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8VI Holdings Limited

FY2022

Annual General Meeting

25TH JULY 2022, 2:00PM SST



FY2022 FINANCIAL REVIEW

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FY2022 FINANCIAL REVIEW

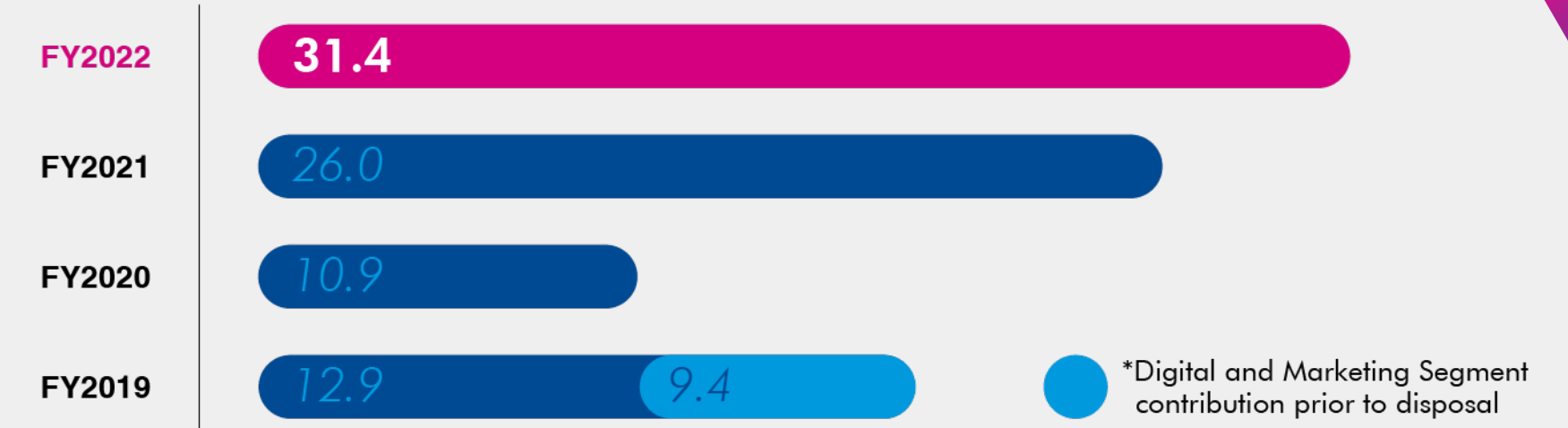
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8VI achieved measured results in FY2022.

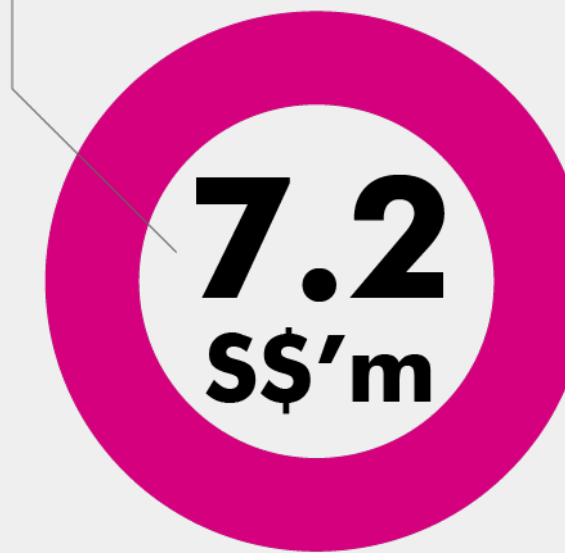
Despite exceptional growth from two previous financial years, 8VI has overall grown in FY2022 as compared to results from the pre-pandemic period.

The Group is aware of the global and macro challenges, and is working to refine its business model and strategy in “Bridging to the Future”

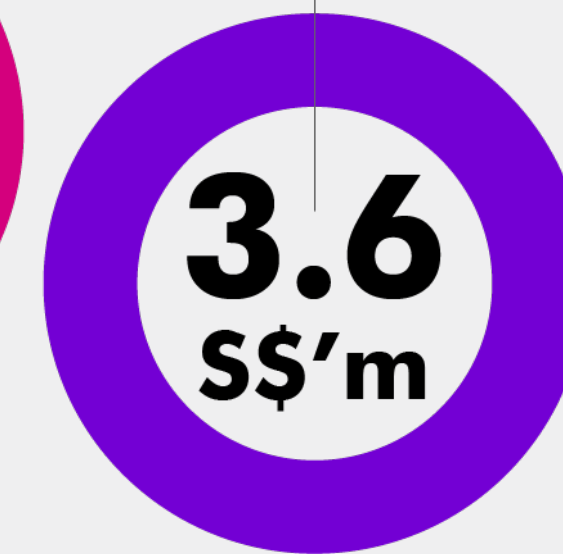
Revenue (S\$'m)



