8VI Holdings Limited

(ASX: 8VI)



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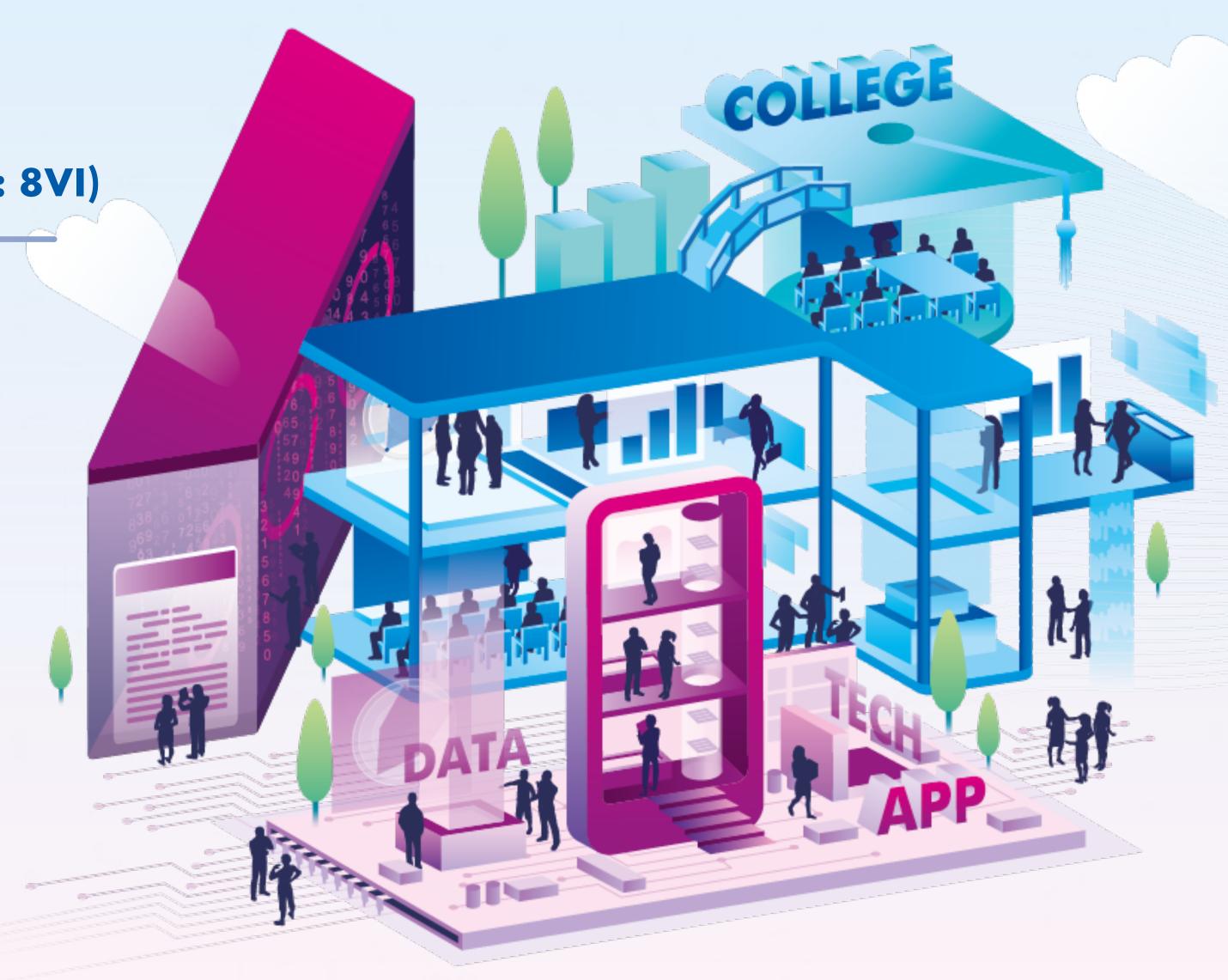
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8VI Holdings Ltd (ASX: 8VI)

Uniquely rooted in FinEduTech

Investor learning is powered by technology at 8VI, where the core principles of value investing are integrated onto a single, one-of-its-kind platform



About 8VI Holdings Ltd



8VI Holdings Limited ("8VI") is a Singapore-based FinEduTech company operating under the brand name VI.

Established in 2008, VI (read as "vee") is the representation of our beliefs and roots in Value Investing and empowers the average man-on-the-street to achieve sustainable wealth as part of their mission to make investments smarter, faster and easier.

At VI, we offer results-oriented and process-driven analysis powered by technology, as well as promote investor education and knowledge exchange on a single platform.

About 8VI Holdings Ltd





VI App

VI App, a proprietary stock analysis tool developed through 8BIT Global Pte Ltd ("8BIT"), crunches traditional financial data and simplifies the complex stock analysis and decision-making process for equity investors into easy-to-use visuals under a comprehensive framework.



VI College

With numerous offices across the Asia Pacific region, VI College supports a community of value investors from 29 cities globally through its flagship "VI Bootcamp" and other advanced programmes. As the region's leading FinEduTech provider, VI College leverages the power of technology and transforms the perception and application of value investing.

Scaling across the Asia Pacific





Supporting a global community of value investors since 2008



Offices in 4 cities:
Singapore,
Malaysia,
Shanghai and
Taiwan



Presence across
29 cities globally

Our Journey

2011

Established presence in Malaysia

2014

Inducted 50th batch of MIP

2016

- Established presence in Taiwan
- Conducted VIS with 1,500 participants

2018

- Launched the smart investing app "WealthPark"
- Embarked on digital transformation journey and disrupting our revenue & earnings model

2021

- Revenue up 139% to \$\$25.96m
- 10th VI Summit with record 3,528 attendees
- Batch 400 of VIB FE programme

2008

Founded in 2008, and inducted first batch of Millionaire Investor Programme (MIP)

2012

Inaugural Value
Investing Summit (VIS)
with 520 participants

2015

- Listed on the ASX
- Established presence in China

2017

- Euromonitor ranked
 Value Investing College
 as the leading Financial
 Education Provider in
 Singapore and
 Malaysia*
- (in the discipline of Value Investing)
- Celebrated 100th batch of MIP

2020

- Unveiled new "VI" brand
- Completed digital transformation to an integrated FinEduTech platform
- Return to profitability
- 8BIT Global Pte Ltd granted Financial Adviser's license by MAS

^{*} Sourced from Euromonitor Report based on estimated course revenue receipts of value investing courses in calendar year 2016, research conducted in June - August 2017 in Singapore and in Malaysia.

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





Our Experienced Management











20-year experience

Entrepreneur with professional roles across business development operations, strategy and marketing in data management firms

Transformed a business into a A\$250,000,000 market capitalisation (in 2016) public company

17-year experience

Technology specialist that has led two start-ups in R&D and product development with exits via IPO and trade sale

20-year experience

Background in learning & development, leads management, regional operations & retention activities

20-year experience

Veteran Asset Manager & Advisor

Our Experienced Management



10-year experience

Business veteran who overseas the planning and implementation of marketing, operations and business development strategies across regional markets



8-year experience

Oversees operations in Malaysia market



8-year experience

Manages company's strategic and plans within the Chinese market.
Strong expertise in human capital and operations knowledge



10-year experience

Leads Taiwan office's operations and strategy. Successfully bridges technical and business aspects, while handling high-level management and operations

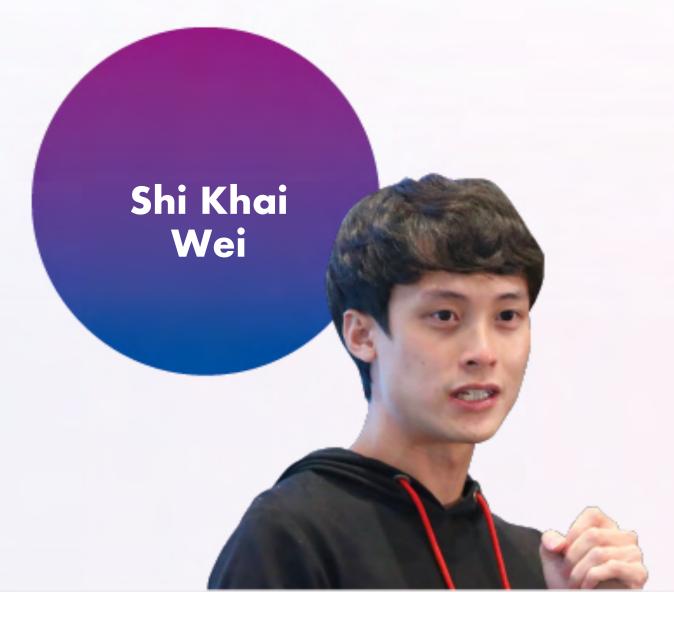
90% of our employee base are VI College Graduates 39% of our employees joined onboard after graduating from VI College

