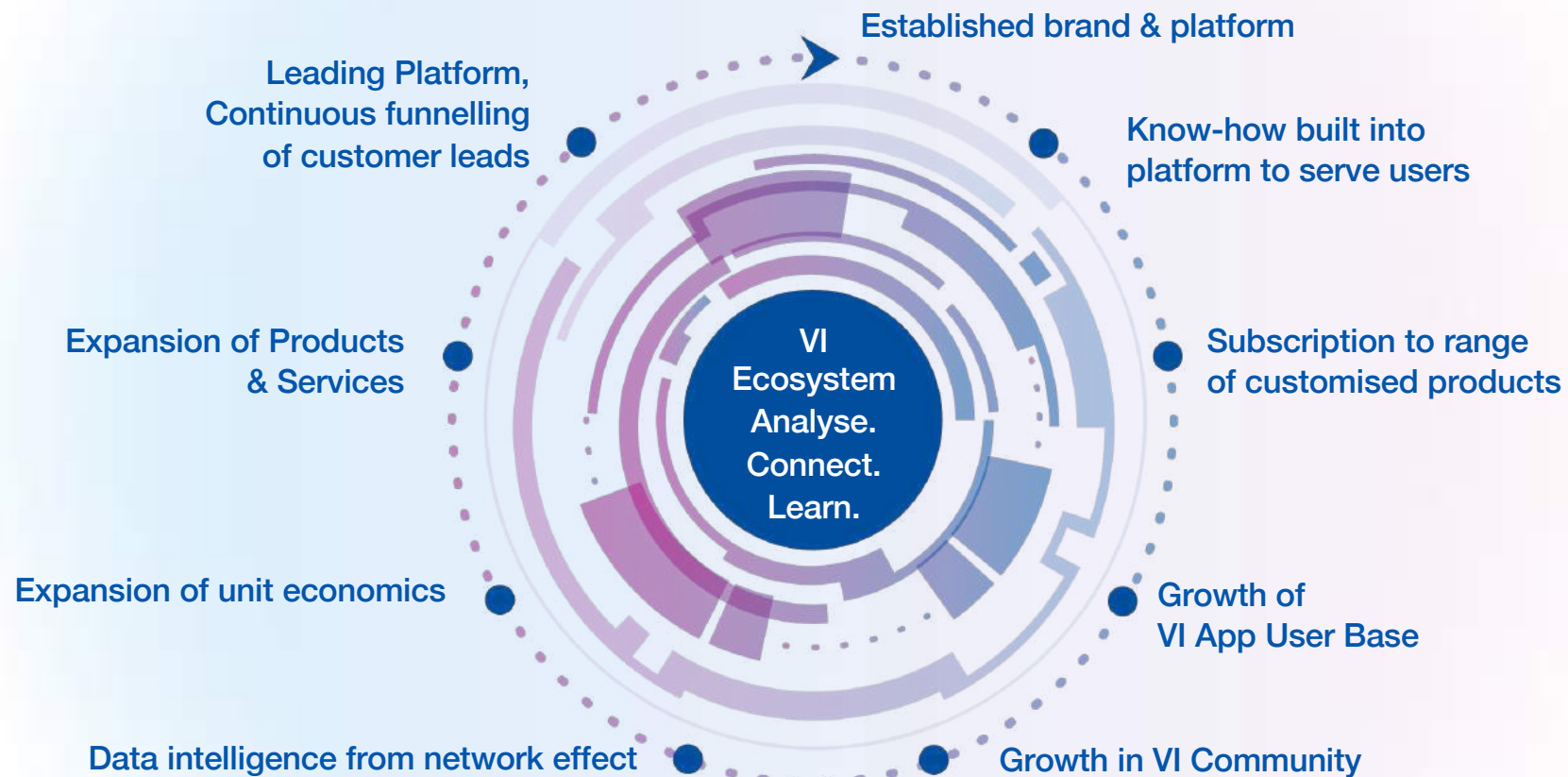


Connect (VI Community)

College graduates & App subscribers brought together onto VI platform, forming a unique and vibrant Community driving knowledge exchange and sentiments aggregation.

