



**8I Holdings Annual General Meeting Presentation
25th September 2018, Singapore**



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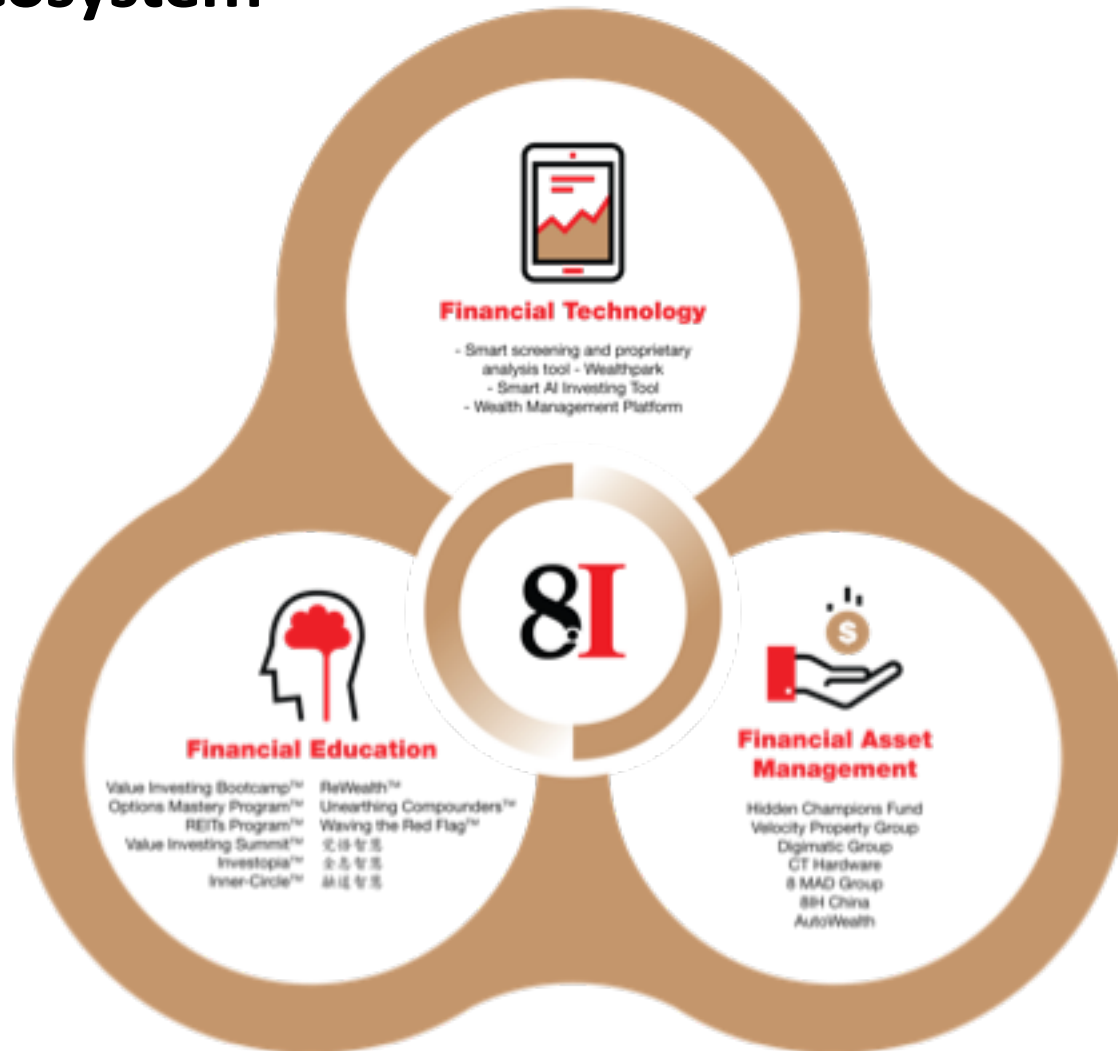
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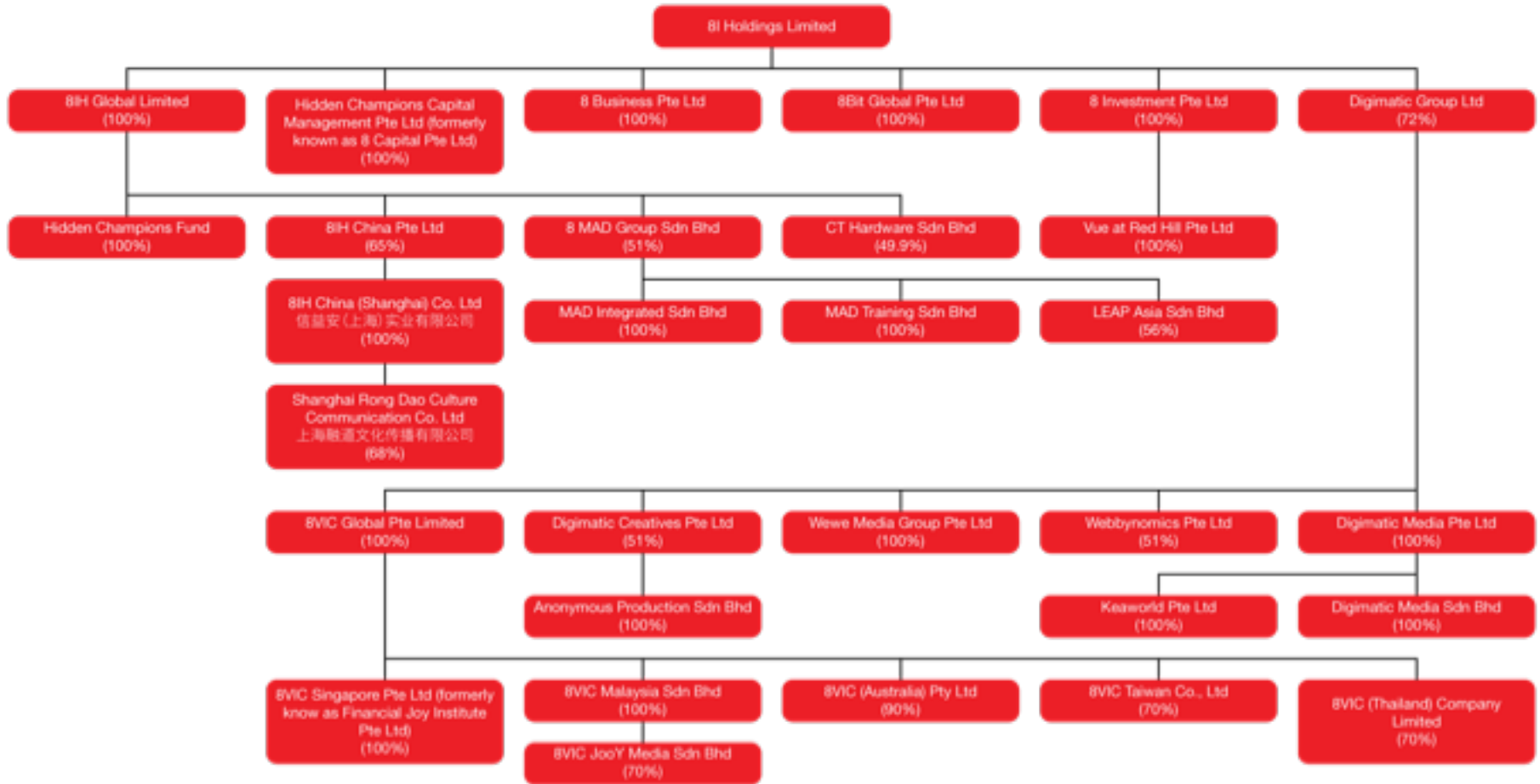
- 8IH Ecosystem & Corporate Structure
- FY2018 Key Developments
 - Corporate Developments
 - Segmental Developments
- FY2018 Financial Update
- Strategies for FY2019 and beyond
 - Corporate Strategy
 - Financial Education
 - Financial Asset Management
 - Financial Technology
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- Q&A