Our Advisors









Experienced Leader in Business Transformation, Fortune 500 Chief Marketing Officer

& Fi

Avid Logistics Investor
& Fintech Entrepreneur

MOOVAZ

FUNDNEL

SHIELD











Blockchain VC Accelerator,
Digital Transformation
& Analytics Advisory

McKinsey & Company



Empowering Growth and Transforming Lives

Mission Empowering Everyone Towards Sustainable Wealth

Passion Invest

Smarter, Faster, Easier

Undisputed Fact: Investing is important for Financial Security



Known fact that Millennials and Gen Z are ready to take matters into their own hands using digital platforms



Top Financial Goal in Asia: Retirement 1



Uncertainty about stocks and a lack of knowledge about investing are major factors propelling investment jitters 2



Technology gets a big thumbs up for:3



Providing reliable
& transparent
management
(without emotional
interference)



Having
ease of access
(at any time & place)



Effective & ease of management — more options when managing money

Emergence of fintech and traditional banks to meet the digital evolution in personal finance management

^{1.} Prudential Relationship Index - Saving for Retirement Top Financial Goal for those in Asia: https://www.straitstimes.com/business/economy/saving-for-retirement-the-top-financial-goal-for-those-in-asia-survey

^{2.} Affluent Millennials Investing Survey: https://www.investopedia.com/the-investopedia-affluent-millennials-study-4769751

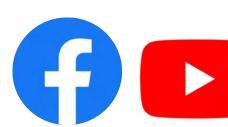
^{3.} Technology gets big thumbs up: https://www.blackrock.com/hk/en/insights/people-and-money#technology

Wide Range of Solutions Exist to Meet Investment Objectives

Yet current solutions on the market (from traditional to technology-focused are fragmented)

Education

- **Institutes of Higher** Learning
- **Independent Education Providers**















Endowus Jitta





AUTOWEALTH Seeking Alpha Alpha



Financial Services

- **Brokerages**
- **Banks**
- **Asset Managers**





VI Ecosystem - Bridging Solutions for Retail Investors





Analyse. Learn. Connect

Investing for everyone on a single platform

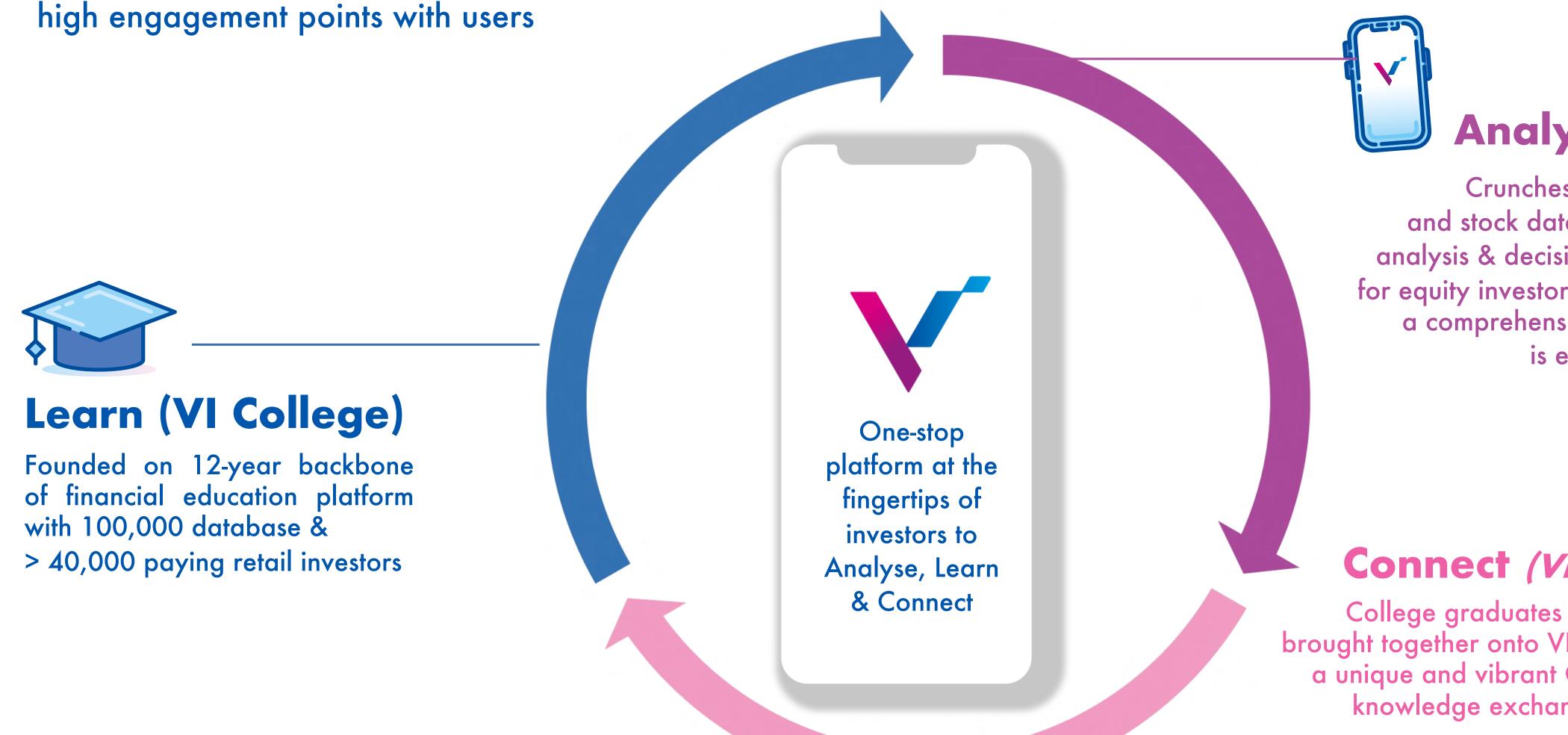
Investing has never been easier with VI. Centred on FinEduTech, VI App's unique stock analysis makes investing Smarter, Faster and Easier than ever before by delivering powerful insights.

Powering learning through technology, VI offers lifelong education on investing and access to a community of investors globally.

Generating Alpha for Investors

VI Delivers a Different Value Proposition to Retail Investors

Our foundation is built on education, information exchange and community with



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.

Unique Revenue Model for VI

VI College

programme fees.

