



# Y Ventures Group

1H FY2017

Investor Presentation

14 August 2017



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The information in this presentation is substantially based on information found in the Company’s unaudited financial statements announcement for the six months ended 30 June 2017 as announced on 14 August 2017, and should be read in conjunction with the said announcement.

# Contents

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- 1. About Y Ventures Group**
- 2. 1H FY2017 Financial Highlights**
- 3. 1H FY2017 Business Updates**



# About Y Ventures Group



## About Y Ventures Group

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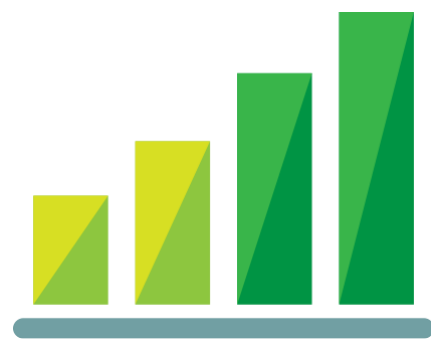
- Founded in 2003
- Listed on the SGX-ST on 11 July 2017
- Y Ventures Group is a **Singapore-founded, data analytics driven e-commerce retailer and distributor** with presence on more than 20 online marketplaces in different countries
- As an e-commerce retailer and distributor, the Group drives sales 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.
- 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 Group also conducts analysis of consumers’ sentiments and market research through virtual focus groups to better understand buying decisions and identify opportunities that help improve product sales

## Y Ventures Group at a glance

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Y Ventures Group is one of the few leading homegrown SMEs in the e-commerce space that is profitable and has a proven track record

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### Data Driven Business

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Highly scalable business model underpinned by strong data analytics framework



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### Global Presence

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Strong presence in the largest online marketplaces in the world, with plans for steady expansion



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### Thousands of Products

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Manages and distributes globally thousands of unique products through tens of thousands of product listings



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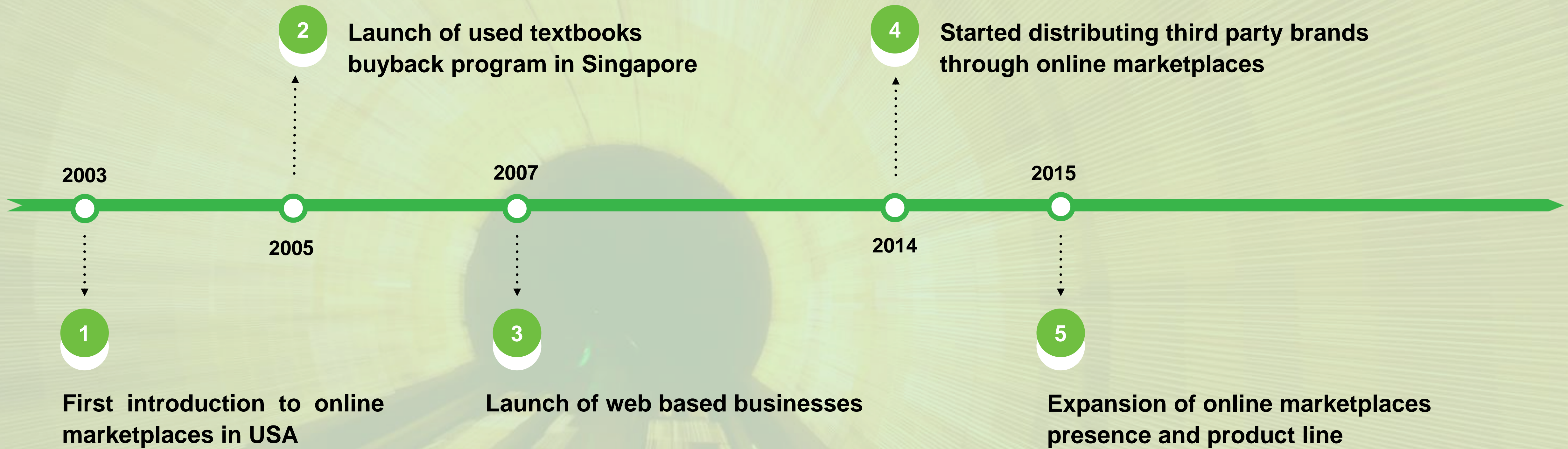
### Robust Financials