The 8IH Ecosystem



“To create a platform to share value investing knowledge and to inspire lives forward through value investing.”

8I Corporate Structure





FY2018 Key Developments



FY2018 Key Developments



Corporate Developments:

- Strategic business model refinement
 - Transfer of focus into Financial Technology for existing graduate-base from Financial Education
 - Focus on core competencies and seek out potential synergistic investment opportunities
 - Restructuring of the Group's portfolio of investments
- Reduced key-man risk
 - Spreading responsibilities across the company to minimise impact on operations with movement in key roles
 - Implement robust processes to ensure continuity of operations and defray risks

FY2018 Key Developments



Corporate Developments:

- Optimised efficiency
 - Disposal of Hemus Pacific
 - Asset Injection of 8VIC into DMC
- Strategic investments in complementary businesses
 - Rong Dao
 - AutoWealth

Key Developments in FY2018



Segmental Developments:

- Financial Education
 - Geographical expansion into overseas markets
 - Introduction of new courses
 - 8VIC
 - Substantial growth in enrolment especially in Taiwan & Malaysia
 - 8IH China operations
 - Cautiously optimistic on the gradual improvement and traction of local China operations

Key Developments in FY2018



Segmental Developments:

- Financial Asset Management
 - Hidden Champions Fund
 - Balancing and reallocation of portfolio to reduce concentration risk
 - Multi-counsellor approach to reduce key man risk and instill ownership amongst investment managers
 - Private Investments
 - Continued support towards investees to build up value of the businesses
 - Focus on core competencies and seek out potential investment opportunities to synergise with the ecosystem and the Financial Education business

Key Developments in FY2018



Segmental Developments:

- Financial Technology
 - Extensive market research on needs of graduates as groundwork for the development of smart investing technology platform
 - Leverage technology for development of proprietary investing analytic tool – WealthPark



Segmental Update

Financial Education



Financial Education – 8VIC Global Pte Ltd



Through the brand, “Value Investing College”, 8VIC Global is the leading financial education provider in Singapore and Malaysia with offices in Singapore, Malaysia, Thailand and Taiwan, supporting a community of over 12,000 value-investors from 29 cities globally.



Existing Offices

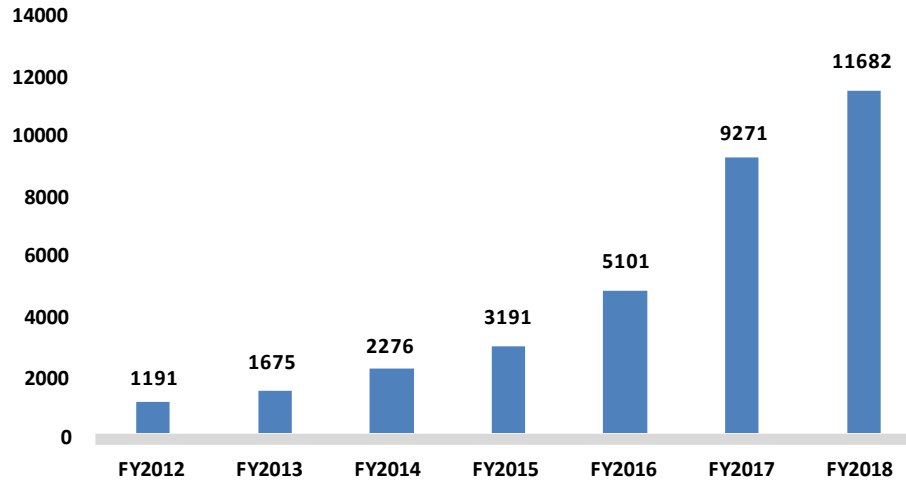


Programs conducted across 29 Cities in 6 different languages

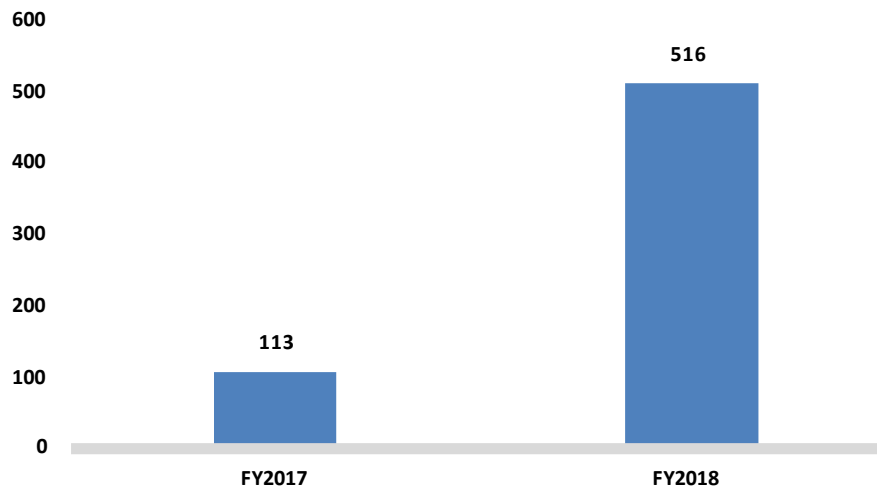
- | | | |
|----------------------------------|---------------------------------|------------------------------------|
| 1. Singapore | 11. Yangon, Myanmar | 21. Dubai, UAE |
| 2. Kuala Lumpur, Malaysia | 12. Mandalay, Myanmar | 22. Johannesburg, South Africa |
| 3. Penang, Malaysia | 13. Chennai, India | 23. Tokyo, Japan* |
| 4. Johor Bahru, Malaysia* | 14. Bangalore, India | 24. Okinawa, Japan* |
| 5. Bangkok, Thailand | 15. New Delhi, India* | 25. Osaka, Japan* |
| 6. Taipei, Taiwan | 16. Hong Kong, China | 26. London, United Kingdom* |
| 7. Kaohsiung, Taiwan* | 17. Guangzhou, China* | 27. Munich, Germany* |
| 8. Taichung, Taiwan* | 18. Manila, Philippines* | 28. Nicosia, Cyprus* |
| 9. Ho Chi Minh City, Vietnam | 19. Melbourne, Australia | 29. Bali, Indonesia* |
| 10. Hanoi, Vietnam | 20. Sydney, Australia* | |