Unit Economics Expands as the VI Ecosystem Grows

Our flywheel creates path to profitability through data analytics



FY2021 DEVELOPMENTS

3 - POINT STRATEGY

Acquisition, Retention & Technology Development

Acquisition

- Broaden content creation efforts across regions, language and localized context
- Reduce reliance on direct marketing
- Network effect which drives collaboration through third-party partnerships



FY2021 DEVELOPMENTS

3 - POINT STRATEGY

Acquisition, Retention & Technology Development

1 Acquisition

Improve brand awareness
and loyalty through
engagement and showcase

Total User Growth Rate

10% 207%

CMGR*

LTM*

*CMGR: Compound Monthly Growth Rate; LTM ending Mar 2021

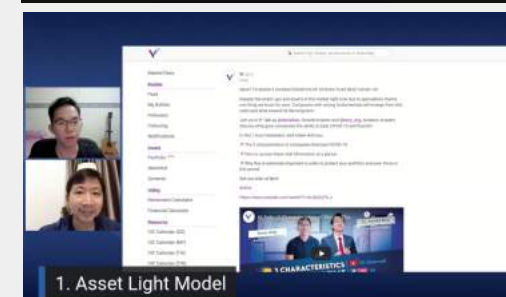
Total Subscriber Growth Rate

9% 189%

CMGR*

LTM*

*CMGR: Compound Monthly Growth Rate; LTM ending Mar 2021



FY2021 DEVELOPMENTS

3 - POINT STRATEGY

Acquisition, Retention & Technology Development



Page View Growth Rate

5%

CMGR*

82%

LTM*

*CMGR: Compound Monthly Growth Rate; LTM ending Mar 2021

Retention

- Focusing on customer-centric culture and mindset
- CRM system – provide business intelligence and insights through data analytics
- Active engagement, content building and on-going support via VI Social Bubble