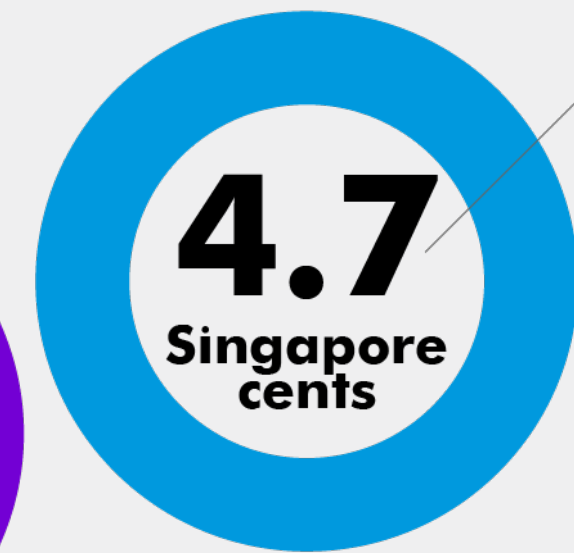
Adjusted EBITDA



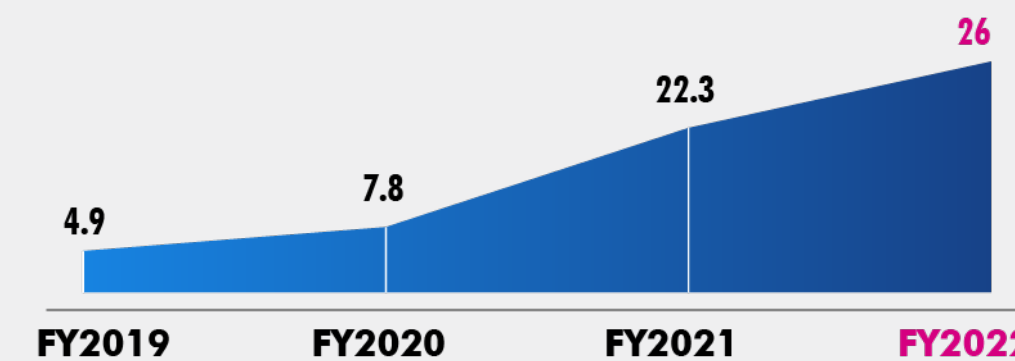
Net Profit After Tax



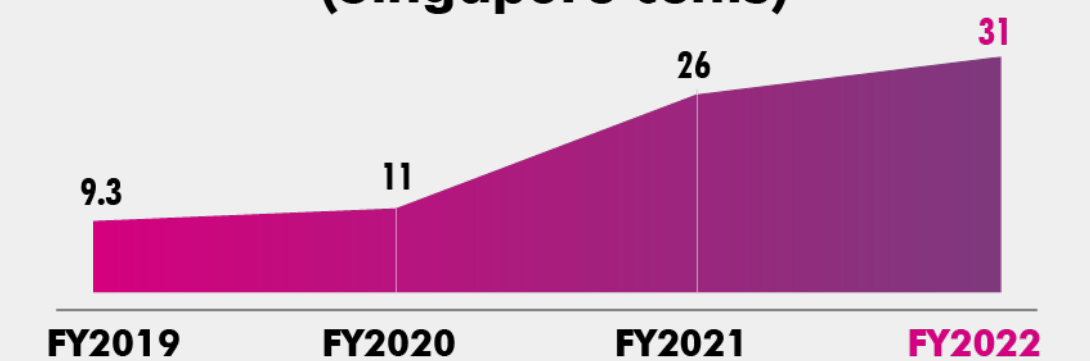
Earnings per Share



Cash and Stocks Balance (S\$'m)



Net Tangible Assets Per Security (Singapore cents)



Operating Cash Flow

8.6
S\$'m

Free Cash Flow

5.5
S\$'m

Gross Profit Margin

74%



FY2022 DEVELOPMENTS

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FY2022 DEVELOPMENTS

3-point strategy: Acquisition

- Broaden content creation efforts across regions, multiple languages and localized context
- Build brand equity through investments in content curation and media partnerships

Edutainment - Media Partnership



Singapore



Malaysia



Taiwan

Edutainment – Content Series

- Singapore – Talk Money With VI, Dr VI, Inside an Investor's Mind, Women of Wealth, ChooseMe
- Malaysia – Wokao! 我靠理财活下去, Not Experts, 理财E计划
- Taiwan – 即時VI快訊, 大師系列

Content Engagement (as of end FY2022)

