



8I Holdings Limited

**FY2022**  
**Annual General Meeting**

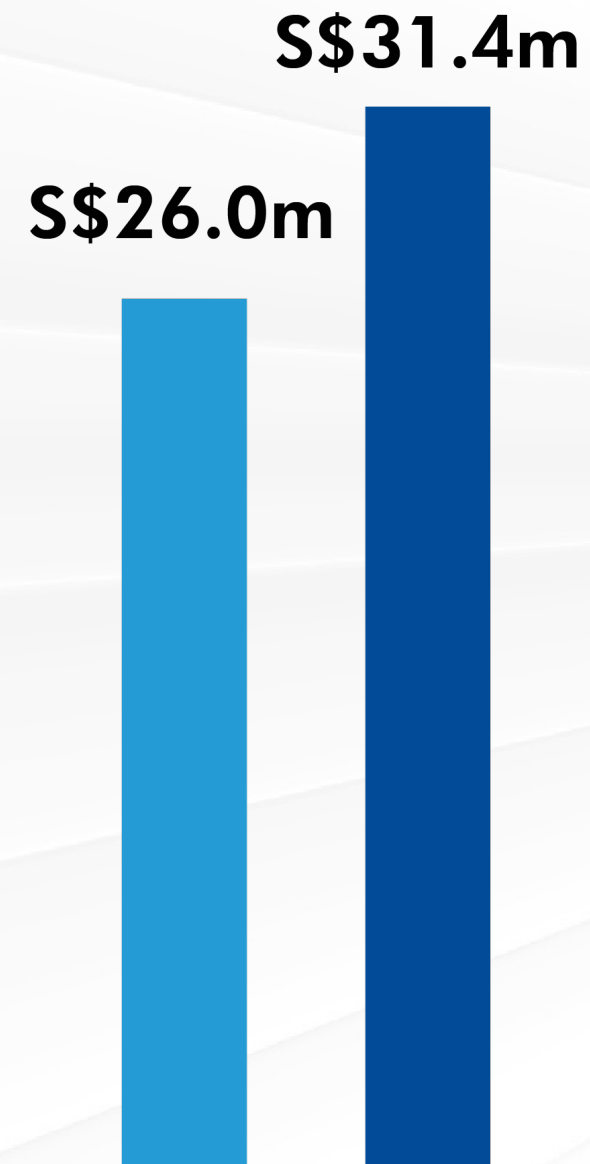
25<sup>TH</sup> JULY 2022, 10:00AM SST

# **FY2022 FINANCIAL REVIEW**

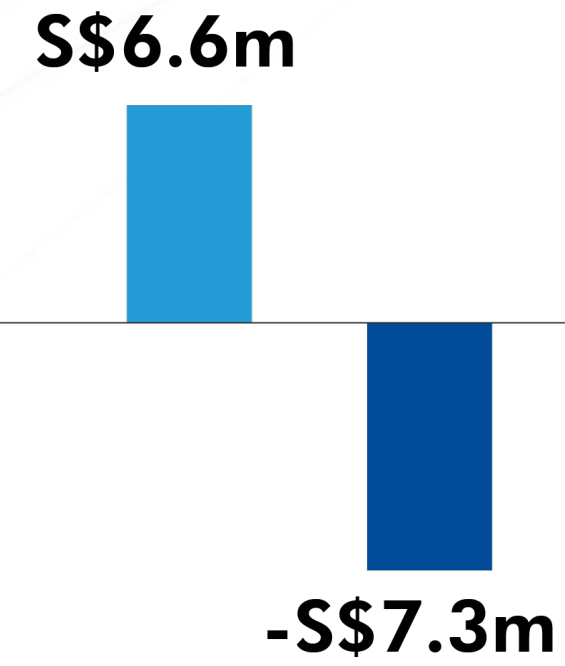
# FY2022 FINANCIAL REVIEW

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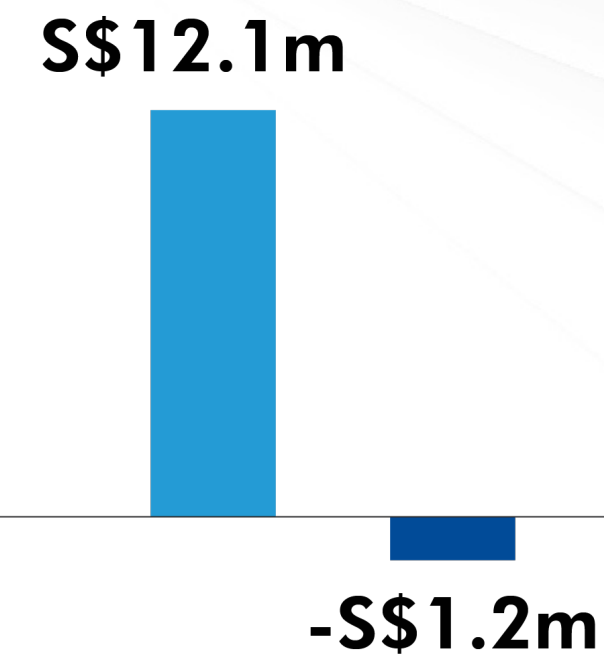
## Revenue