* Note: New cities for FY2018

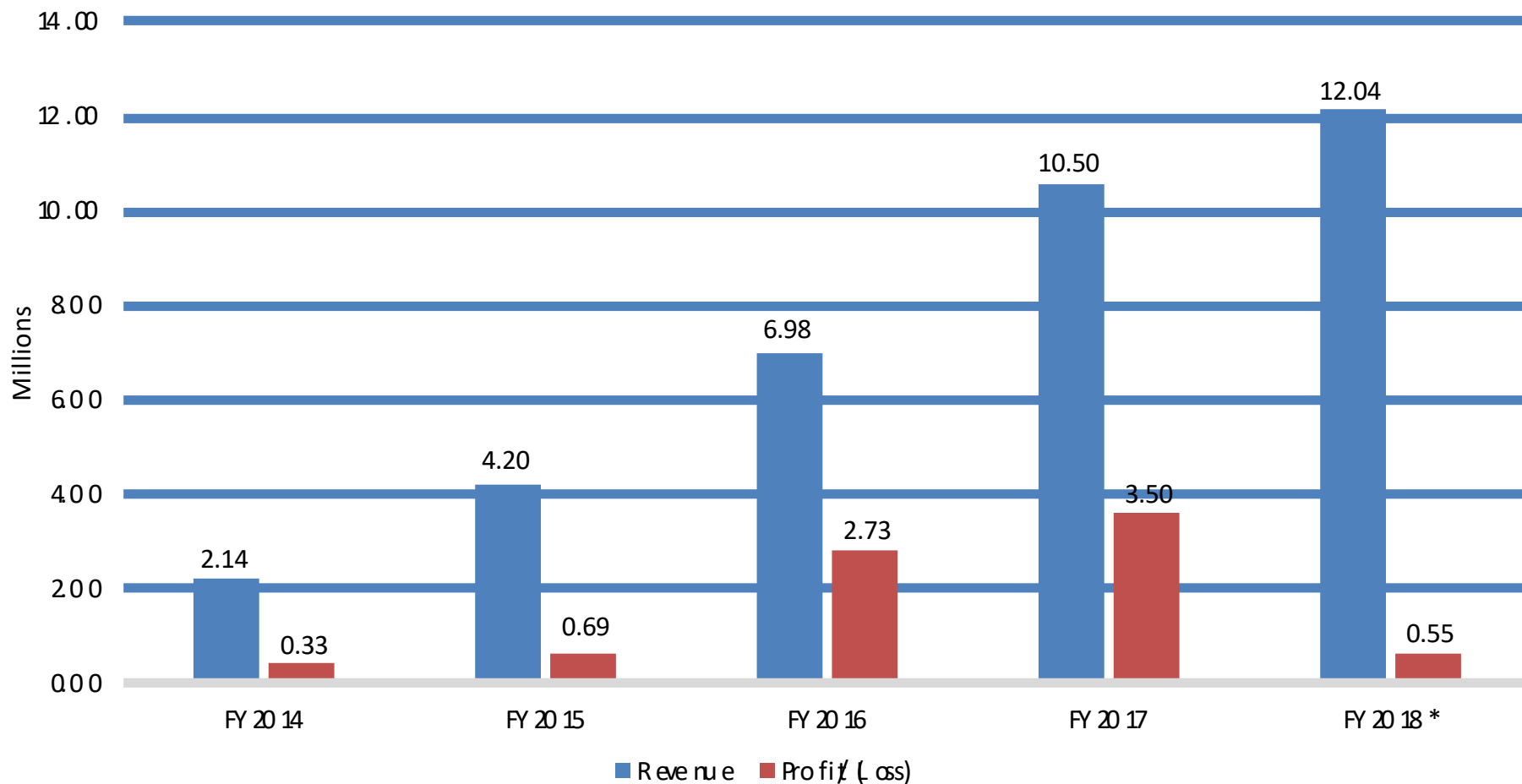
Value Investing Bootcamp Enrolment (Cumulative)



Options Mastery Programme Enrolment (Cumulative)



8VIC Global Revenue & Profit



***Note:** There was an increase in operating expenses from S\$8 million in FY2017 to S\$12 million in FY2018 primarily due to overseas expansion, increased cost of sales for marketing and launch of e-learning platform.