729
videos



65 million views



2 million hours
of content watched
across the globe

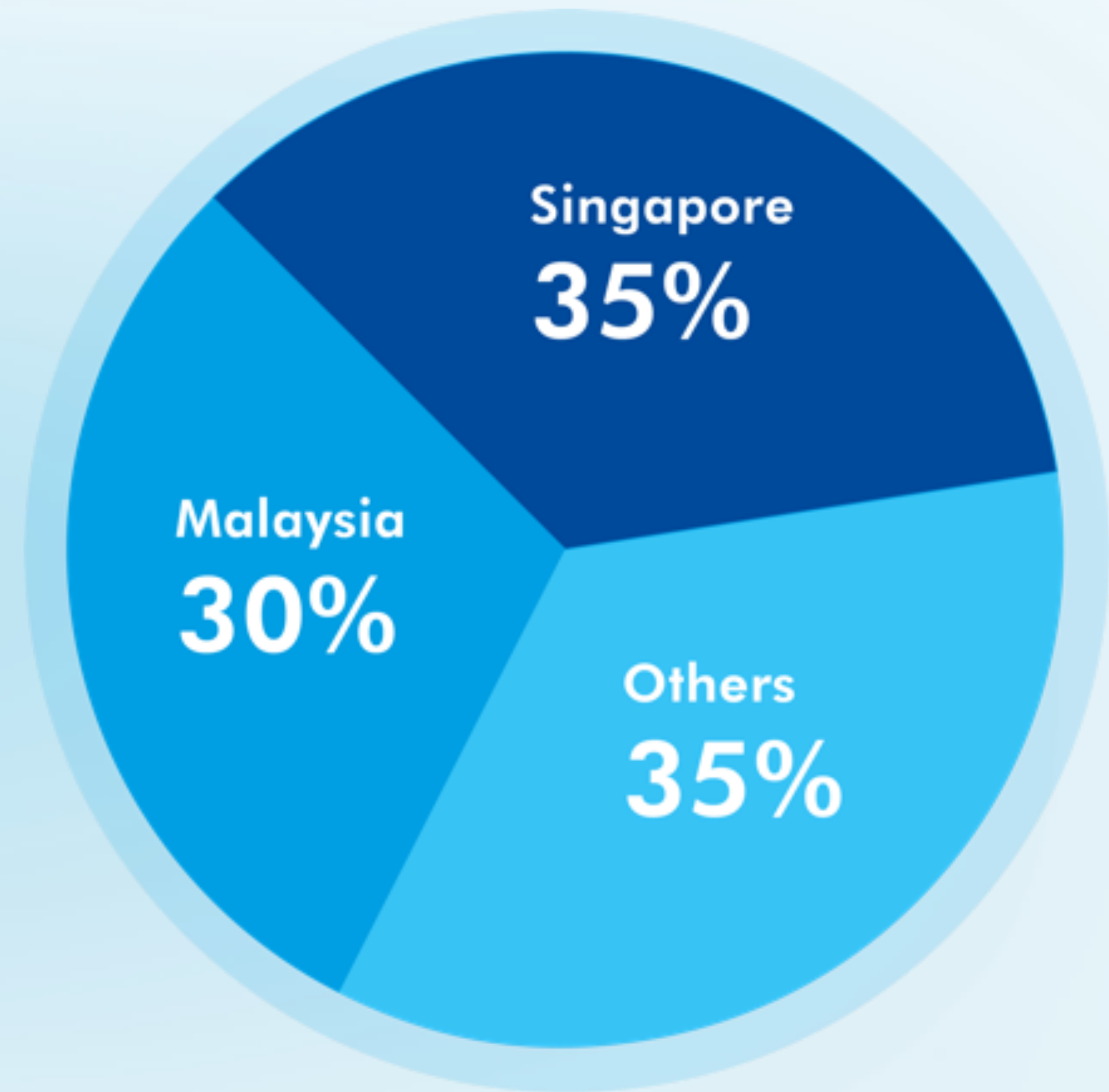
FY2022 DEVELOPMENTS

3-point strategy: Acquisition



80 : 20 Strategy

- To work and grow towards having 80% of revenue generated from outside of Singapore
- Business earnings with 80% recurring vs 20% non-recurring