FY2021 DEVELOPMENTS

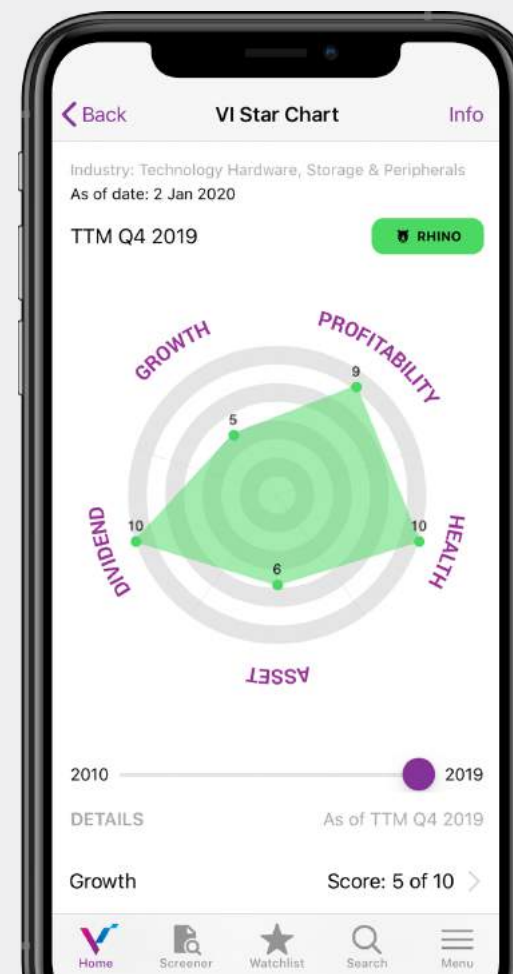
3 - POINT STRATEGY

Acquisition, Retention & Technology Development



3 Technology Development

- VI App features designed to enhance overall experience over time with AI & ML



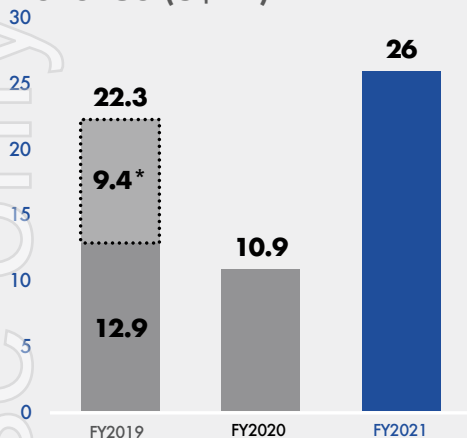


FY2021 FINANCIAL REVIEW

Improved financial performance and profitability

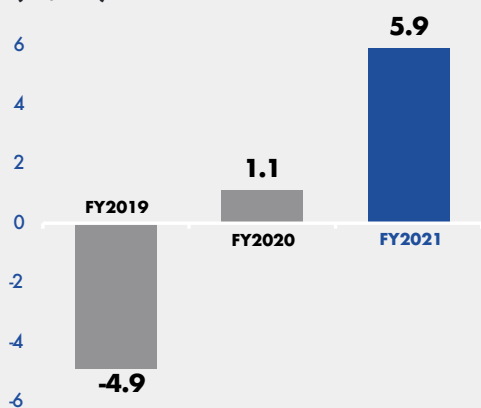
FINANCIAL REVIEW

Revenue (S\$'m)

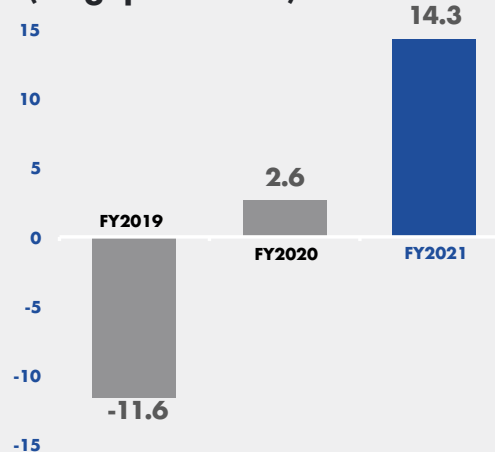


* Digital and Marketing Segment contribution prior to disposal

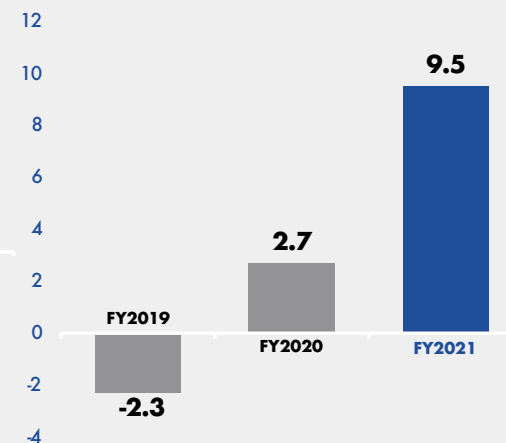
Net Profit After Tax Attributable To Equity Holders Of The Company (S\$'m)



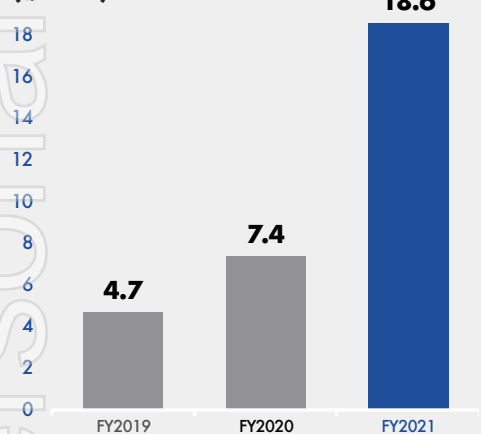
Earnings Per Share (Singapore Cents)



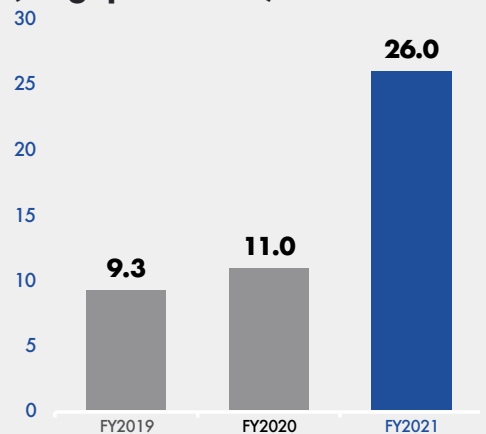
EBITDA (S\$'m)



