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Y Ventures Group reports 47% Y-O-Y revenue growth to US\$7.3 million in 1H FY2017

- Gross profit increased 54.8% to US\$2.98 million in 1H FY2017 compared to US\$1.92 million in 1H FY2016
- Healthy gross profit margin of 40.8% in 1H FY2017
- Excluding one-off IPO expenses related to its recent listing on the SGX-ST, the Group would have recorded a profit before tax of US\$0.57 million for 1H FY2017, an increase of 13.6% from US\$0.50 million in 1H FY2016
- Announcement of joint venture with Italian brand Toscano to create a private label for men's leather accessories from Singapore lays momentum for the Group's pipeline of developments

SINGAPORE, 14 AUGUST 2017 – Y Ventures Group Ltd. ("Y Ventures Group", the "Company" or together with its subsidiaries, the "Group"), a Singapore-founded data analytics driven e-commerce retailer and distributor, today announced its first set of results since its listing on the Singapore Exchange ("SGX-ST") on 11 July 2017.

The Group reported a 47.1% year-on-year ("Y-O-Y") increase in revenue in the six months ended 30 June 2017 ("1H FY2017") to US\$7.30 million, mainly attributed to increased sales of goods on online marketplaces. Gross profit was US\$2.98 million in 1H FY2017, an increase of 54.8% from US\$1.92 million in the corresponding period a year ago ("1H FY2016").

During 1H FY2017, the Group incurred one-off IPO expenses of US\$701,037 in relation to its July 2017 listing on the SGX-ST. As a result, the Group reported a loss before tax of US\$0.13 million in 1H FY2017. Excluding the one-off IPO expenses, the Group would have recorded a profit before tax of US\$0.57 million in 1H FY2017, an increase of 13.6% from US\$0.50 million in 1H FY2016.

The Group closed 1H FY2017 in a strong position with cash and bank balances of US\$1.27 million, an increase of 35.2% from US\$0.94 million at the end of the financial year ended 31 December 2016 ("FY2016"). Net cash flow generated from operating activities remained healthy at approximately US\$1.0 million in 1H FY2017.

Mr. Alex Low, Chief Executive Officer and Executive Director of Y Ventures Group, commented: "We are pleased to update our shareholders that the Group continues to make good progress on the operational and business front. We continue to grow our topline and generate healthy gross profit margins of approximately 40.8%. If not for a one-time IPO expense, the Group would have reported a year-on-year increase of 13.6% in profit before tax in 1H FY2017."

Y Ventures Group had also announced¹ today that it has entered into an agreement to establish a joint venture (“JV”) with Toscano Pte. Ltd. (“Toscano”) for the marketing, distribution and online retail of men’s leather accessories under an online-only private label line, Faire Leather Co. (www.faireleather.co). The JV marks the first time the Group is expanding the use of its proprietary data analytics to develop private labels with a brand partner. Faire Leather Co. will manufacture for sale quality luxury men’s leather products at a value driven price point, including padfolios, card cases, briefcases, backpacks and small leather goods.

Commenting on the Group’s outlook, Mr. Low said, “With Amazon’s entry into Singapore, we anticipate greater competition among the online marketplaces here as well as across the region since the reach of e-commerce is borderless. This spells positive for us, as more brands would look to e-commerce as a retail channel, allowing us to capture a wider range of consumers. Underpinned by the growth of e-commerce in Southeast Asia, our data analytics capabilities will become increasingly valuable for brands as competition for the online dollar becomes more intense. As we work on continuously enhancing our data analytics capabilities, we also look towards expanding our presence and widening our product range with our quality private labels and reputable third party products.”

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This press release has been prepared by the Company and its contents have been reviewed by the Company’s sponsor (“**Sponsor**”), RHT Capital Pte. Ltd. for compliance with the relevant rules of the SGX-ST. The Sponsor has not independently verified the contents of this press release.

This press release has not been examined or approved by the SGX-ST and the SGX-ST assumes no responsibility for the contents of this press release, including the correctness of any of the statements or opinions made, or reports contained in this press release.

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About Y Ventures Group Ltd.

Y Ventures Group is a Singapore-founded data analytics driven e-commerce company with a presence on various online marketplaces in multiple countries.

As an e-commerce retailer and distributor, the Group drives sales for third party brands and its private label “JustNile” on online marketplaces such as Amazon, eBay, Qoo10, Lazada and Tokopedia with insights that it derives from its proprietary data analytics capabilities. The Group’s business model leverages on these proprietary information for the procurement, distribution, marketing and sale of products in multiple countries across different online marketplaces.

Capitalising on its data analytics capabilities, Y Ventures Group enhances its sales results and cost efficiency by employing its data analytics capabilities of analysing demand trends, pricing intelligence, consumer sentiment and market competition to make informed business decisions. The Company also conducts market research through virtual focus groups to tease out qualitative insights on consumers’ preferences on features and specifications which is valuable for improvement of merchandises.

¹ Please refer to announcement “Y Ventures Group ties up with luxury leather brand Tocco Toscano to create an online-only private label from Singapore”, 14 August 2017

Furthermore, the Group's established reputation on the various online marketplaces, coupled with its data analytics capabilities, offers third party brands a channel to strengthen sales and brand recognition without having to establish or maintain their own e-commerce infrastructure and multiple seller accounts on different online marketplaces in multiple countries.

Listed on the SGX-ST on 11 July 2017, Y Ventures Group is a fast-growing and profitable company that seeks to become a leading e-commerce company, using actionable data insights to sell across online marketplaces globally.

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