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Profitable and sustainable business with strong cash flow

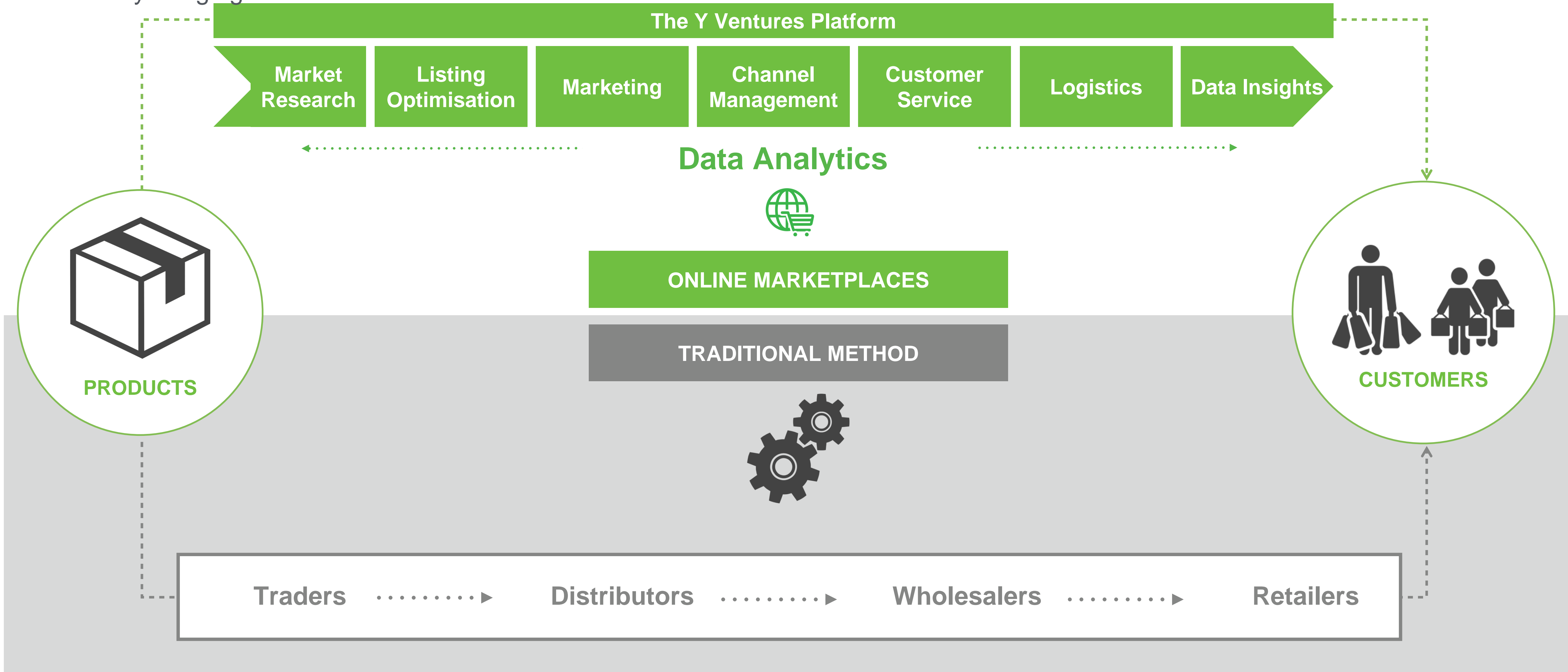
# Timeline

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# Business Model: Value Proposition