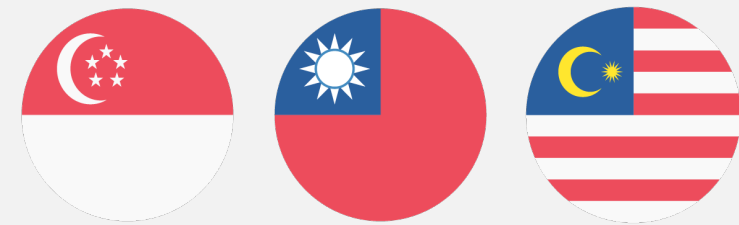
FY2022 Revenue Breakdown

FY2022 DEVELOPMENTS

FOCUS IN

**English, Chinese and Malay
language-speaking markets**

STREAMLINED BACKEND
OPERATIONS ACROSS



Singapore, Malaysia and Taiwan

**Operations > 90% through
online channels**



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

FY2022 DEVELOPMENTS

3-point strategy: Retention

FOCUSING ON

- **Customer-centric culture and mindset**
- **Growing the customer support team for improved user experience.**
- **Active engagement, content building on VI Social Bubble and on-going support via VI Coaching**

CRM SYSTEM UPDATE

- **Customer support and service module incorporated**
- **More features and customer touchpoints to come – provide long-term business intelligence and insights through data analytics**



FY2022 DEVELOPMENTS

3-point strategy: Technology Development

VI App features designed to enhance overall user experience:

- **New mobile app**
- **Options Screener**
- **Zoom Integration**
- **VI Score**
- **Broker Integration**

Blue Ocean Strategy for VI App

– refined product lineup with new pricing strategy to drive organic customer acquisition

Investing in talent

– growing our team and cultivating their talent



FY2022 KEY HIGHLIGHTS

Brokerage integration within VI APP

iFAST



**TIGER
BROKERS**

- **iFast Singapore & Tiger Brokers (in 1HFY2023)**
- **Integration of brokerage services into VI App – For Singapore users**
- **To enhance rate of user engagement on platform**
- **Paves way for deeper collaborative opportunities in the region**
- **Explore similar partnerships with other service providers**



FY2022 KEY HIGHLIGHTS

New Revenue Vertical



Valiant Wealth Advisory

- **Growing VI Community brings on a variety of additional needs**
- **Identifiable gaps in the community's overall wealth management journey**
- **Paves way for potential new revenue verticals**
- **Valiant Wealth Advisory to provide ancillary financial services including financial and insurance advisory**
- **Licensing applications in progress in Singapore and Malaysia**



FY2022 KEY HIGHLIGHTS

New Revenue Vertical



MetaVI World Pte Ltd

- **Entity to grow and expand range of programmes under VI College**
- **Potential for new revenue stream and recurring revenue**
- **In line with VI College's efforts to provide continuous education for the public and investing community on the emerging Web 3.0, the Metaverse, Non-Fungible Tokens ("NFTs") and other forms of digital assets.**
- **METAVI Summit 2022 – more than 5,000 attendees from the Asia-Pacific region**



28-29 MAY 2022 | 9AM-6PM (GMT+8) | VIRTUAL EVENT

METAV SUMMIT

METaverse | NFT | WEB 3.0 | BLOCKCHAIN

THE EMERGING FUTURE

AND YOUR INVESTMENT

OPPORTUNITIES

FY2022 KEY HIGHLIGHTS

New headquarters and office space in Singapore

- **Designed with the future in mind**
- **Tailored to promote collaborative discussion and hybrid working arrangements**
- **8VI HQ was awarded the Singapore Good Design (SG Mark) Award 2022 for Interior Design by the Design Business Chamber Singapore.**



FY2022 KEY HIGHLIGHTS

Bridging our Stakeholders to the Future - 8VI Metaverse Investor Room

- **Continuous effort to engage and inspire our stakeholders in innovative ways**
- **Metaverse space modelled after headquarters office space**
- **Accessible through: <https://8vi.link/8viar2022interactive>**





KEY TO FUTURE GROWTH

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KEY TO FUTURE GROWTH

Navigating Turbulence and Bridging to the Future



1
**Refinement
of Business
Model**

2
**Shift in
Leadership
Structure**

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

KEY TO FUTURE GROWTH

Our addressable market

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**Do It
Myself**

I am sophisticated, do my own research & analysis using/supplemented by VI App (self-directed investing)

**Do It
With Me**

I want to learn how to invest, will pay for on-going support & case studies from coaches. I use VI Analysis to make my investment decisions.

TAM: 5 Million Users (SG, MY, TW)
Untapped Market: 35 Million Users (ID, VN, CN)

Do It For Me

I like your investment style/philosophy & enjoyed the learning. Still prefer someone to invest for me.

TAM: US\$11.9 trillion
(Asia Pacific e2025 mutual fund AUM)

Source: <https://www.pwc.com/sg/en/asset-management/assets/asset-management-2025-asia-pacific.pdf>

LOOKING AHEAD



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”

In the coming 12 to 24 months, we expect difficult times ahead as we take on the macro-economic challenges with China’s regulatory tightening and zero-COVID policy, US inflationary pressure and the ongoing Ukraine-Russia war.

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