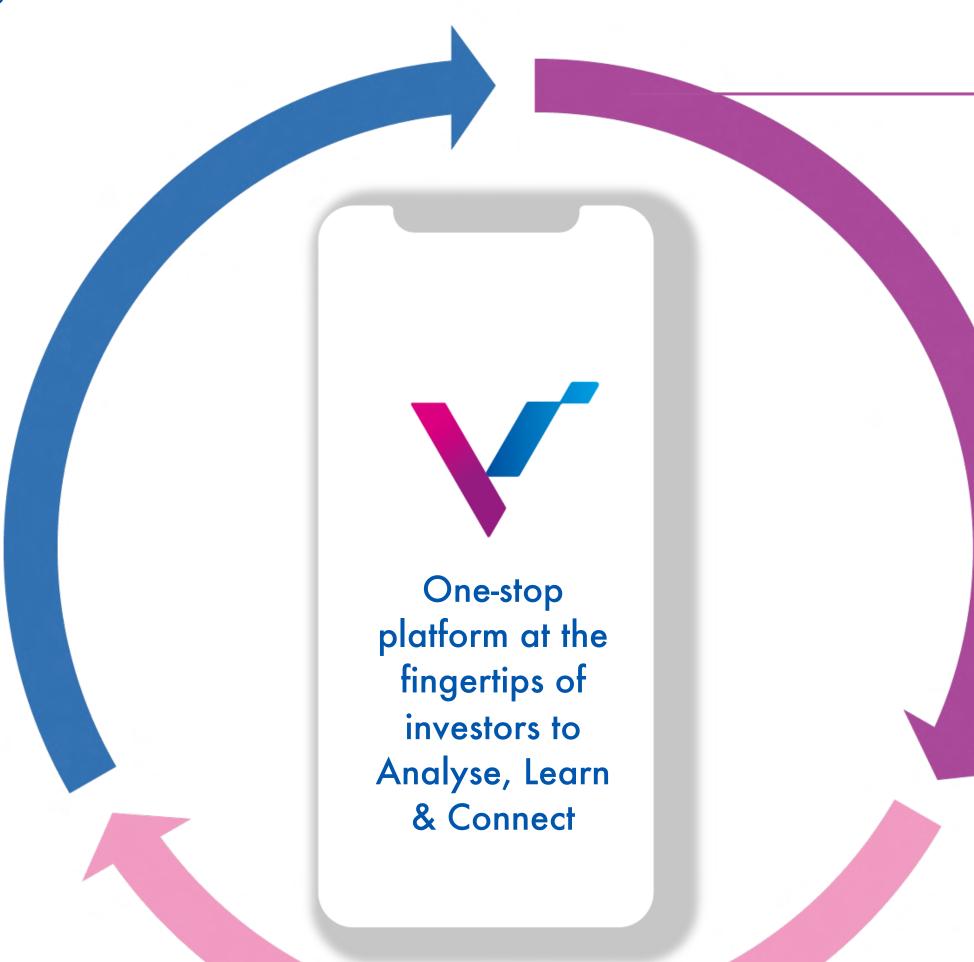
USD13k

Financial education of individuals

both offline and online with one-off

Course fees range from: USD500 -

Through a combination of recurring and one-off income



VI App

Annual recurring subscription for usage of proprietary analysis tool to simplify decision-making process for users when investing in listed companies from 25 key exchanges around the world.

App subscription range from: USD213.93 – USD1,603.93/year



Social network and community within VI
App which provides users with access to
discussion forums and unique topics.
Includes both free and paid bubbles; paid
private group access provides case studies
and share insights.

Bubble subscription range from: USD99 – USD3,500/year

Growing our Recurring Revenue Model

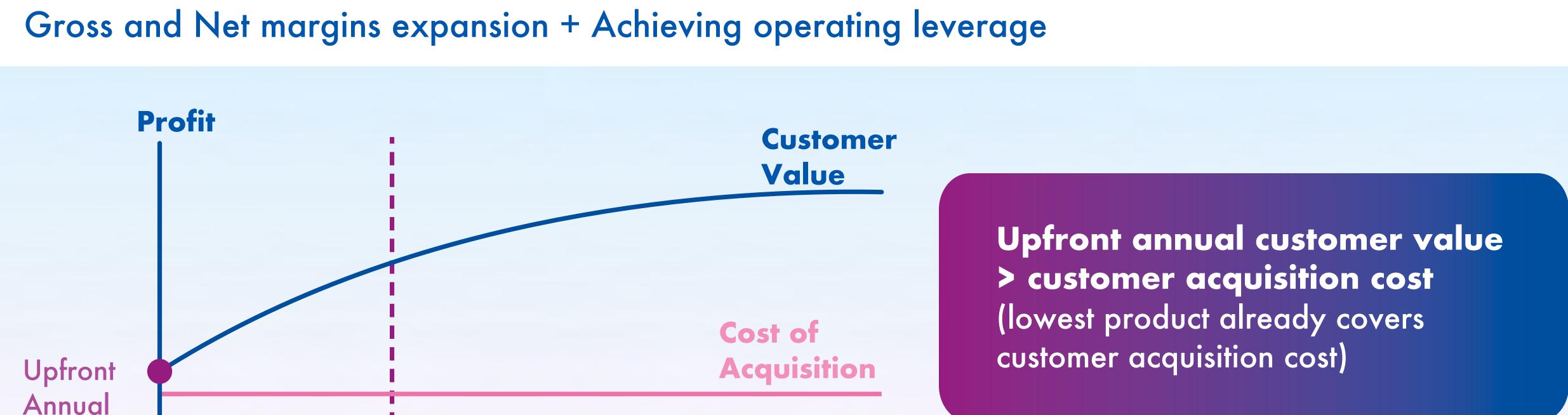
Making sense of unit economics

Expansion

Customer

Value

Upfront customer value exceeds cost to acquire customer
Unique business model creates path to profitability
Gross and Net margins expansion + Achieving operating leverage