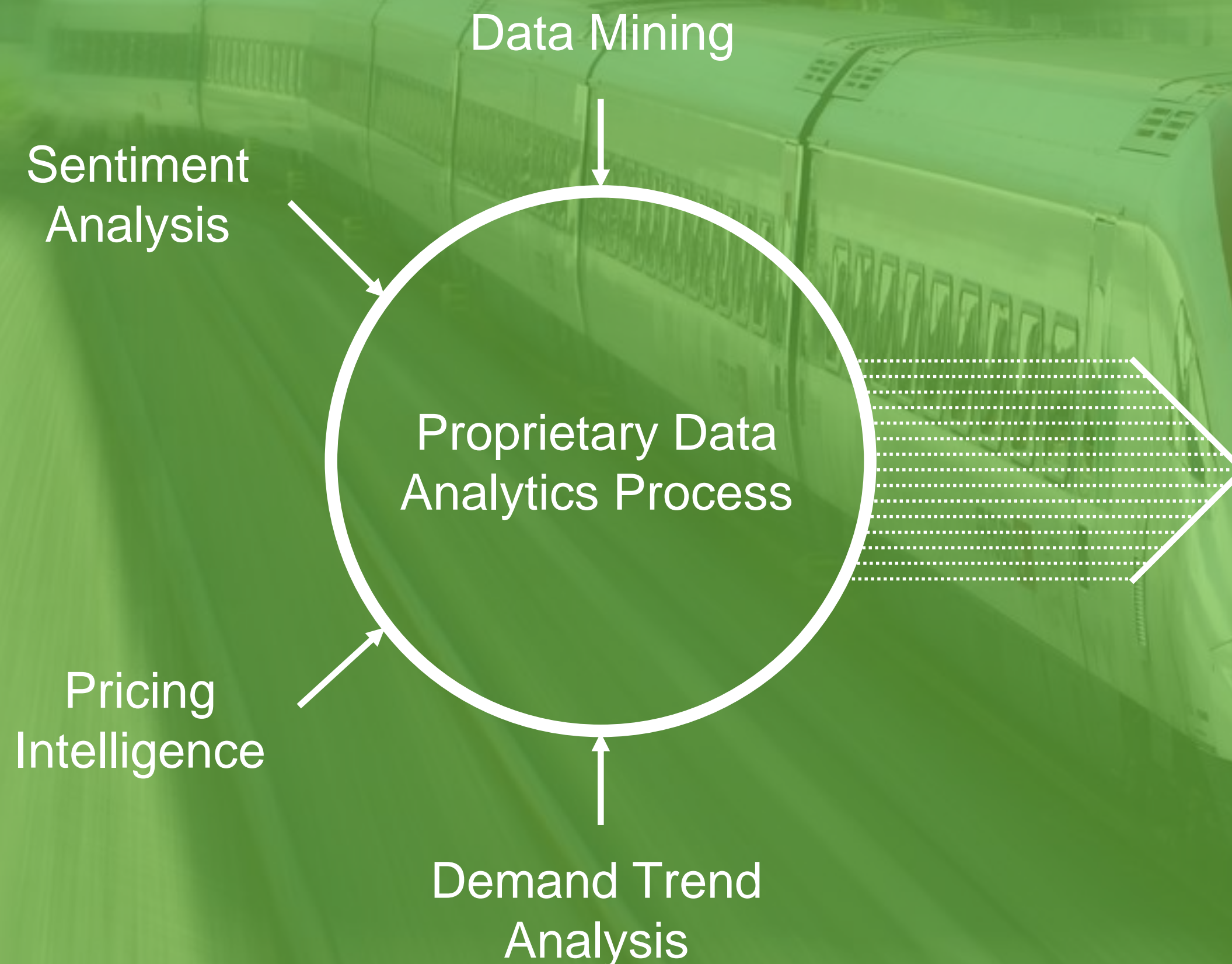
Incorporating proprietary data analytics capabilities into traditional distribution model to sell effectively in the new digital market by successfully bridging inefficiencies within the current distribution chains