8IH China Programmes



Fundamental Value Investing - 觉悟智慧



Intermediate Value Investing - 全息智慧



Advanced Value Investing - 融道智慧

8I China – Progress & Development

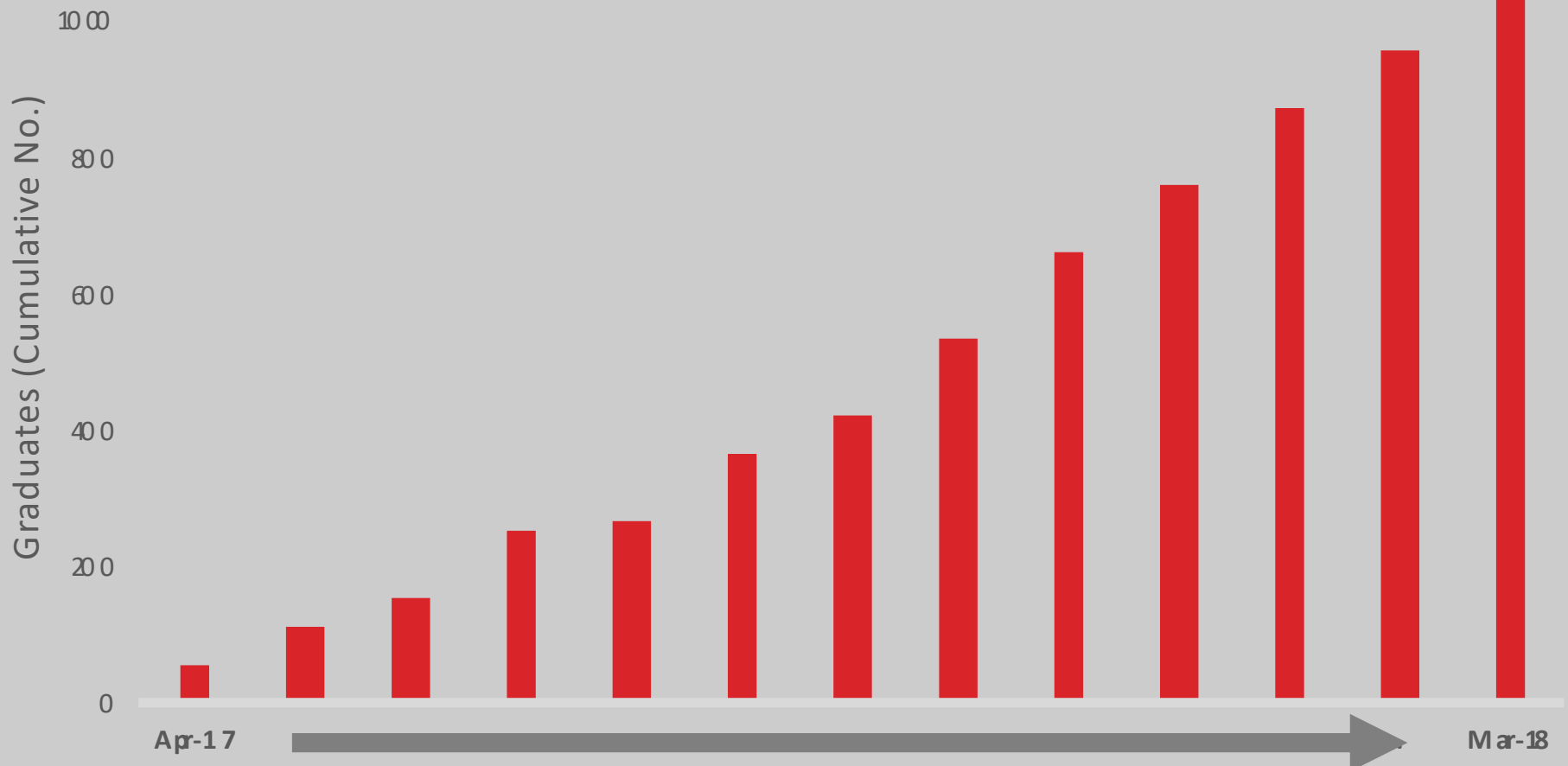


- Headquarters in Shanghai
- Location of programmes conducted in FY2018:
 - Shanghai
 - Zhengzhou
 - Wuhan
 - Zhengdin
 - Binzhou
 - Jinan
- No. of programmes conducted in FY2018:
 - 9 x 觉悟智慧 (Fundamental Value Investing)
 - 3 x 全息智慧 (Intermediate Value Investing)
 - 1 x 融道智慧 (Advanced Value Investing)
- Growth strategy for FY2019 & beyond:
 - To strengthen brand awareness in China Market
 - Leverage local partner's network for growth and expansion