Time



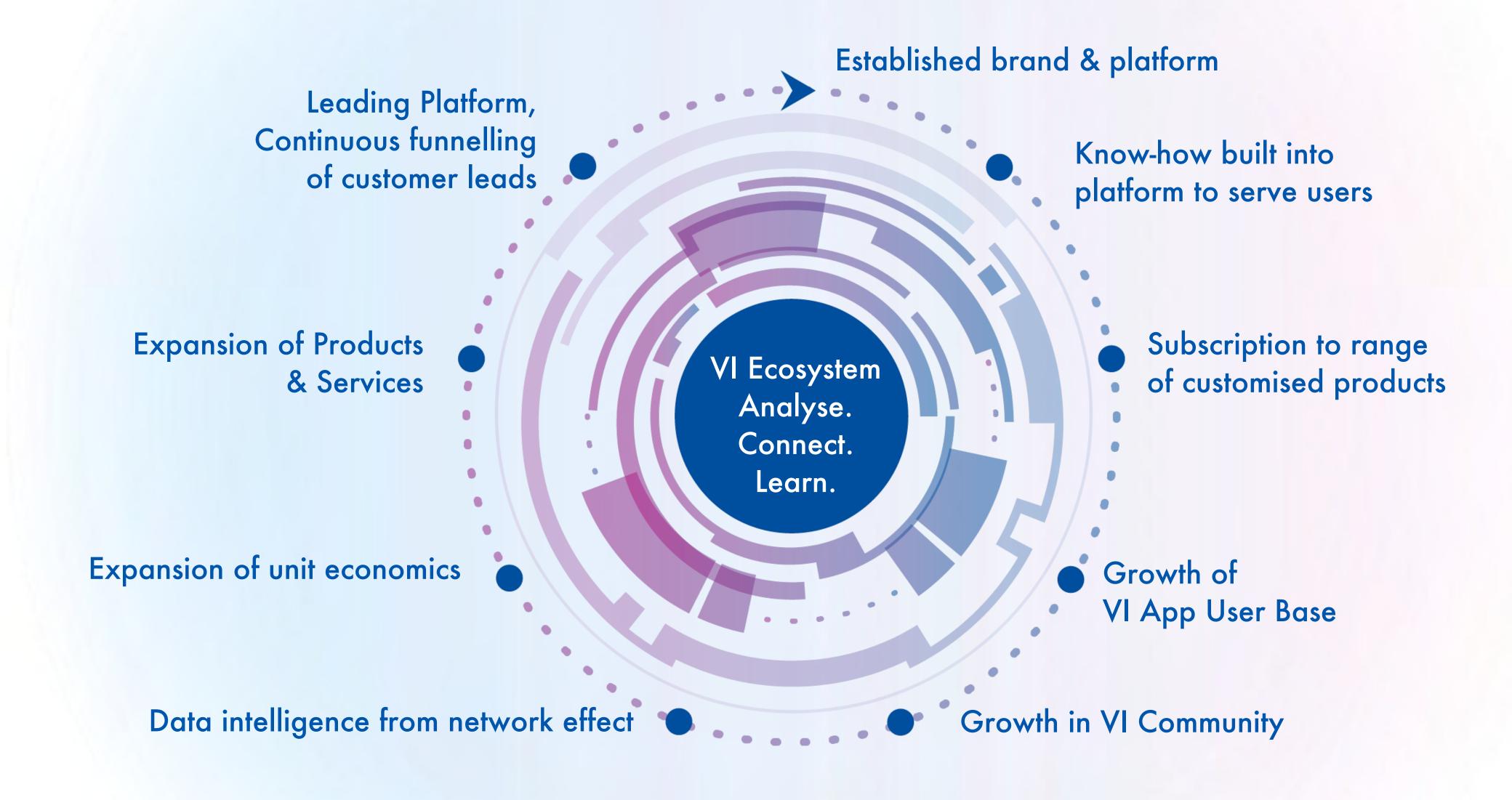
Retention



Unit Economics Expands as the VI Ecosystem Grows



Our flywheel creates path to profitability through data analytics



Staying True to Our FY2020 Action Plan



Cementing our position in core markets

Adding breadth & depth to Acquisition & Retention

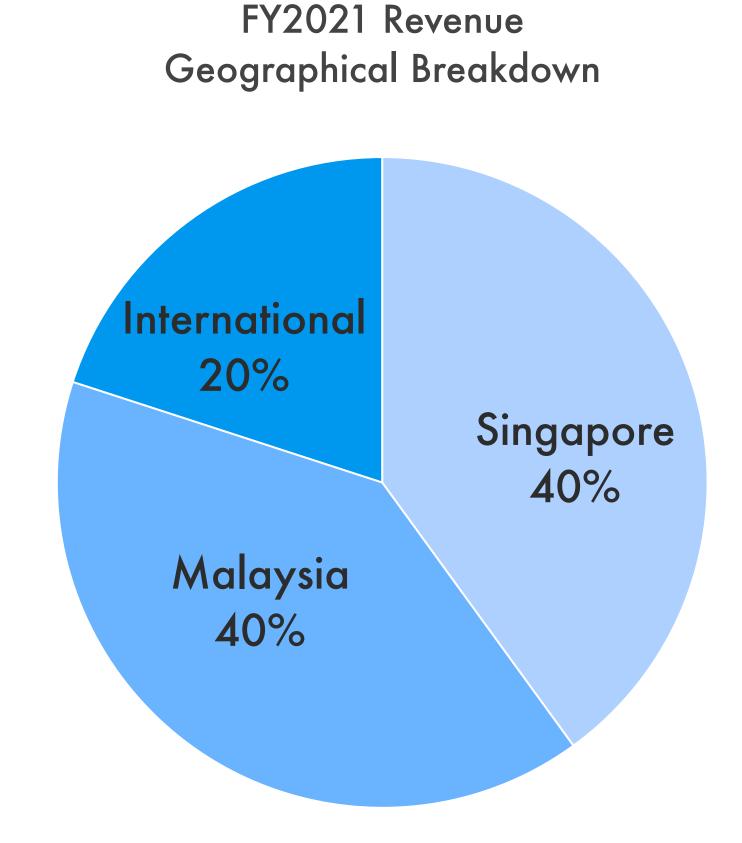
Technology Development

Cementing Our Position in Core Markets





- Operations >90% through online channels
- 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



Acquisition & Retention

Adding breadth and depth to our efforts & strategy

Acquisition

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

Retention

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

Technology Development

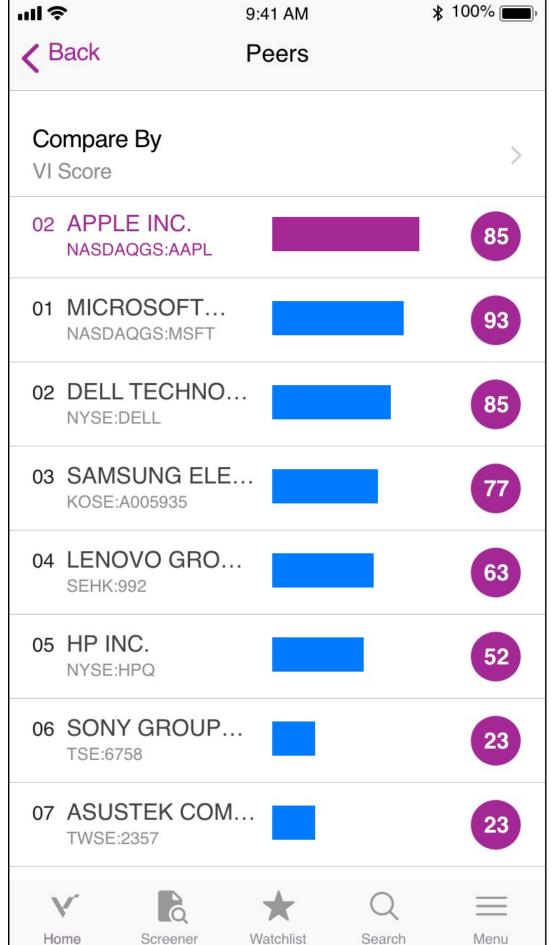


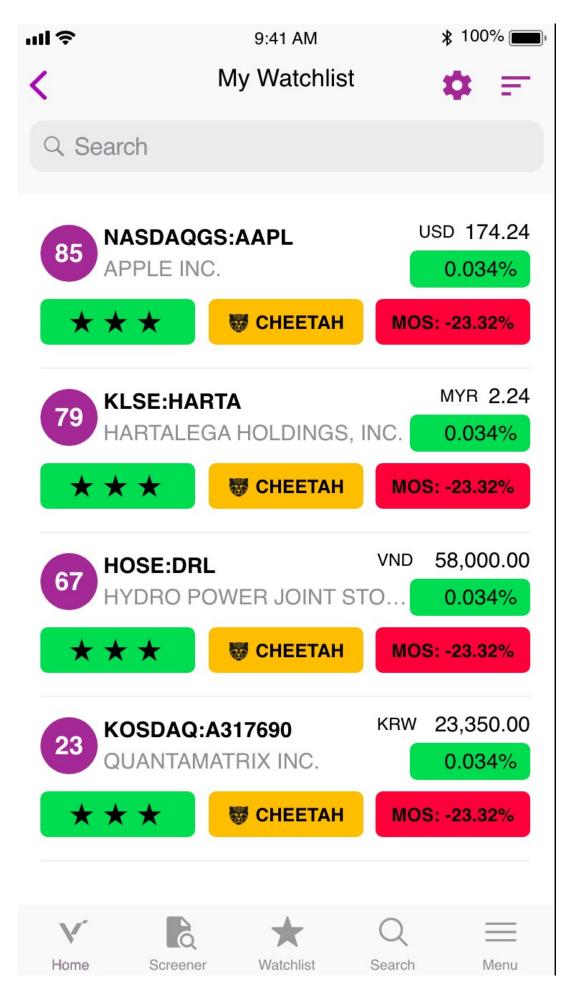
VI App features designed to enhance overall experience over time with AI & Machine Learning

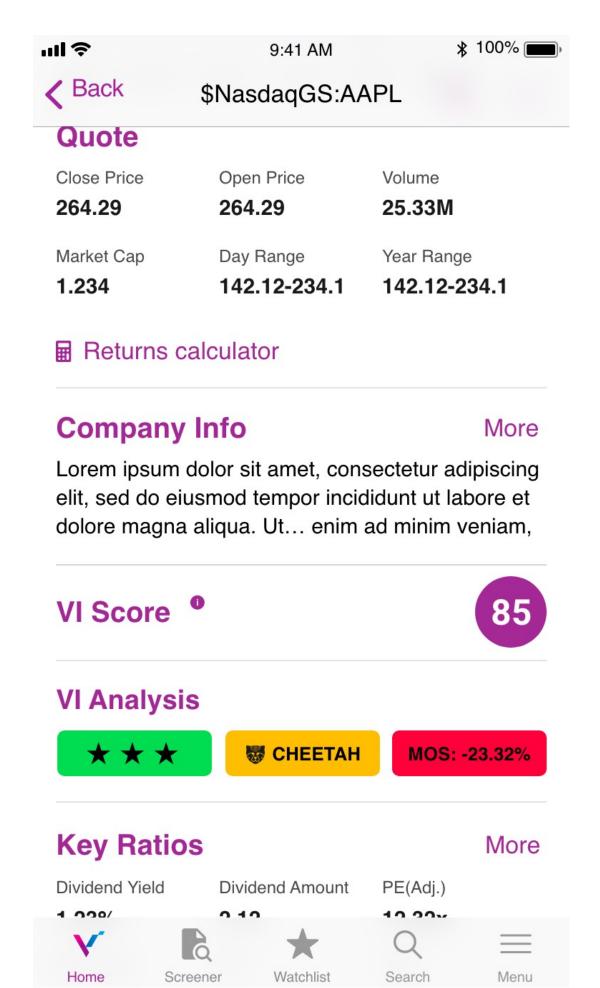
- Enhanced peers
- Dynamic news feed
- Intelligent alerts
- VI Score
- Guru Bubble