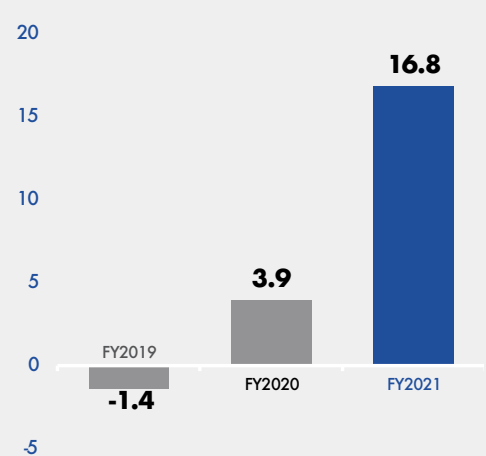
Cash and Cash Equivalents (S\$'m)



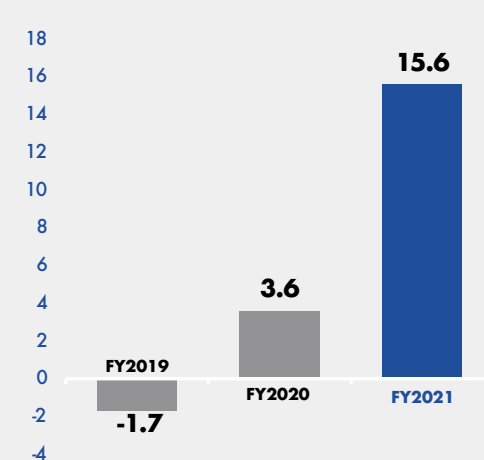
Net Tangible Assets Per Security (Singapore cents)



Operating Cash Flow (S\$'m)



Free Cash Flow (S\$'m)