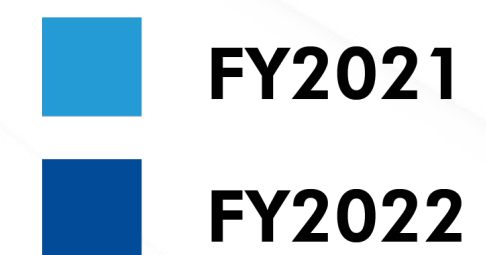
## Investment Gain / loss



## EBITDA



## Net assets



# **FY2022 SUMMARY**

## GROUP

- New headquarters and office space in Singapore
- Winner of Singapore Good Design (SG Mark) Award 2022 for Interior Design

## FINANCIAL ASSET MANAGEMENT

- Rebranding exercise from HCCM to VI Fund
- Performance is impacted by overall market conditions and volatility
- Volatility expected to extend through the following FY

## FINANCIAL EDUCATION TECHNOLOGY

- Continuing with 3-point strategy: Acquisition, Retention & Technology Development
- Blue Ocean Strategy for VI App
- Brokerage integration for Singapore users
- New revenue verticals – MetaVI World & Valiant Wealth Advisory
- Measured financial performance and profitability

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# **FY2022 DEVELOPMENTS**

*SEGMENT UPDATE*

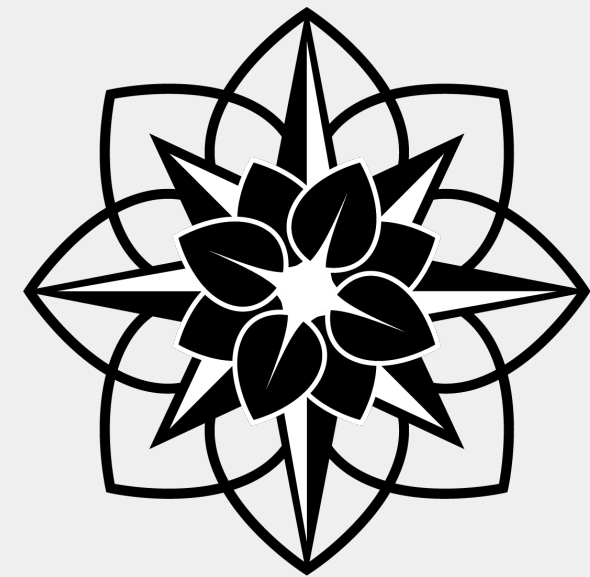
**FINANCIAL ASSET MANAGEMENT**

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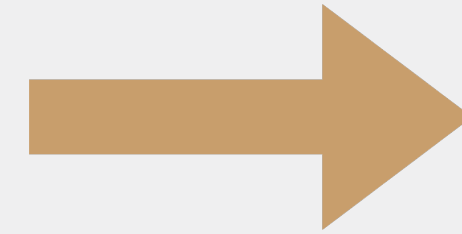


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REBRANDING EXERCISE FROM  
HIDDEN CHAMPIONS CAPITAL MANAGEMENT



HIDDEN CHAMPIONS  
CAPITAL MANAGEMENT



VI FUND  
MANAGEMENT



VI QUANT  
FUND



World faces perfect long storm;  
concerted global action and  
investments are needed: Tharman

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(AP Photo/Vadim Ghirda; Getty Images)

# VI FUND ASIA



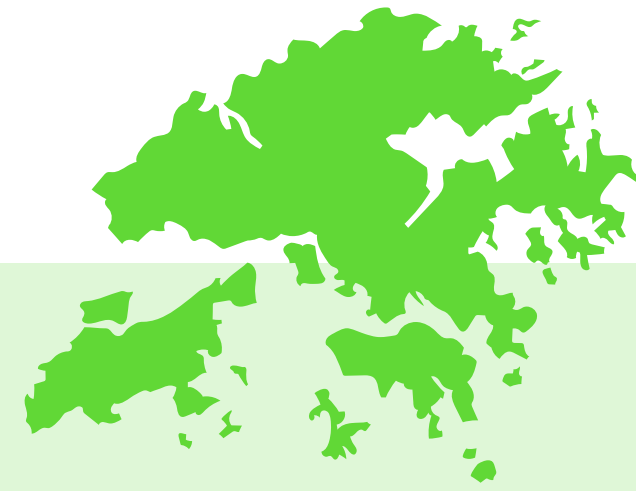
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01

**China**

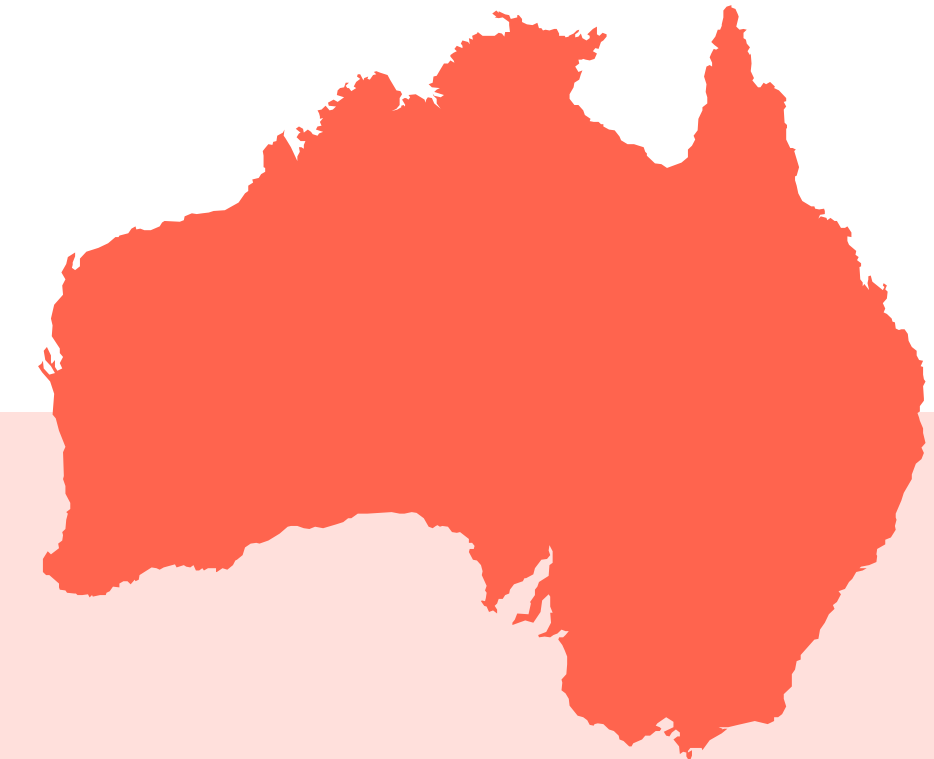
**Strong fundamentals  
Largest Investible  
Universe**