## Proprietary Data Analytics Process

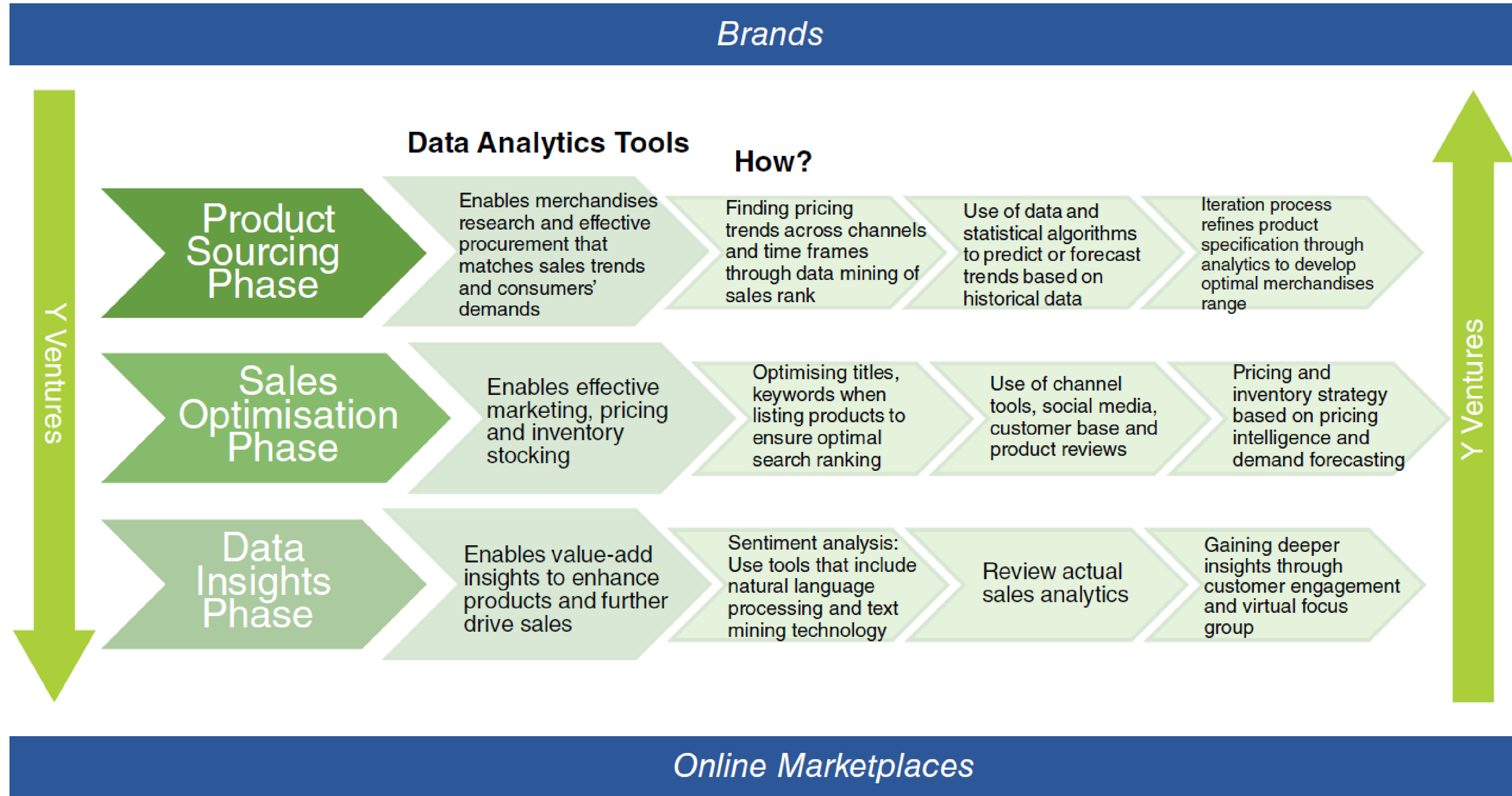
Our robust integrated Data Analytics Process utilises latest data mining techniques and cutting edge analytical tools to power our digital retail and distribution business



Using actionable data insights to sell efficiently and effectively across online marketplaces globally

- Ability to better analyse trends, consumer demand, optimise prices and maximise sales
- Strong competitive advantage as an online marketplace distributor, with a proprietary database and technology

# Proprietary Data Analytics Process



## Our Vision

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To become a leading e-commerce company, using actionable data insights to sell across online marketplaces globally

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## Management Team

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In 2003, brothers Adam Low and Alex Low began their e-commerce journey by selling used education materials in the USA. From then, the Low brothers singlehandedly grew the venture to achieve an annual turnover of USD 12.1m<sup>1</sup> in 2016.

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### Adam Low

Executive Chairman & Managing Director

Adam is responsible for overseeing the logistics arm of Y Ventures, focusing on waste management, sourcing and procurement, and freight forwarding. Adam is also a committee board member at the Kembangan-Chai Chee Senior Activity Centre.

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#### Background

Adam spent 6 years with the Singapore Armed Forces. His experience during this time includes being a liaison officer with DSTA. He graduated with a Diploma in Electronics Engineering from Temasek Polytechnic in 1999.