《觉悟智慧，全息智慧，融道智慧》

Fundamental to Advanced Value Investing Programme





Segmental Update

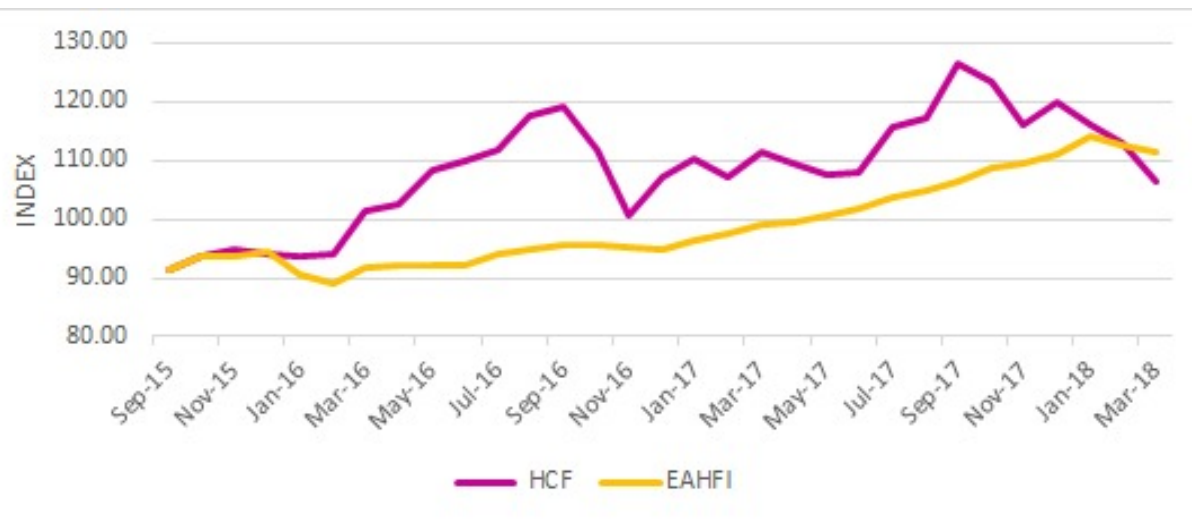
Financial Asset Management



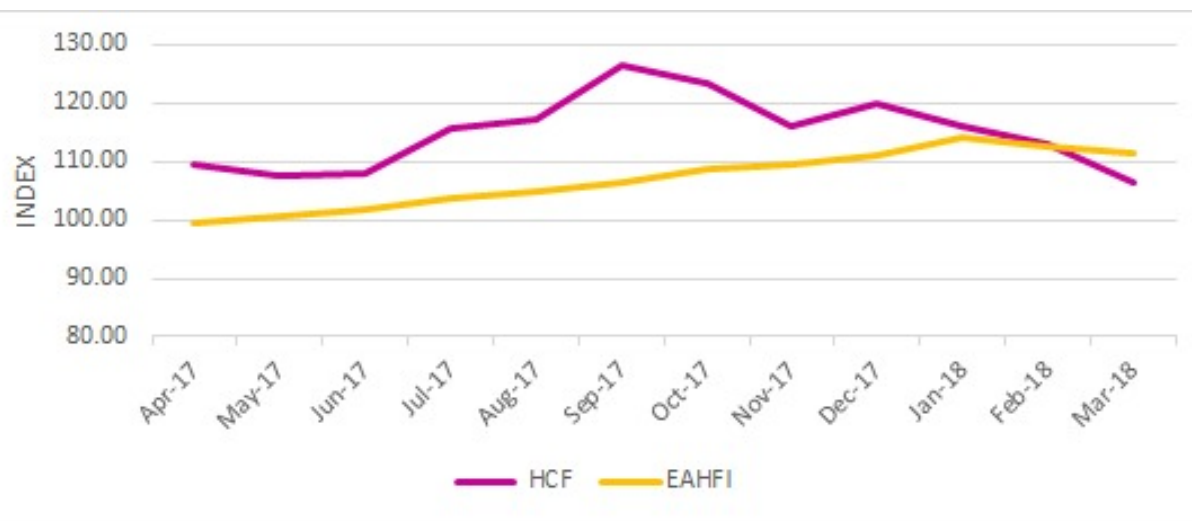
Financial Asset Management – Hidden Champions Fund