02

**Hong Kong**

**Hub for  
Regional Equities**



03

**Australia**

**Stable  
Proxy to the West**

# VI FUND ASIA FY2022 REVIEW



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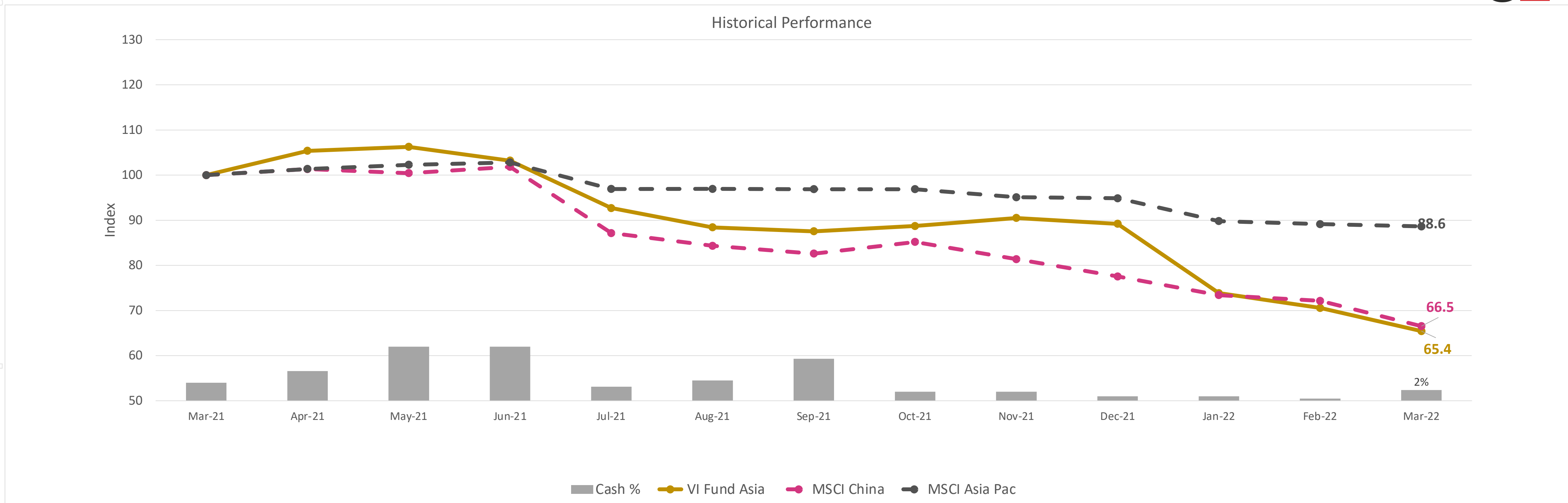
Q1			Q2			Q3			Q4		
Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
<p><b>“Recovery”</b></p> <ul style="list-style-type: none"> <li>• China led the world out of COVID into economic recovery</li> <li>• President Xi declared “victory” in ending extreme poverty</li> </ul>			<p><b>“Regulatory Risk”</b></p> <ul style="list-style-type: none"> <li>• “Common Prosperity”</li> <li>• China Tech Crackdown</li> <li>• Healthcare Crackdown</li> </ul>			<p><b>“Deleveraging and Regulatory Risk”</b></p> <ul style="list-style-type: none"> <li>• Evergrande failed to meet US\$260mil debt guarantee</li> </ul>			<p><b>“Aus Tech Crashed, China Covid Spike”</b></p> <ul style="list-style-type: none"> <li>• Aus Tech affected by US Tech outlook, brought about by persistent inflation</li> <li>• HK, Shenzhen and then Shanghai went into lockdown</li> </ul>		

# FY2022 SEGMENT UPDATE – FINANCIAL ASSET MANAGEMENT

## VI FUND ASIA



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- Performance corresponds to market condition overall - Portfolio impacted in alignment with Chinese equities till Dec 2021**
- Correction in ASX Tech sector in alignment with US Tech meltdown in Jan 2022**

31 Mar 2022	VI Fund Asia *	MSCI China	MSCI AP
FYTD	-34.6%	-33.5%	-11.4%

\* VI Fund Asia Index calculated based on NAV as of 31 Mar 2022

**Fundamentals of portfolio companies remain strong despite weak capital market performance**

# VI FUND ASIA – MOVING FORWARD



Positioning in alignment with China's 14<sup>th</sup> Five-year Plan (2021-2025)

