



8VI Holdings Limited

FY2022

Annual General Meeting

25TH JULY 2022, 2:00PM SST



FY2022 FINANCIAL REVIEW

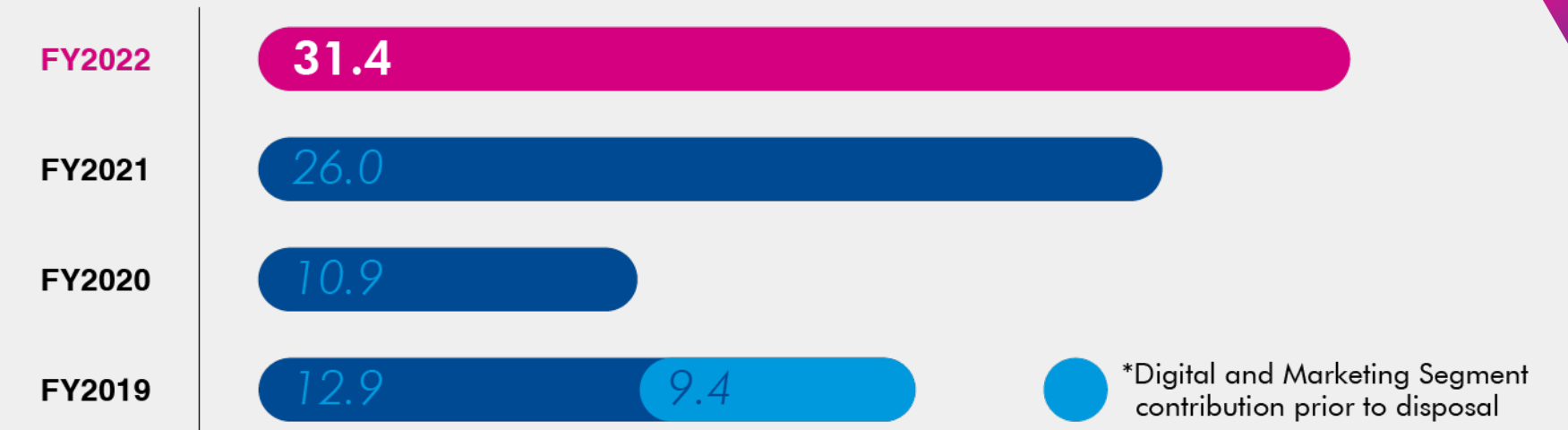
FY2022 FINANCIAL REVIEW

8VI achieved measured results in FY2022.

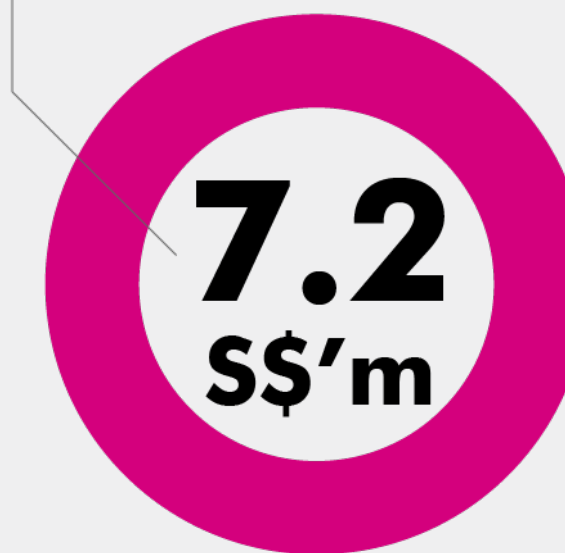
Despite exceptional growth from two previous financial years, 8VI has overall grown in FY2022 as compared to results from the pre-pandemic period.

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”

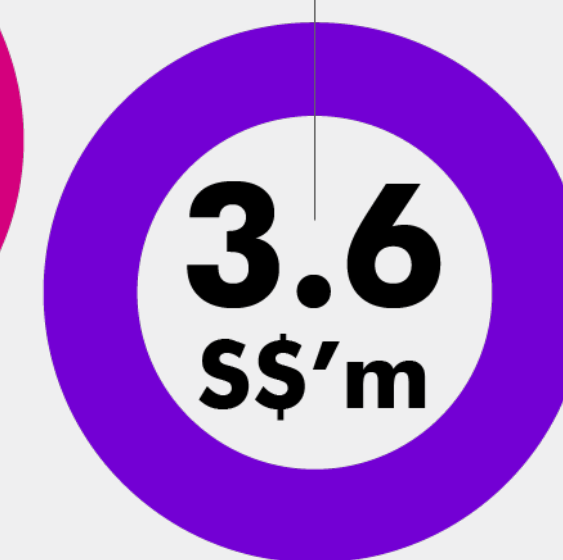
Revenue (S\$'m)