- Comparative performance of the Hidden Champions Fund against EAHFI



Period	HCF	EAHFI
Sep-15 to 31-Mar-18	16.8%	21.89%



Period	HCF	EAHFI
Apr-17 to 31-Mar-18	-4.491%	12.385%

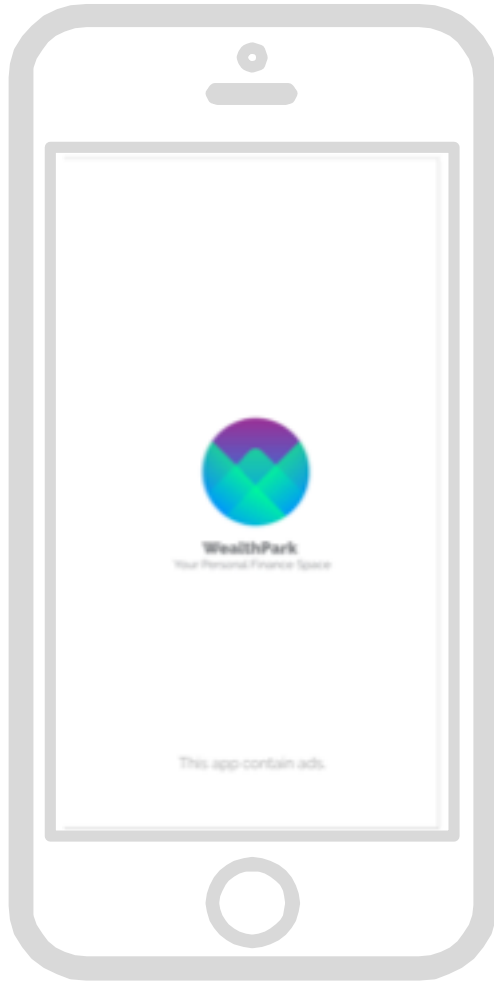
- Private market investments
 - Realigned investment strategy to focus on core competencies
 - Continued to support investees in building up the business value and to seek out potential investment opportunities with external investors
 - Focus on core competencies and seek out potential opportunities to synergise with the ecosystem and the Financial Education business



Segmental Update

Financial Technology





WealthPark:

The Smart Investing Technology Platform

- ✓ 智能 Smarter
- ✓ 快速 Faster
- ✓ 简单 Easier

WealthPark Features



Retirement Calculator and Investment Profile (Free)

VIC Graduate Network Resources – Post Event Support (Free)

VIC Graduate Online Learning Tutorials (Free)

VIC Graduate Monthly Case Studies (Free)

Business Confidence Score: BCS (Free)

Types of Stock: Growth/ Dividend/ Asset (Free)

Corporate Action Announcements (Premium)

WP Rating (Premium)

Star Chart (Premium)

Key Financial Data (Premium)

Intrinsic Value Calculator (Premium)

Advanced Stock Screener Tool (Premium)

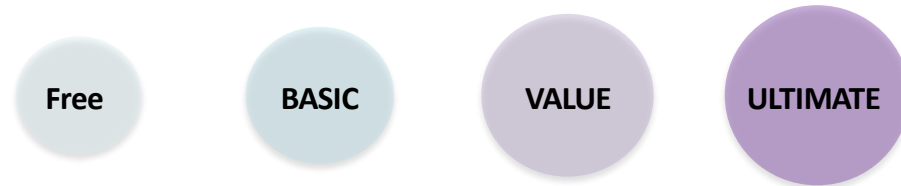
WealthPark



- WealthPark covers 24 exchanges worldwide



WealthPark Subscription Layers



		Free	BASIC	VALUE	ULTIMATE
News	News Dashboard	✓	✓	✓	✓
	News Subscription	✓	✓	✓	✓
Utilities	Retirement Calculator	✓	✓	✓	✓
	Investor Profile	✓	✓	✓	✓
Invest	Watchlist	50	100	500	1000
	Screener	✓	✓	✓	✓
Overview	Quote	✓	✓	✓	✓
	Company Info	✓	✓	✓	✓
	Key Ratios	✓	✓	✓	✓
	Stock News	✓	✓	✓	✓
	Exchanges		1 (Except US)	5	ALL
	Key Developments		✓	✓	✓
Financial	Income		✓	✓	✓
	Balance		✓	✓	✓
	Cashflow		✓	✓	✓
	Key Ratios		✓	✓	✓
Stock Analysis	WP Rating		✓	✓	✓
	Star Chart		✓	✓	✓
	IV Line		✓	✓	✓
8VIC Grads	VICConnect	✓	✓	✓	✓
	PIECE RISK Calculator	✓	✓	✓	✓