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## 01 Industrials and Technology

Chips for Electric vehicles, Drones, 5G, IoT applications

Companies: GigaDevice, Xiamen Faratronic, Amlogic, Hangzhou Silan

## 02 Renewable Energy

Electric Vehicles, Batteries, Solar Panels

Companies: Tongwei, Longi Green

## 03 Rural Consumption

Ecommerce

Companies: Alibaba, Tencent

## 04 Market Nationalism

Brands

Companies: Li Ning, Anta Sports, Bosideng

Healthcare

Nothing identified

05

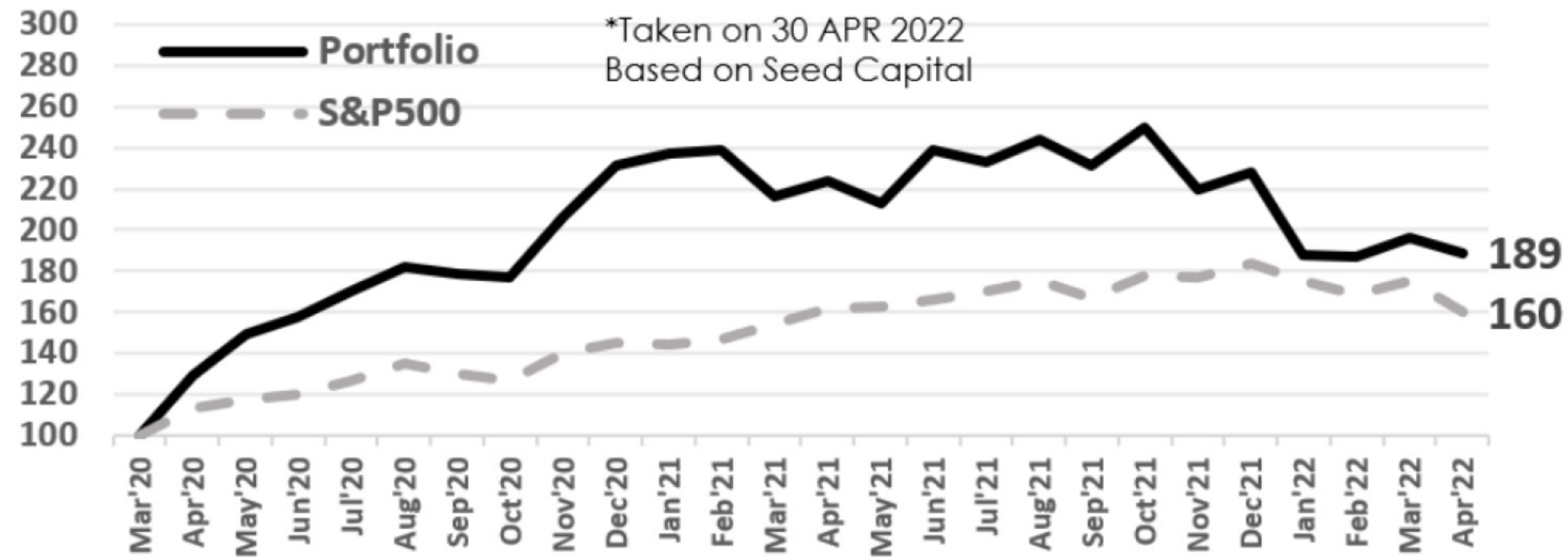
# FY2022 SEGMENT UPDATE – FINANCIAL ASSET MANAGEMENT

## VI Quant (US)



Graph of \$100 invested in fund from Apr'20 – Apr'22

Graph of \$100 invested in fund from Apr'20 – Apr'22  
cumulative NAV



monthly performance

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
<b>2020</b>				28.7%	15.8%	6.3%	7.5%	7.1%	-2.0%	-0.8%	16.2%	12.2%	131%
<b>2021</b>	2.8%	0.8%	-9.7%	3.7%	-4.9%	12.0%	-2.1%	4.3%	-5.0%	7.9%	-11.8%	3.7%	-1%
<b>2022</b>	-17.8%	-0.1%	4.8%	-3.7%									-17%