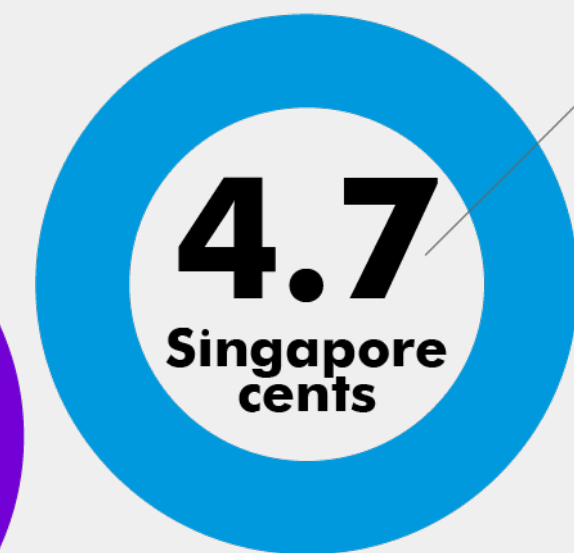
Adjusted EBITDA



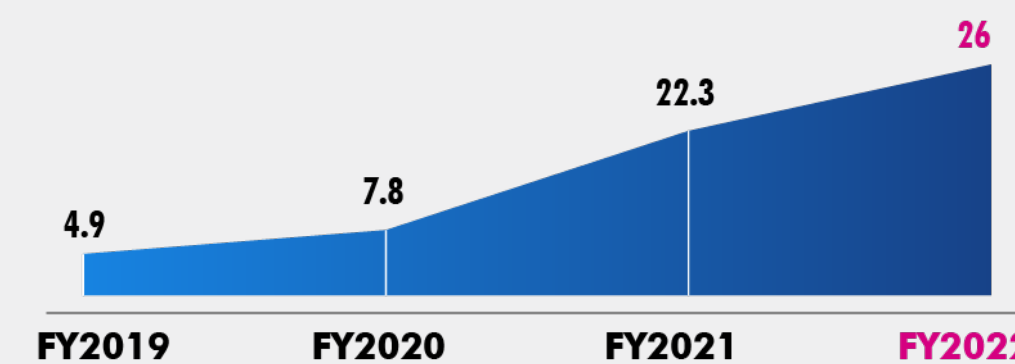
Net Profit After Tax



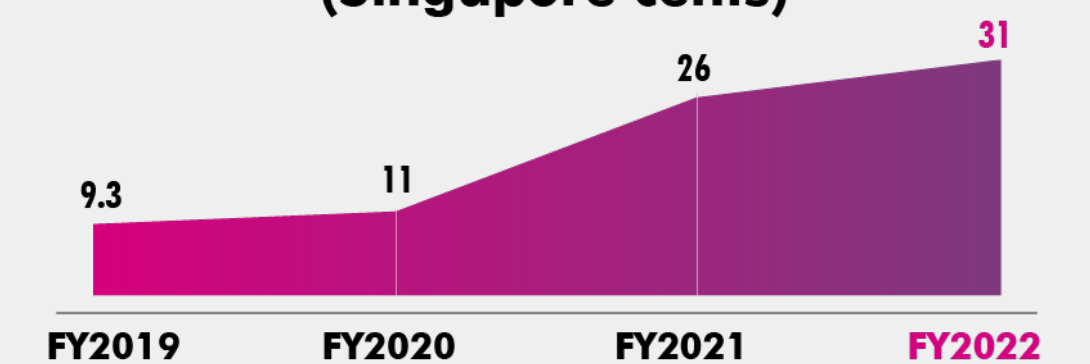
Earnings per Share



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

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

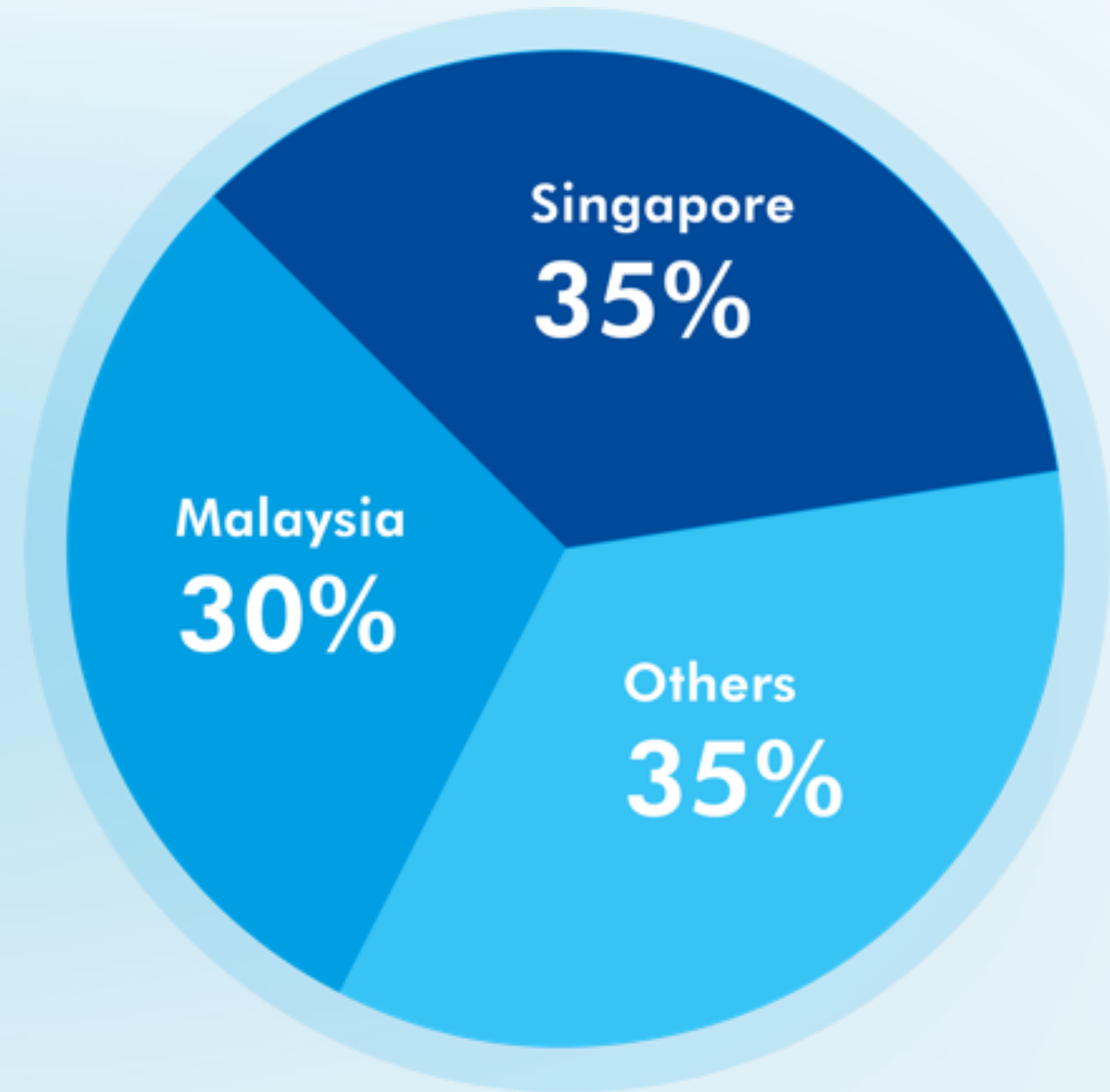
FY2022 DEVELOPMENTS

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



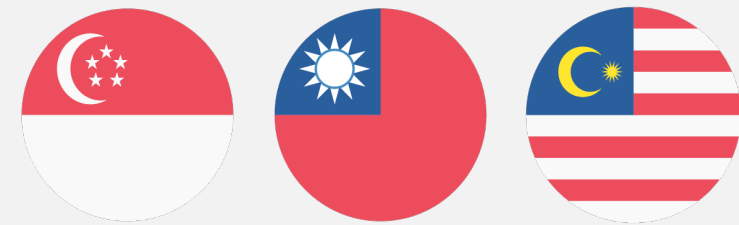
FY2022 Revenue Breakdown

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

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

**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



”

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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