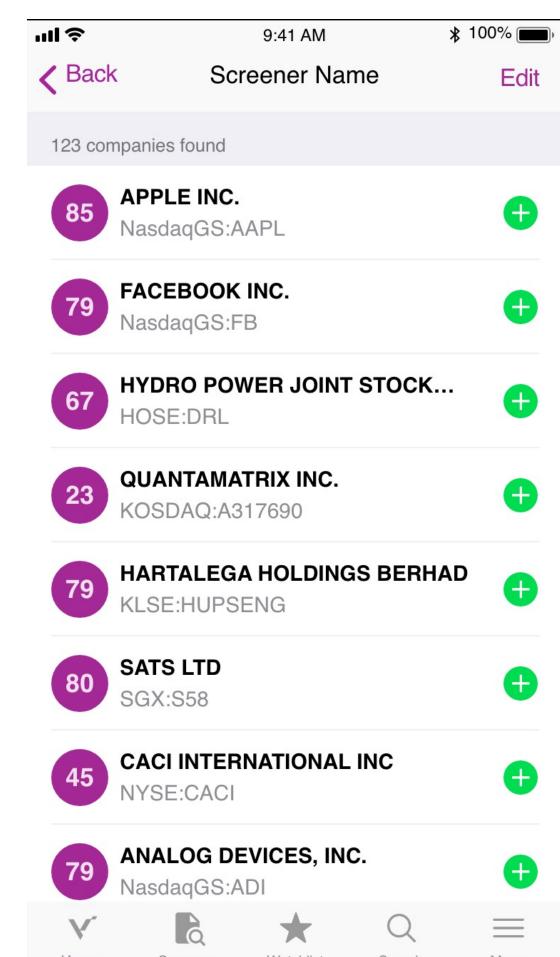
VI Score





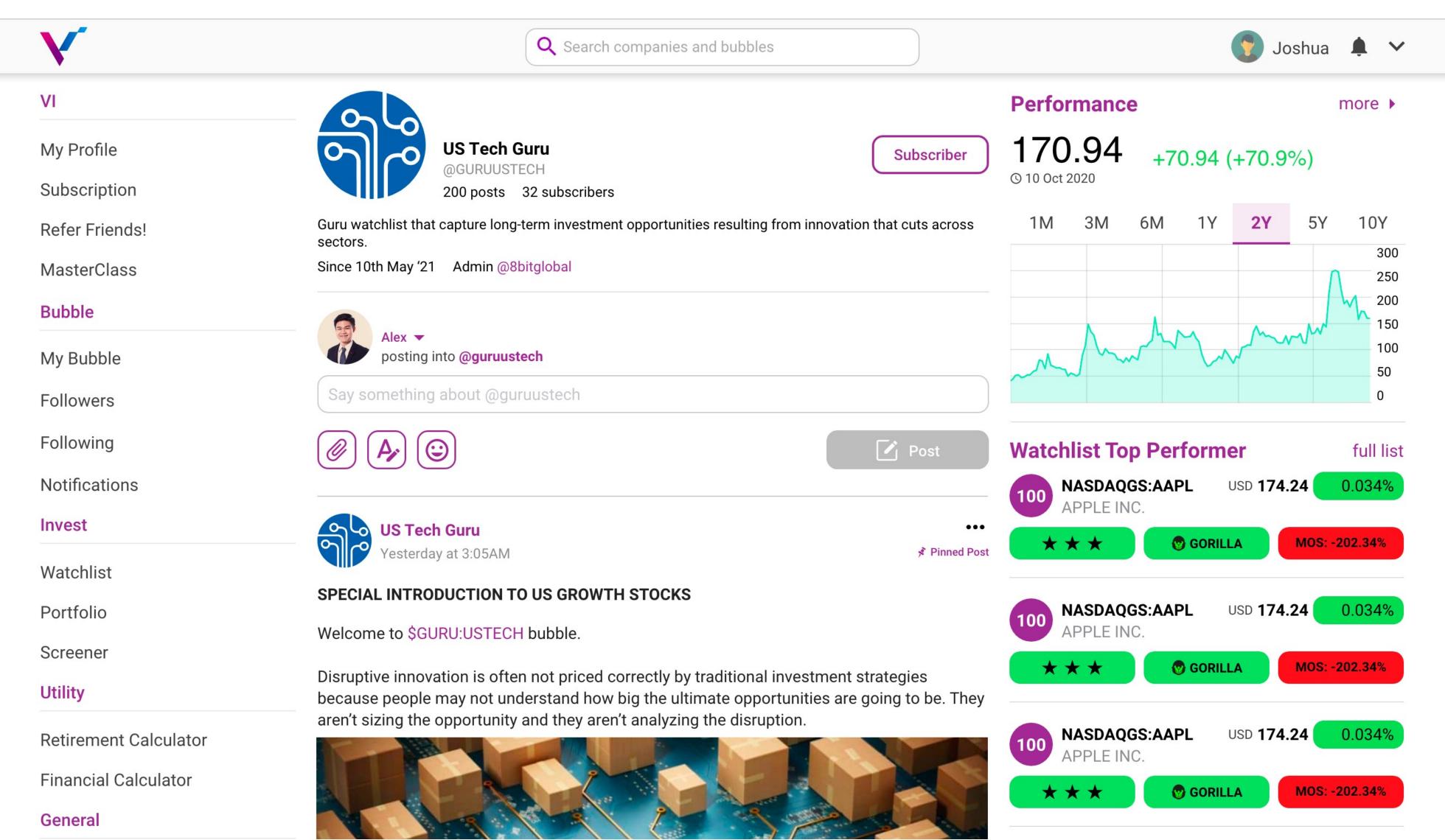






Guru Bubble

Premium feature







10% 207%



5%

82%



Subscriber Growth Rate

9%

189%

55,000 Lives Inspired

4,714VI College Graduates in FY2020

LTM*



187
New VI College Batches in FY2021

25,926

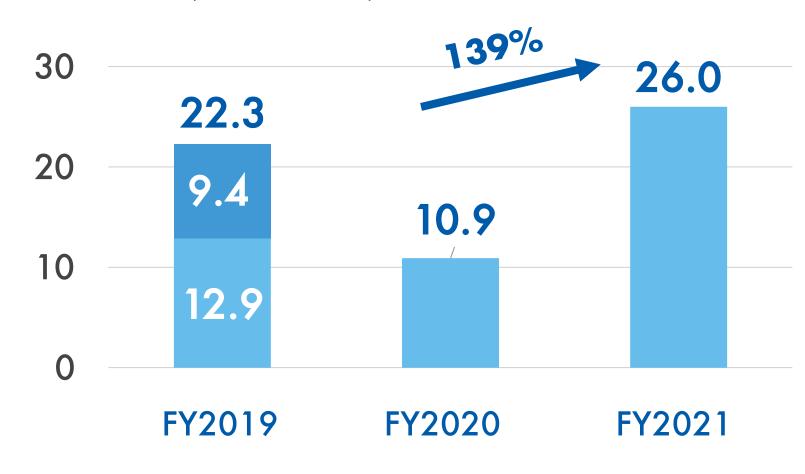
VI College Graduates in FY2021 (During COVID-19)

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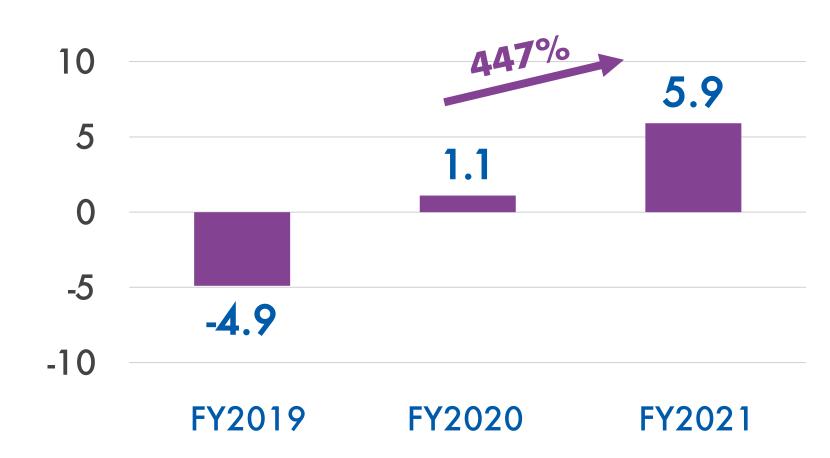
8VI Holdings Ltd Financials



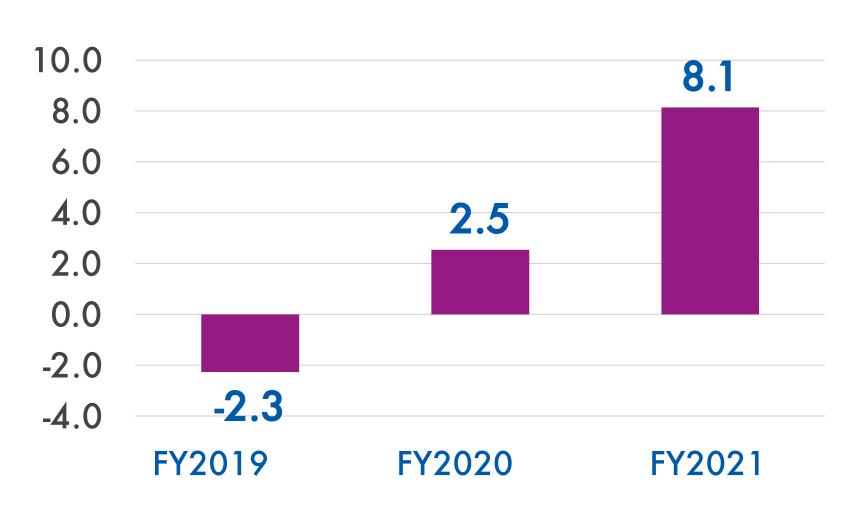
Revenue (\$\$'million)