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### Alex Low

Executive Director & Chief Executive Officer

Alex is responsible for the overall day to day management of Y Ventures including business strategy, online marketplace channel expansion, online sales and technology development. He has 14 years of experience in the e-commerce market starting from 2003 when he first sold second-hand books online. He grew Y Ventures from a start-up to an e-commerce enterprise selling 5,500 active merchandises across more than 20 major online marketplaces today.

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#### Background

Alex graduated from the University of Washington in 2004 with a B.S.c, majoring in Applied and Computational Math. He received his MBA from Peking University in 2010.

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### Chin Ngai Sung

Chief Financial Officer

Ngai Sung is primarily responsible for all finance activities and accounting operations, reviewing legal documents, liaising with external lawyers and providing financial strategic planning, budgeting and forecasting. Ngai Sung has over 19 years of accumulated experience in audit and finance.

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#### Background

Ngai Sung received a Masters in Accounting from Curtin University of Technology (AUS) in 2006. He is a Chartered Accountant of the ISCA and Accredited Tax Practitioner with SIATP.

(1) FY2016 financials

An abstract graphic composed of numerous thin, green, curved lines that form a complex, interconnected network. The lines are more densely packed in certain areas, creating a sense of depth and movement. The overall shape is roughly horizontal and spans most of the width of the slide.