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Since APR 2020

**+89%**

Versus S&P500 +60%

CAGR growth rate

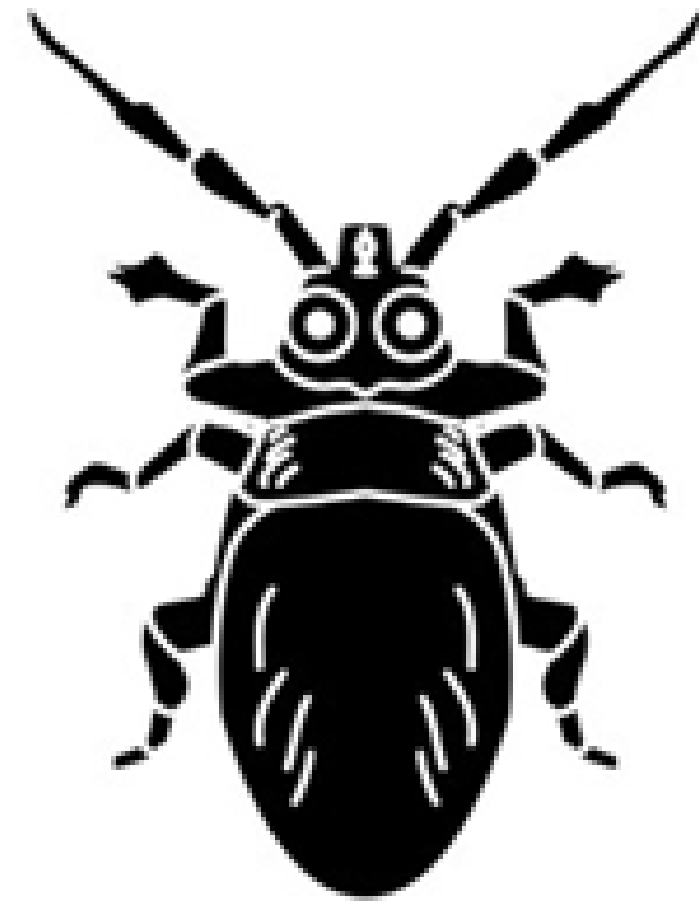
**+36%**

Versus S&P500 +25%

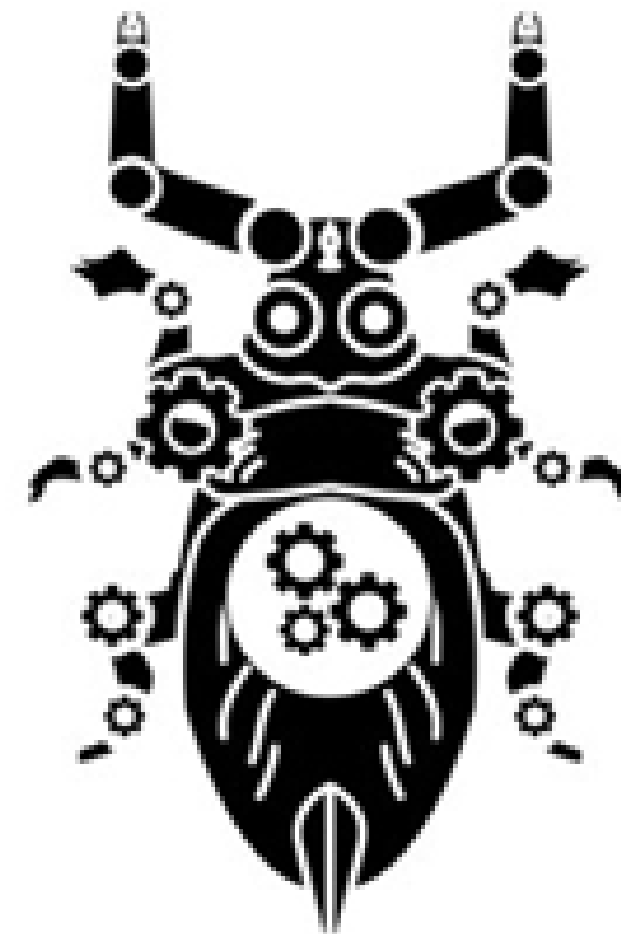
# VI Quant (US)