Net Profit after Tax Attributable to Equity Holders of the Company (\$\$'million)

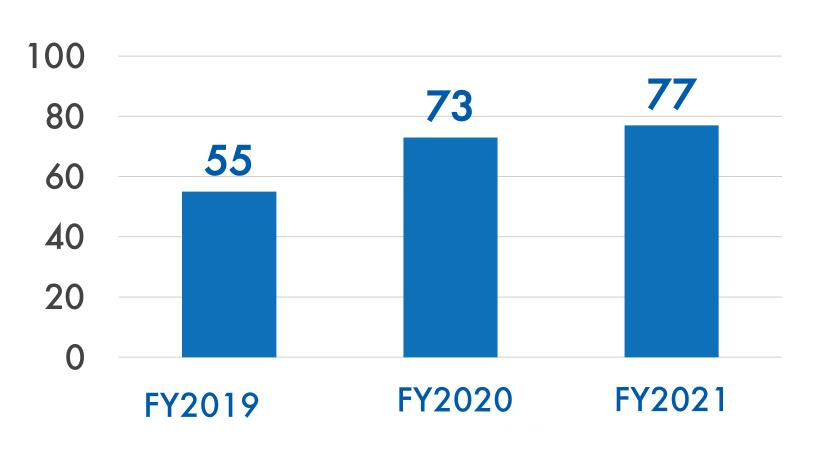


EBITDA (S\$'million)

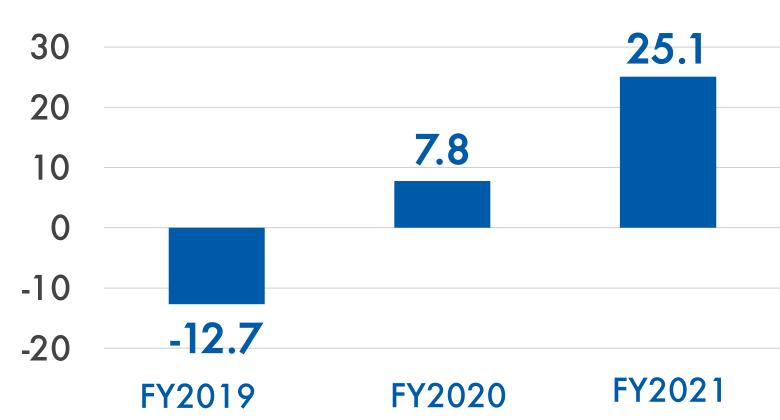


* Digital and Marketing Segment contribution prior to disposal

Gross Profit Margin (%)



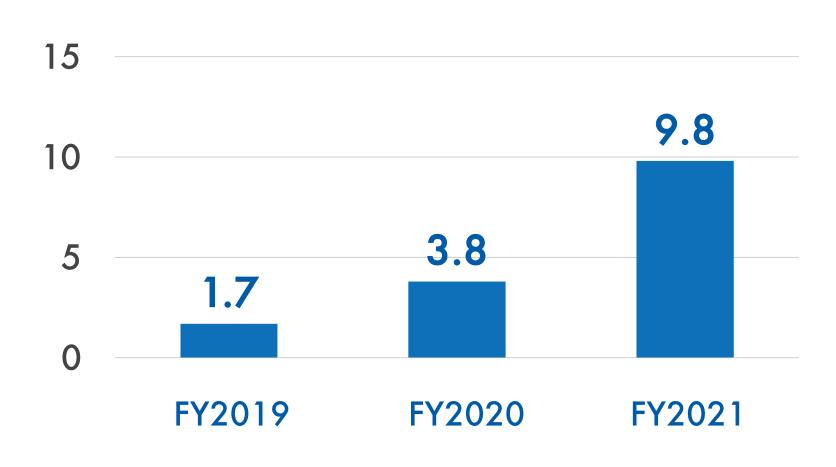
Operating Income Margin (%)



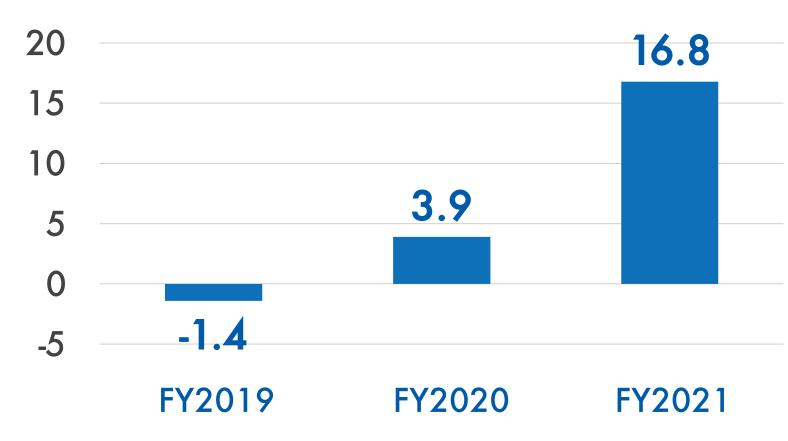
8VI Holdings Ltd Financials



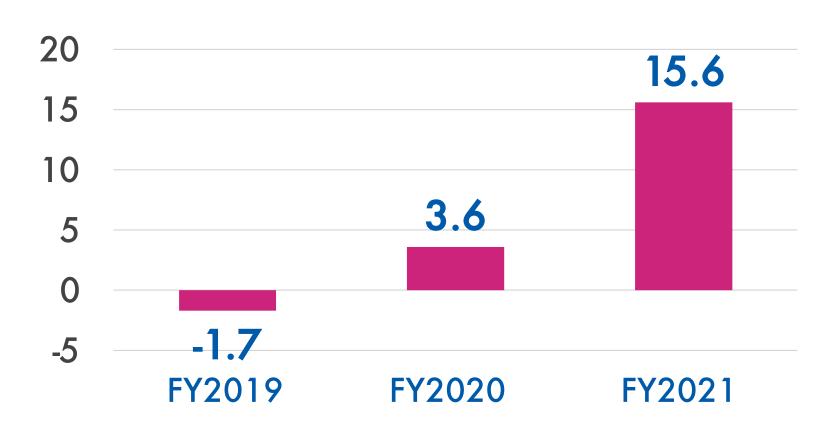
Unearned Revenue(S\$'million)



Operating Cash Flow (\$\$'million)



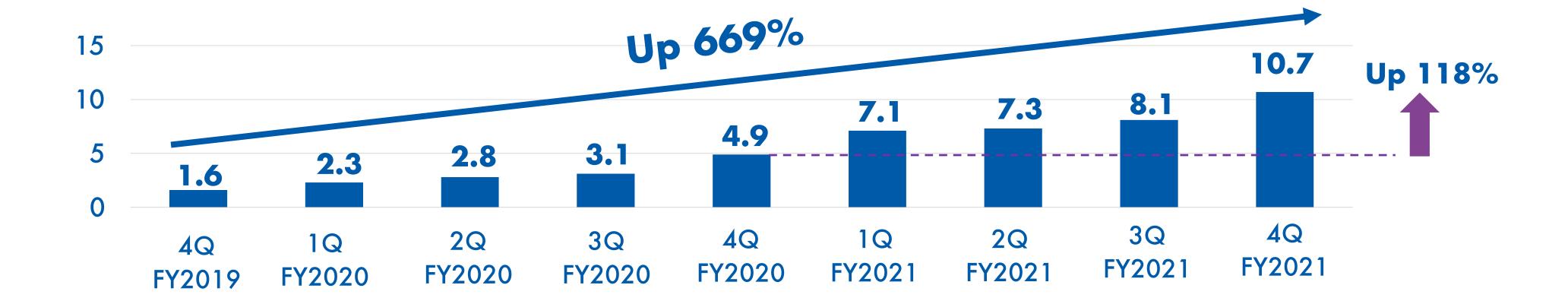
Free Cash Flow (\$\$'million)