# **1H FY2017 Financial Highlights**



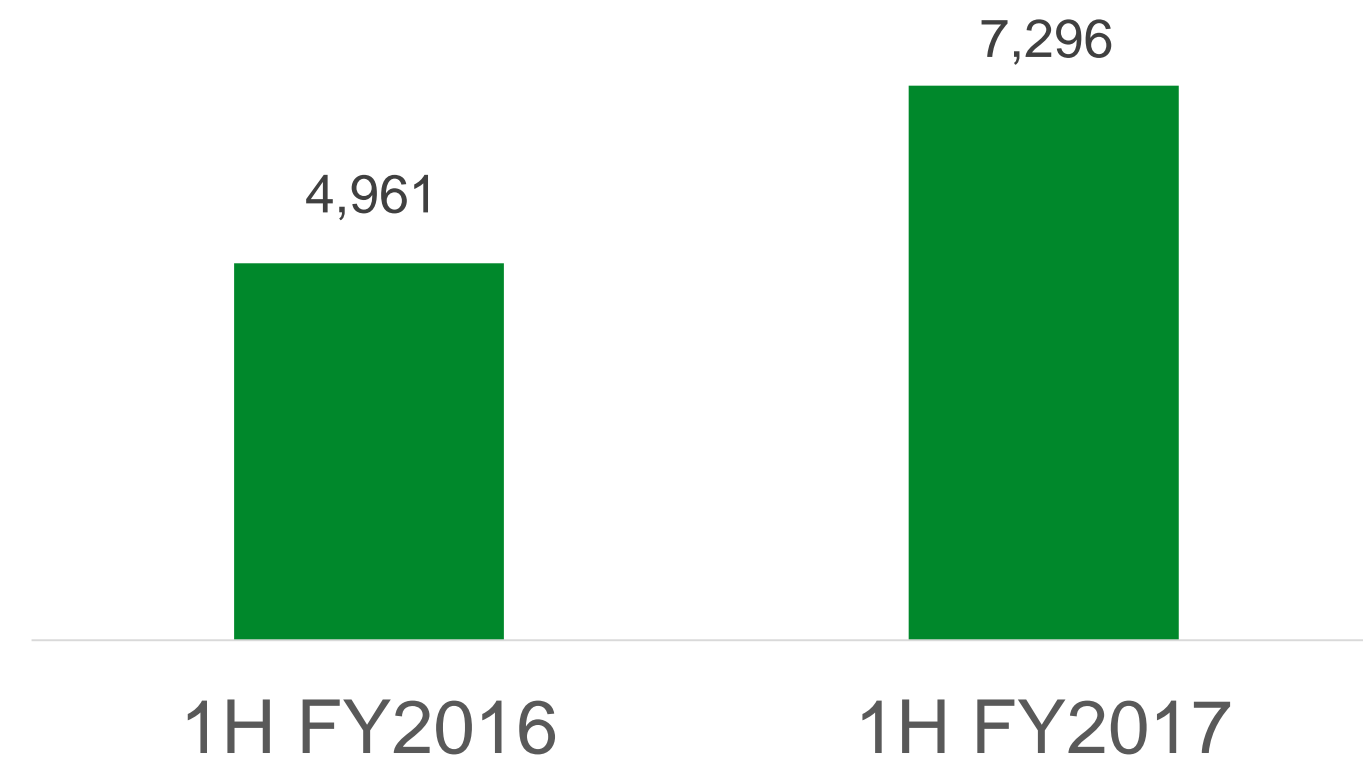
## Financial Highlights: Income

For the period ended (All figures stated in US\$'000 unless otherwise stated)	1H FY2017	1H FY2016
<b>Revenue</b>	<b>7,295.9</b>	<b>4,960.9</b>
<b>Gross profit</b>	<b>2,977.9</b>	<b>1,923.4</b>
<i>Gross profit margin (%)</i>	<i>40.8</i>	<i>38.8</i>
<b>EBITDA<sup>1</sup></b>	<b>(89.6)</b>	<b>503.2</b>
<i>EBITDA margin (%)</i>	<i>n.m</i>	<i>10.1</i>
<b>NPAT<sup>1</sup> attributable to equity holders of the company</b>	<b>(162.1)</b>	<b>374.5</b>
<i>NPAT margin (%)</i>	<i>n.m</i>	<i>7.6</i>

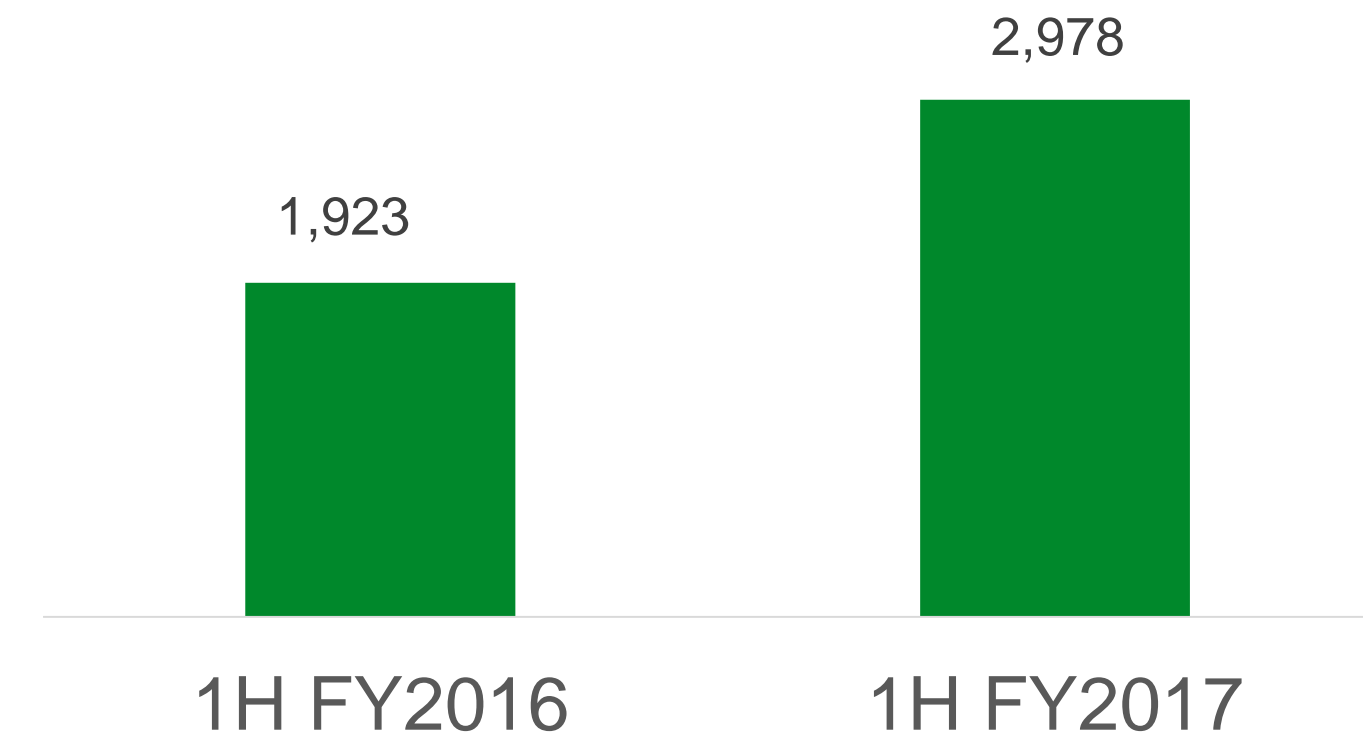
<sup>1</sup>The Group recorded a loss before tax for 1H FY2017 due to the IPO expenses of US\$701,037 incurred. Without taking into account the IPO expenses, the Group would have recorded a profit before tax of US\$571,805 for 1H FY2017.