Market Volatility is a **Feature**  
Not a **Bug**



**BUG**



**FEATURE**

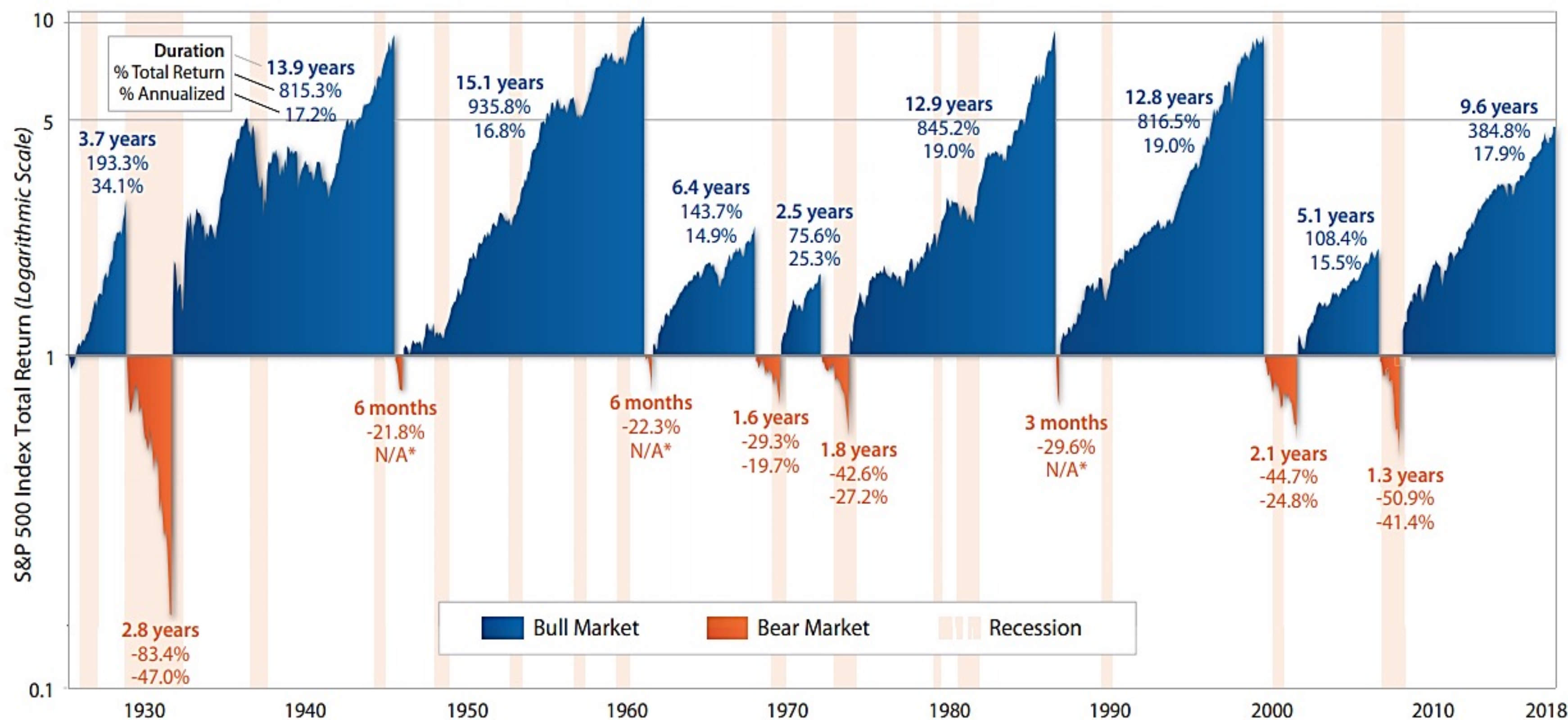


# VI Quant (US): Automated Execution



## Timing the Market vs Time in the Market

- Volatility is a *feature* of the market, NOT a *bug*



Source: First Trust Advisors L.P., Morningstar. Returns from 1926 - 9/28/18. \*Not applicable since duration is less than one year.

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# LOOKING AHEAD



▶ Facing “The Perfect Long Storm”

▶ Portfolio positioning and allocation

▶ Execution (codify) despite volatility

▶ Constant Refinement of strategies with rigorous testing





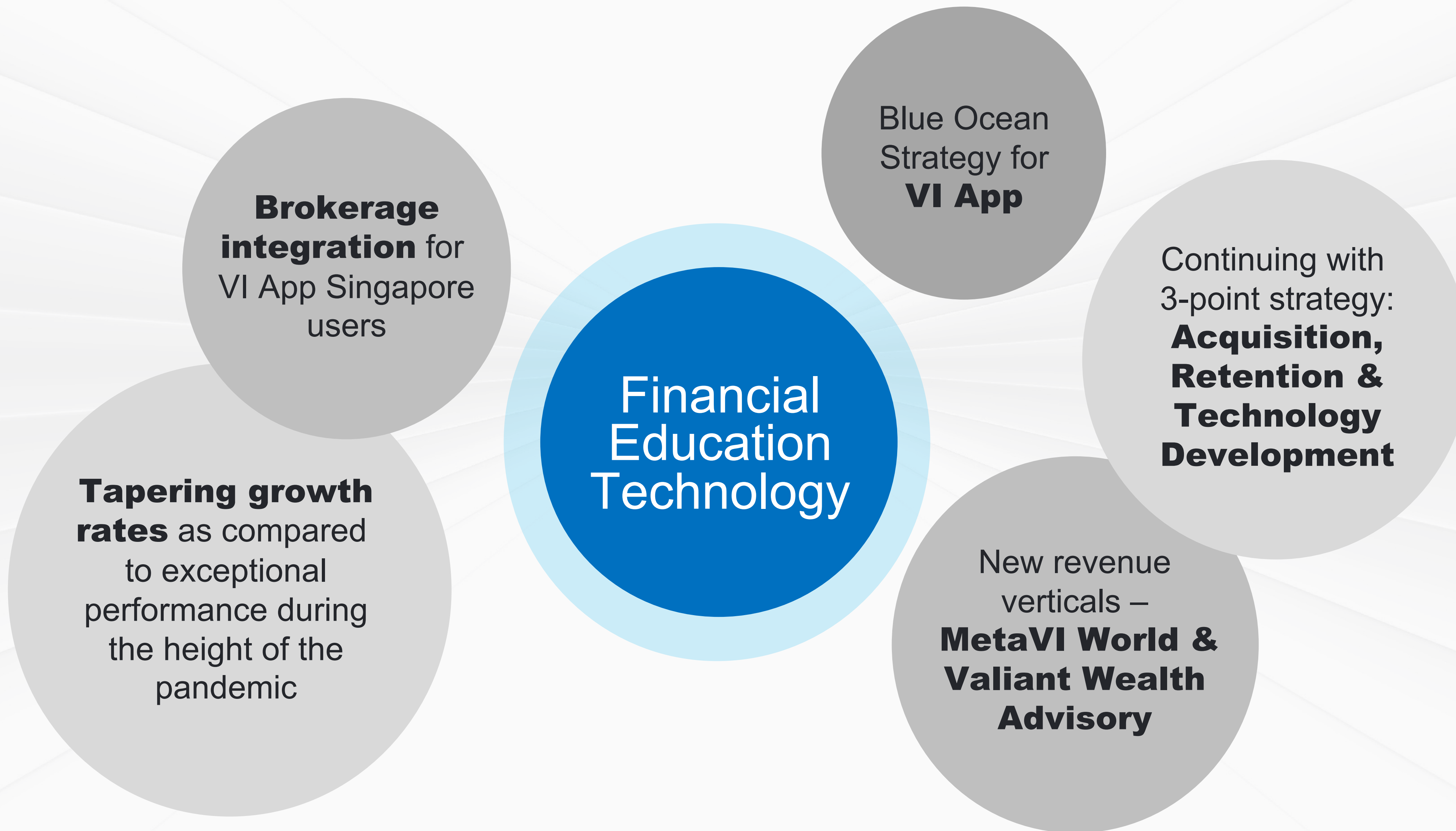
*SEGMENT UPDATE*  
**FINEDUTECH**

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# BRIDGING TO THE FUTURE



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# BRIDGING TO THE FUTURE

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**Tapering growth rates as compared to exceptional performance during the height of the pandemic**