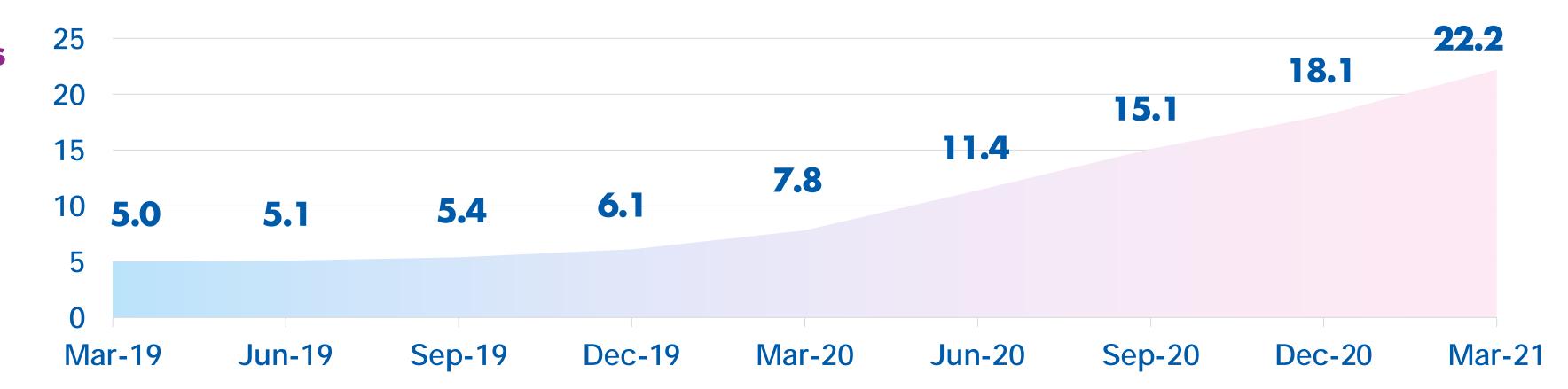
8VI Holdings Ltd Financials



Receipt from Customers (S\$'million)



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



FinTech Companies – Comparisons

LTM	A	В	C	D	E	F	G
GPM	68.08%	71.80%	85.99%	82.02%	29.89%	47.58%	77.3%
NPM	15.48%	-5.25%	1.71%	13.32%	10.23%	8.95%	15.7%
ROE	41.99%	-3.39%	2.82%	6.75%	19.84%	10.74%	53.17%
EBIT Margin	28.91%	4.28%	7.27%	23.06%	16.14%	15.22%	25.1%
FCF Margin	31.94%	-62.99%	24.51%	29.49%	23.36%	10.25%	60.1%
Ratios	PE: 44.8x PS: 6.94x P/FCF: 21.72x EV/EBIT: 23.95x	PE: - PS: 57.12x P/FCF: -90.68x EV/EBIT: 1,323x	PE: 1,495.0x PS: 25.57x P/FCF: 104.3x EV/EBIT: 349.3x	PE:155.2x PS: 20.68x P/FCF: 70.12x EV/EBIT: 87.68x	PE: 89.3x PS: 9.13x P/FCF: 39.1x EV/EBIT:55.21x	PE: 104.80x PS: 9.38x P/FCF: 91.52x EV/EBIT: 56.18x	PE: 30.4x PS: 4.57x P/FCF: 7.28x EV/EBIT: 12.93x
Market Cap.	NZD 1.910B	AUD 27.907B	AUD 19.236B	AUD 9.519B	SGD 2.259B	MYR 863.3M	AUD 117.1M

As of 7 Jun 2021

FinTech Companies – Comparisons

	Pushpay	after pay	xero	III I wisetech	iFAST	revenue GROUP BERHAD	
LTM	Pushpay NZSE: PPH	Afterpay ASX: APT	Xero ASX: XRO	Wisetech ASX: WTC	iFast SGX: AIY	Revenue KLSE:Revenue	8VI ASX: 8VI
GPM	68.08%	71.80%	85.99%	82.02%	29.89%	47.58%	77.3%
NPM	15.48%	-5.25%	1.71%	13.32%	10.23%	8.95%	15.7%
ROE	41.99%	-3.39%	2.82%	6.75%	19.84%	10.74%	53.17%
EBIT Margin	28.91%	4.28%	7.27%	23.06%	16.14%	15.22%	25.1%
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Ratios	PE: 44.8x PS: 6.94x P/FCF: 21.72x EV/EBIT: 23.95x	PE: - PS: 57.12x P/FCF: -90.68x EV/EBIT: 1,323x	PE: 1,495.0x PS: 25.57x P/FCF: 104.3x EV/EBIT: 349.3x	PE:155.2x PS: 20.68x P/FCF: 70.12x EV/EBIT: 87.68x	PE: 89.3x PS: 9.13x P/FCF: 39.1x EV/EBIT:55.21x	PE: 104.80x PS: 9.38x P/FCF: 91.52x EV/EBIT: 56.18x	PE: 30.4x PS: 4.57x P/FCF: 7.28x EV/EBIT: 12.93x
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As of 7 Jun 2021			No Converd Popr				

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Investing in key areas to adapt to a global structural shift.

Investing for a Smarter Future – Digitalisation & Talent

Expanding our addressable market

Positioned to offer more regulated products and services

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



Expanding our addressable market

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

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



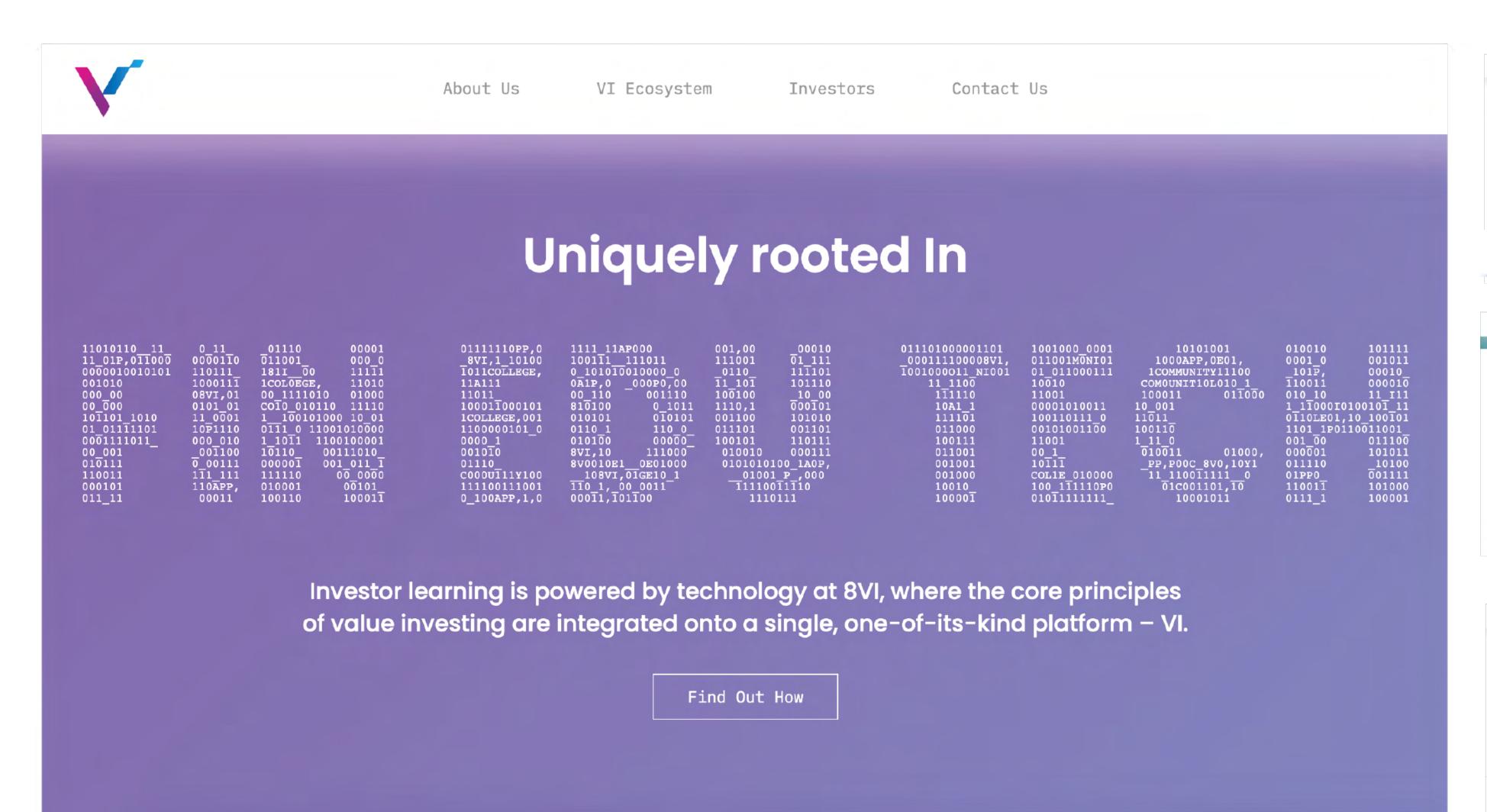
Positioned to offer more regulated products and services