## Financial Highlights: Income

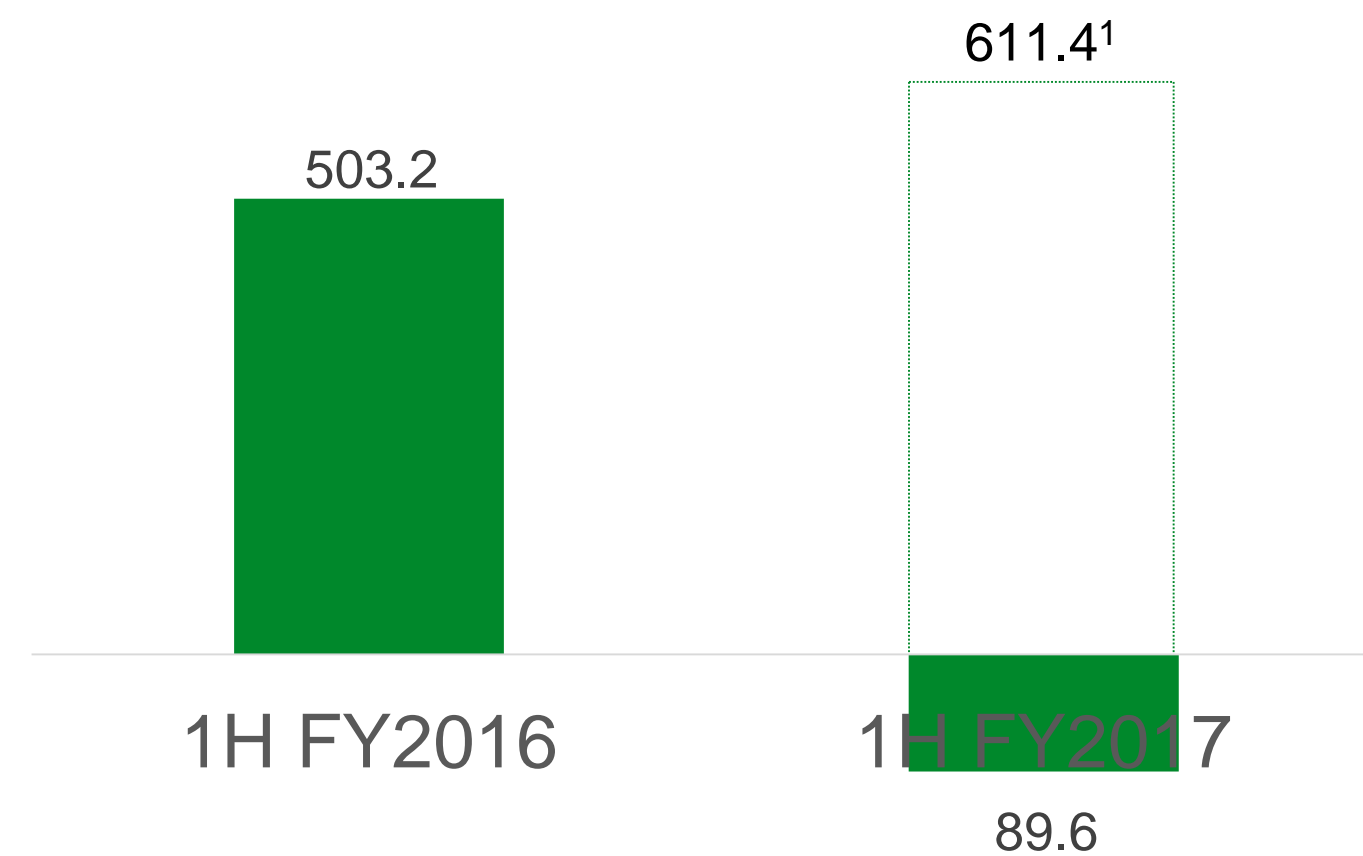
Revenue (US\$'000)