**More than 79,000** graduates to date  
**24,069** VI College graduates in FY2022

**Total User Growth Rate 41%\***  
**Subscriber Growth Rate –11%\***

\*Last Twelve Months ending March 2022

# BRIDGING TO THE FUTURE

**Continuing with 3-point strategy:  
Acquisition, Retention & Technology  
Development**

## Acquisition

- Dedicated content strategy and edutainment outreach across Singapore, Malaysia and Taiwan in multiple languages
- 729 videos, garnering over 65 million views, translating to more than 2 million hours of content watched
- Media partner collaboration (MMH: Mediacorp – Singapore, Bijak Labur: Astro Awani – Malaysia, The Top Leaders: Business Weekly, Taiwan)

Content Engagement  
(as of end FY2022)



**65 million views**



**2 million hours  
of content watched  
across the globe**

# **BRIDGING TO THE FUTURE**

## **Continuing with 3-point strategy: Acquisition, Retention & Technology Development**

### **Retention**

- Customer-centric culture and mindset focused on creating lifetime value
- Centralised CRM system to capture all touchpoints and customer journey
- Growing the customer support team to build positive customer experiences

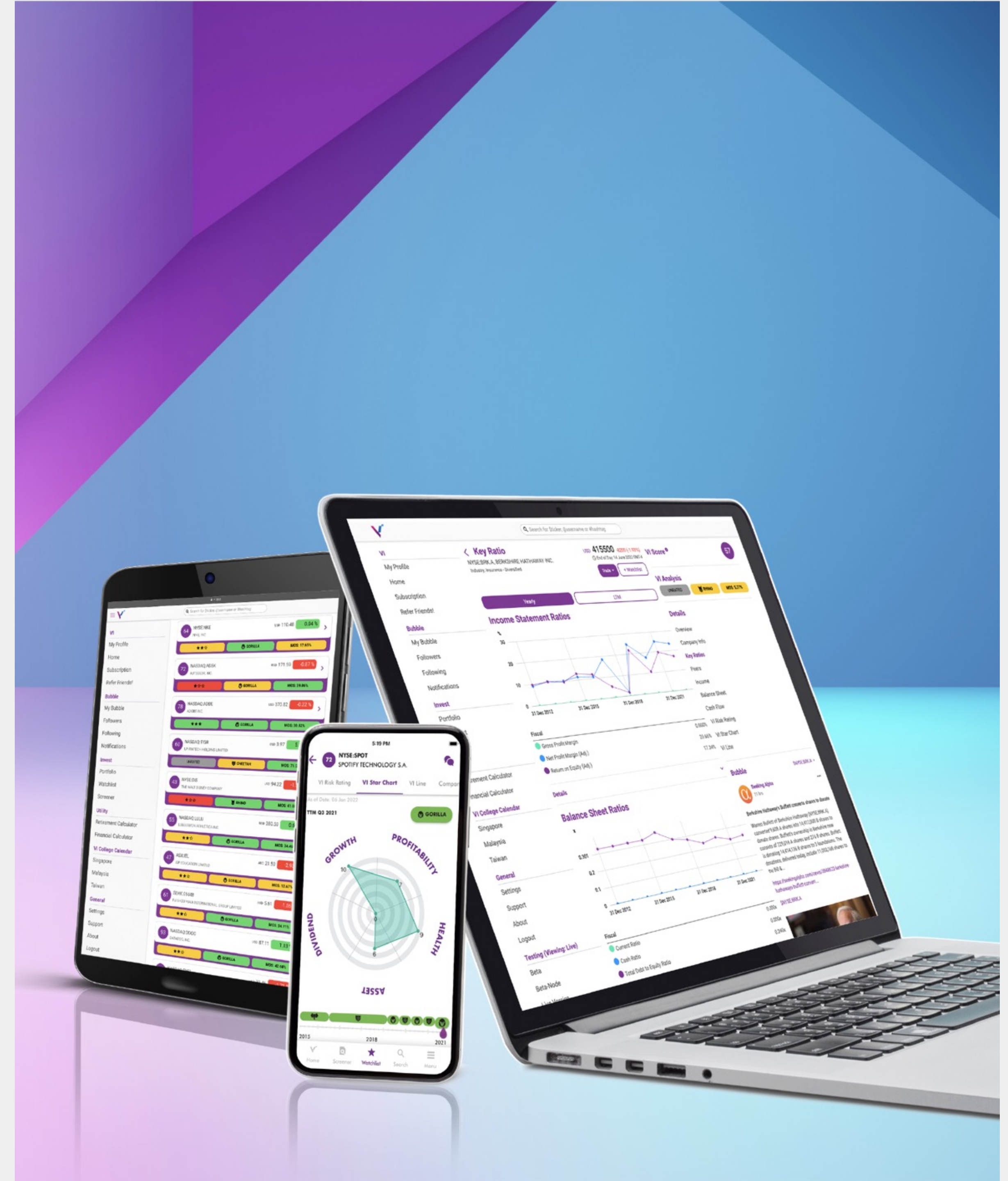


# BRIDGING TO THE FUTURE

## Continuing with 3-point strategy: Acquisition, Retention & Technology Development

### Technology Development

- Improvement and roll out of new VI App features to enhance overall user experience & engagement
- Broker integration for Singapore-based users
- Blue Ocean Strategy for VI App – refined product lineup with new pricing strategy to drive organic customer acquisition