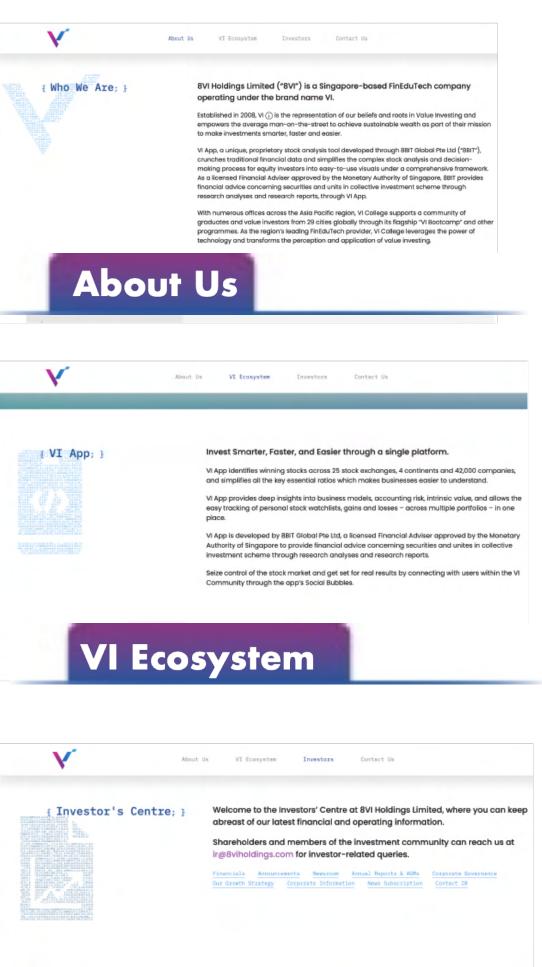
Explore offering more regulated products & services complementing the current FinEduTech business.

- Holistic investment journey for our community

www.8viholdings.com



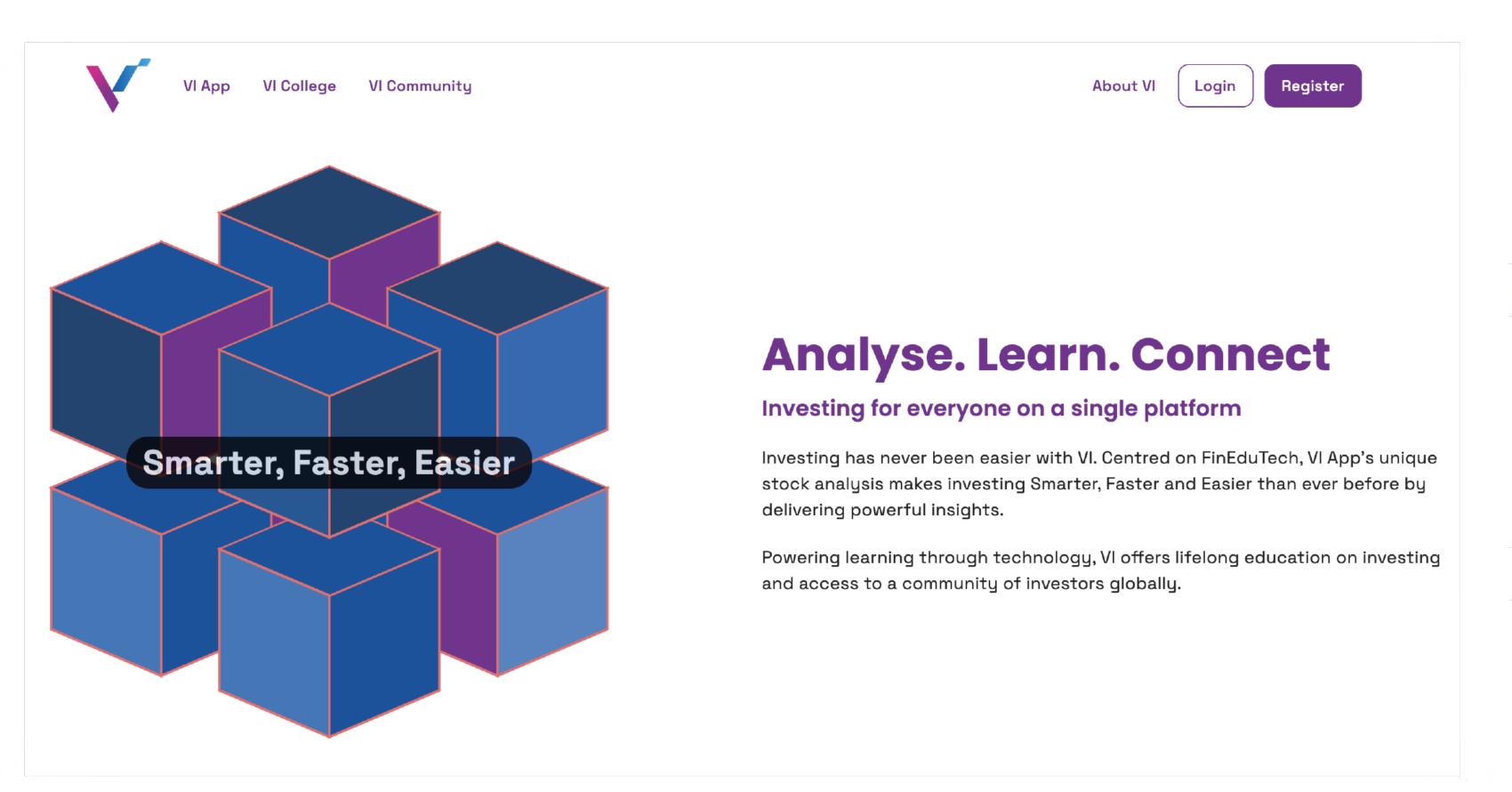


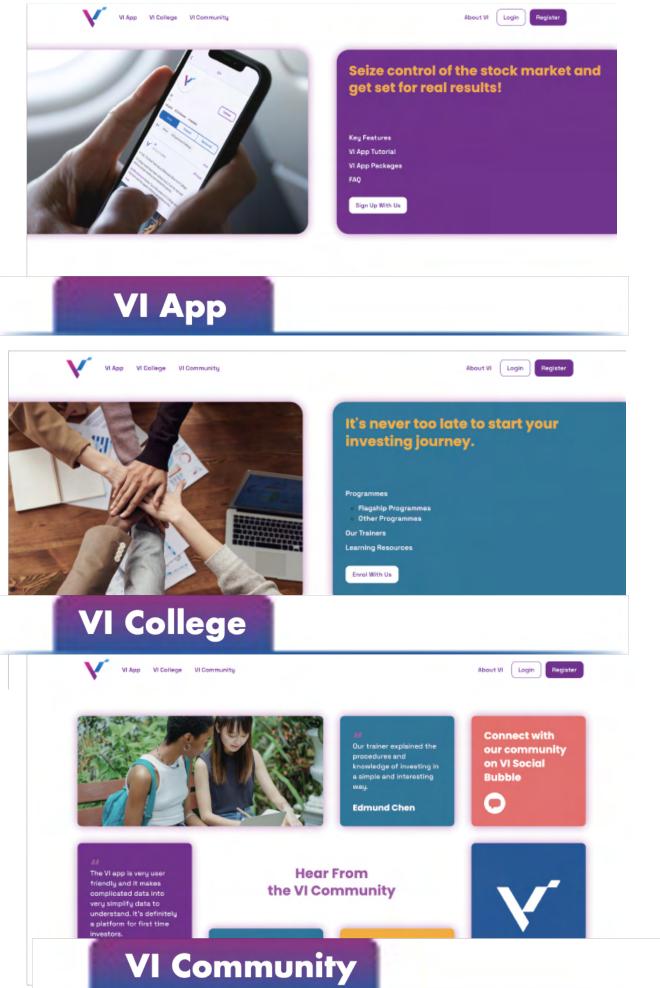


Investors

New product website on web.vi.app







8VI Holdings Limited

(ASX: 8VI)

Contact: ir@8viholdings.com