FINANCIAL REVIEW



Degree of
Operating
Leverage

**EBITDA %
Growth**

>

**Revenue %
Growth**

246.7%

>

139.1%

Operating leverage achieved in FY2021

FINANCIAL REVIEW

Rule of
40

**Revenue %
Growth** + **EBITDA
Margin** = **40**

139.1% + 36.5% = 175.6

x4

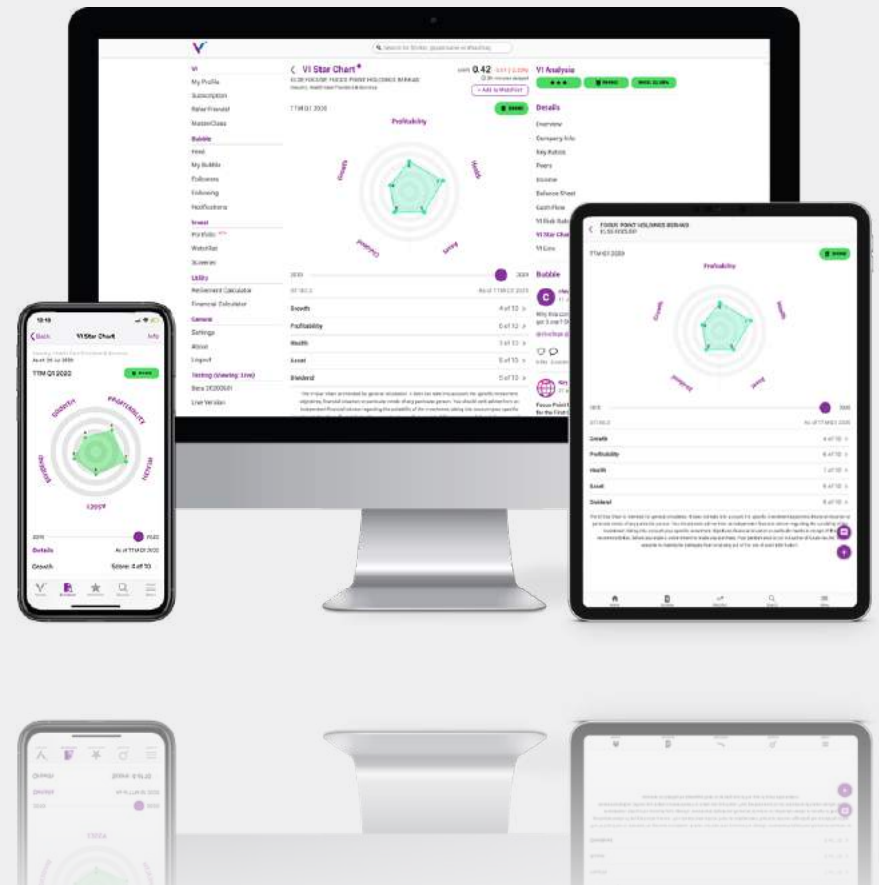
KEY TO FUTURE GROWTH



KEY TO FUTURE GROWTH



1. Investing for a Smarter Future – Digitalisation & Talent
2. Expanding our addressable market
3. Positioned to offer more regulated products and services



KEY TO FUTURE GROWTH

Investing for a Smarter Future – Digitalisation & Talent

- Digitalise more aspects of programme & backend operations
- Closely integrate programmes onto VI App platform for seamless participation
- Focus on growing talent & subject matter expert in areas of development & technology
- Investing in resources for hybrid working arrangements:
 - Broadcasting studios in Singapore & Malaysia for events & production of digital content
 - Equipping team members with the appropriate infrastructure, hardware & software setups
 - New space to build stronger culture and brand for the team & Group



Full virtual event for the first time

Record number of >3,500 attendees from
Asia Pacific Region

KEY TO FUTURE GROWTH

Expanding our addressable market



Accompanied with strategies to cast our net wider to attract more potential VI App users

KEY TO FUTURE GROWTH

Positioned to offer more regulated products and services



Explore offering more regulated products & services complementing the current FinEduTech business.

- Holistic investment journey for our community

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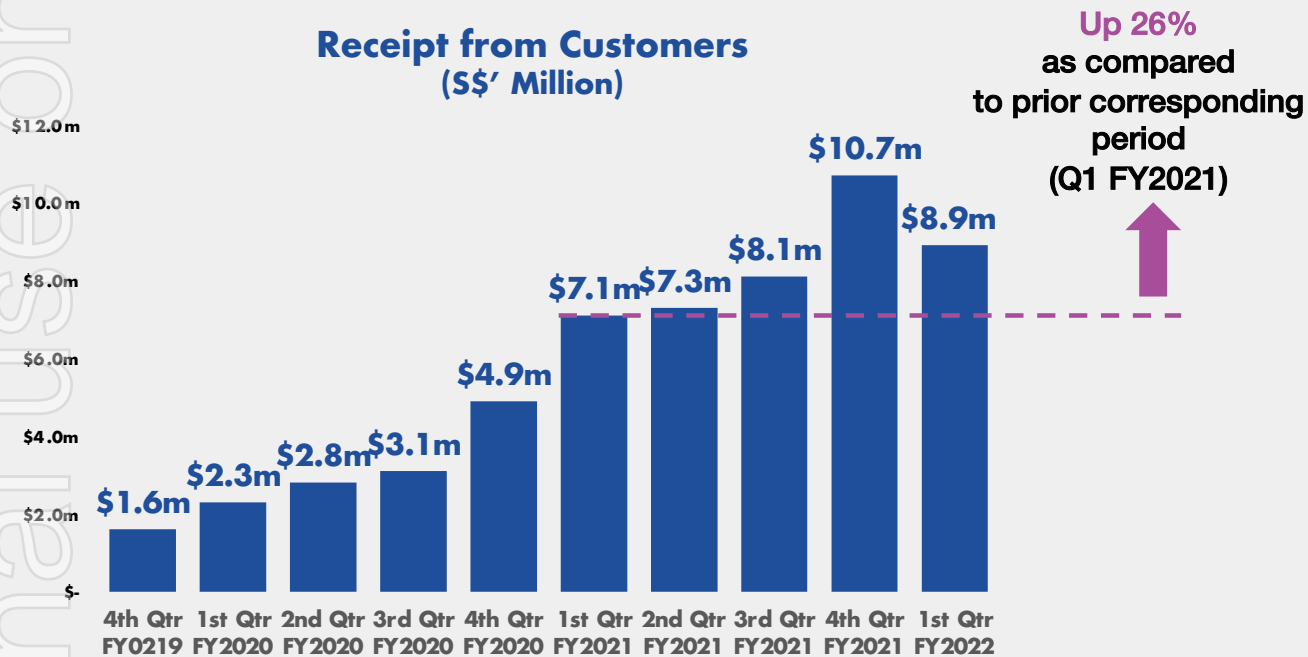