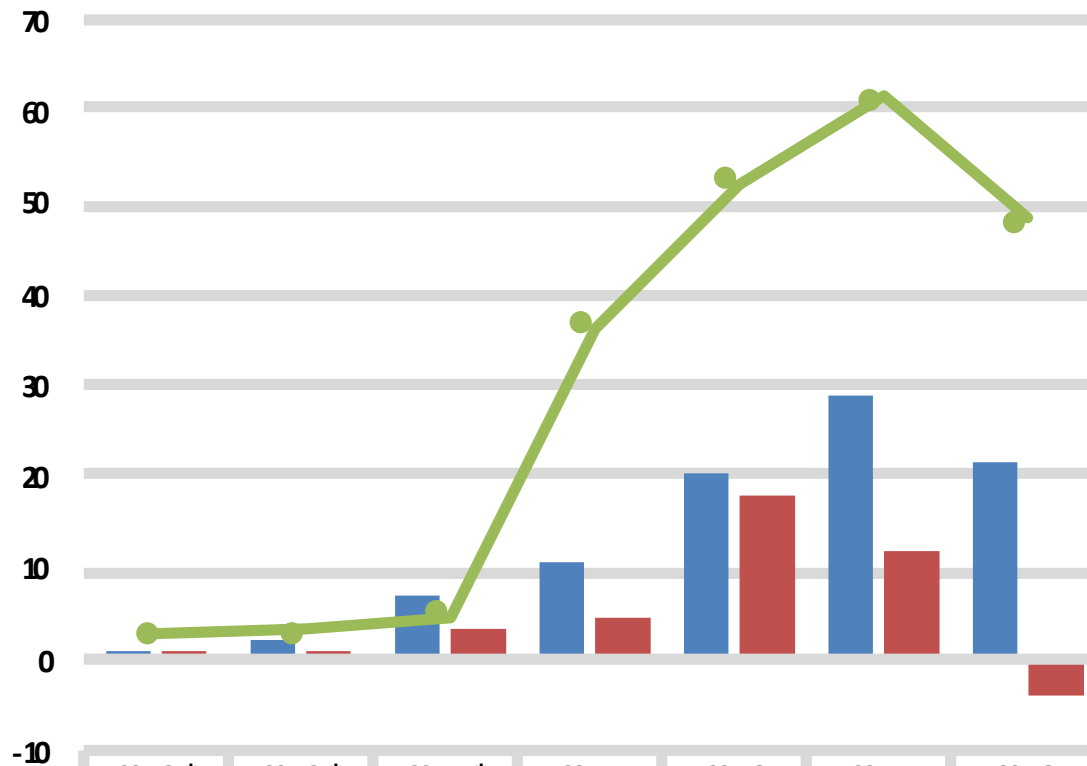


Our Financials



Strong Balance Sheet

Historical Revenue & Net Profit/(Loss) (S\$'Million)



	2012 *	2013 *	2014 *	2015	2016	2017	2018
Revenue & Investment Income	1.4	2.4	7.1	10.7	20.6	28.9	21.5
Net Profit/(Loss)	0.1	0.7	3.2	5	17.6	11.5	-4.4
Net Assets	2.8	3.2	4.8	36.5	52.4	61.7	48

* Notional Actual



Strategies For FY2019 and Beyond



Strategies for FY2019 and beyond



- Our focus for FY2019 and beyond (next 3 years)
 - Corporate Strategy:
 - Building the business and ecosystem for scalability
 - Focus on growing recurring cashflow

Strategies for FY2019 and beyond



Financial Education:

- Focused growth markets for Education (8VIC)
- 8IH China expansion to major cities

Financial Asset Management:

- Build up on value of investees
 - Continued support and advisory towards existing investees
 - Focus on investment opportunities within our core competencies – Education & Financial Technology
- Restructure portfolio, Diversify risk, Grow AUM
 - Balancing and reallocation of portfolio to reduce concentration risk
 - Multi-counsellor approach to reduce key man risk and instill ownership amongst investment managers
 - Improvement in overall performance of the portfolio and to grow AUM

Strategies for FY2019 and beyond



Financial Technology:

- Advanced development of WealthPark
- Potential:
 - Complementary & ancillary services
 - Digital Wealth management, Robo-advisory

“Integrity is the essence of creating
Successful teams”
-Robins & Co



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Summary



Summary



	FY2018	FY2019 and beyond
Corporate level	<ul style="list-style-type: none"> • Strategic business model refinement • Reduced key-man risk • Optimise efficiency • Strategic investments in complementary businesses 	<ul style="list-style-type: none"> • Expand ecosystem through partnership & acquisitions
<u>Segmental</u>		
Financial Education	<ul style="list-style-type: none"> • Geographical expansion into overseas markets • Introduction of new courses • Substantial growth in 8IH China 	<ul style="list-style-type: none"> • Focus on growth markets for 8VIC • 8IH China expansion into major cities
Financial Asset Management	<ul style="list-style-type: none"> • Balancing of HCF portfolio • Multi-counsellor approach • Continued support to investees • Focus on core competencies 	<ul style="list-style-type: none"> • Build up on value of investees • Restructure portfolio, Diversify risk, Grow AUM
Financial Technology	<ul style="list-style-type: none"> • Development of WealthPark • Soft launch of WealthPark 	<ul style="list-style-type: none"> • Advanced development of WealthPark • Potential: <ul style="list-style-type: none"> - Complementary & ancillary services - Digital Wealth management, Robo-advisory

“Integrity is the essence of creating
Successful teams”
-Bob Prosen



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Q&A



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Thank You

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-Robins & Co



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Thank You