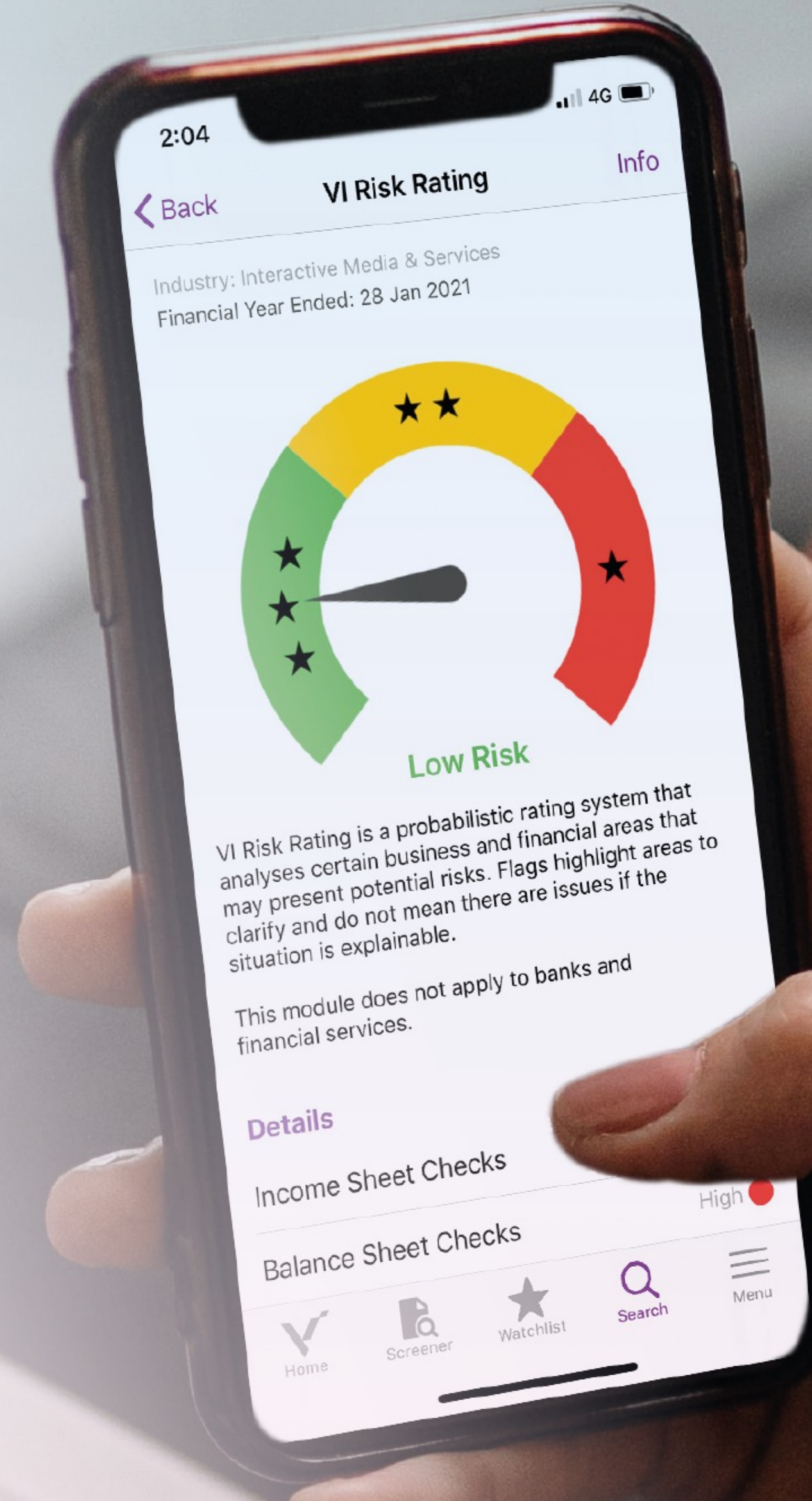
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# BRIDGING TO THE FUTURE

## Financial Education Technology

- Measured financial performance and profitability
- Continuing with 3-point strategy: Acquisition, Retention & Technology Development
- Brokerage integration for VI App Singapore users
- New revenue verticals – MetaVI World & Valiant Wealth Advisory
- Blue Ocean Strategy for VI App



# LOOKING AHEAD

LOOKING AHEAD

# FINANCIAL ASSET MANAGEMENT



**Remain committed to investment process,  
continue with technology-focused initiatives  
to digitalise thinktank and methodology**

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**1**  
**Refinement  
of Business  
Model**

**2**  
**Shift in  
Leadership  
Structure**

**3**  
**Invest  
Significant  
Resources in  
“Bridging to  
the Future”**

# PERSEVERING TOWARDS THE FUTURE



**We are prepared to face difficult times in the next 18 to 24 months. Backed by our strong balance sheet, we are confident of getting through the tough times ahead with the support of our community and team, just as we have done numerous times before. We firmly believe that as long as we continue to adapt and innovate, we will emerge stronger, together .**