POST YEAR-END DEVELOPMENTS

POST YEAR-END DEVELOPMENTS



Receipt from Customers (\$' Million)



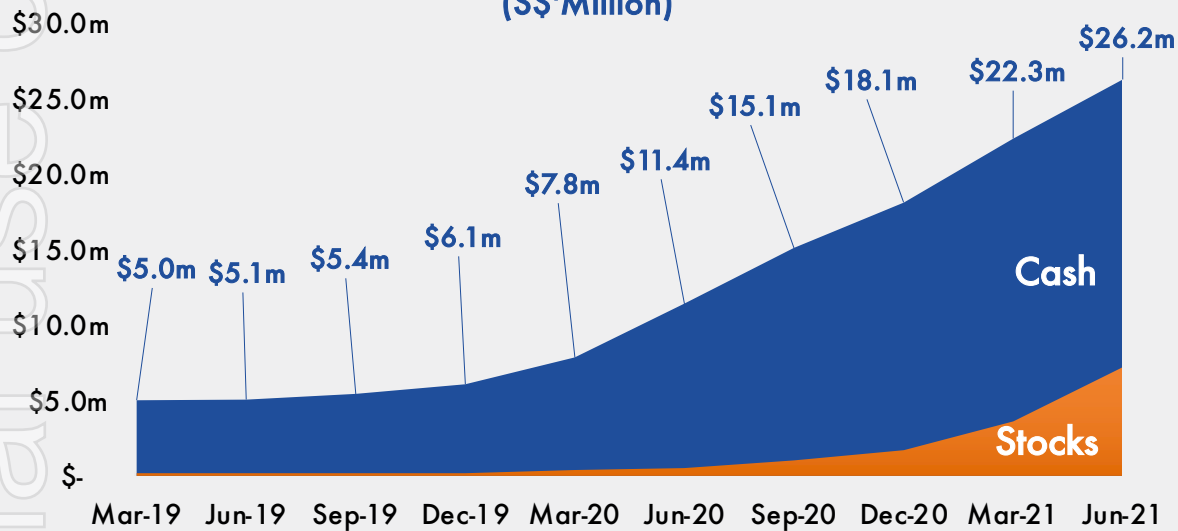
Q1 FY2022

- Revenue (unaudited) stands at S\$7.6 million, **↑36.6%** as compared to S\$5.6 million in Q1 FY2021
- Cash receipts from customers in Q1 FY2022 **↑25.6%** to S\$8.9 million as compared to Q1 FY2021


POST YEAR-END DEVELOPMENTS



Cash & Stocks Balance Over Time
(\$S'Million)



Q1 FY2022

- Liquid assets (Cash and Cash Equivalent + Investment in Securities) as at 30 June 2021 stands at S\$26.2 million
-  18% as compared to S\$22.3 million in Q4 FY2021

POST YEAR-END DEVELOPMENTS

Proposed secondary listing on SGX by way of introduction

To increase corporate profile and build brand awareness



LOOKING AHEAD

“

We will continue to sharpen our competitive edge on our Investment Intelligence as a Service (“IIAAS”) model – leverage AI, big data analytics and machine-learning, sharing investing knowledge decisions, and ultimately generating alpha for our investors.

”





Q&A