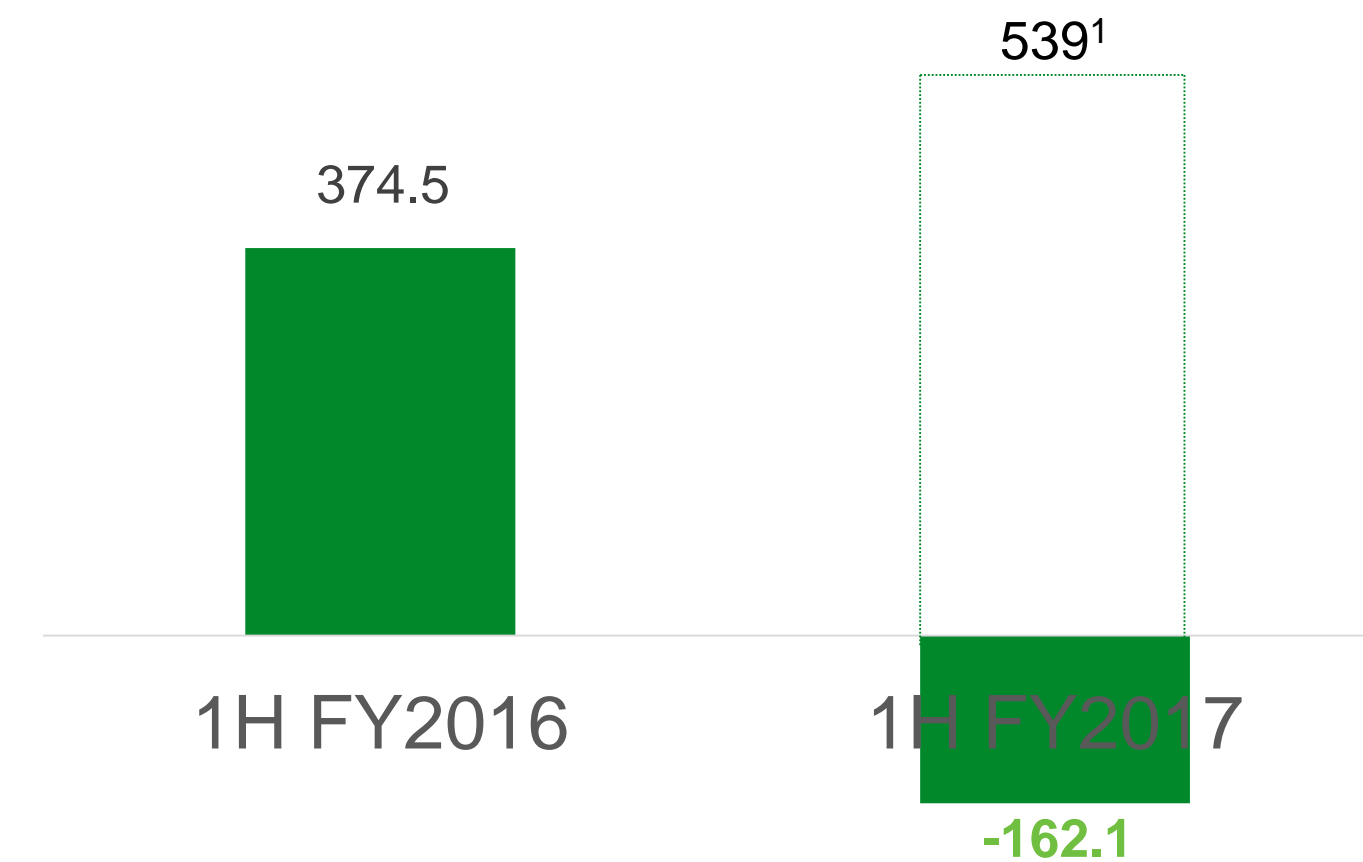
Gross Profit (US\$'000)



EBITDA (US\$'000)



NPAT attributable to equity holders of the company (US\$'000)



<sup>1</sup>The Group recorded a loss before tax for 1H FY2017 due to the IPO expenses of US\$701,037 incurred. Without taking into account the IPO expenses, the Group would have recorded a profit before tax of US\$571,805 for 1H FY2017.

## Financial Highlights: Cash Flows

For the period ended (All figures stated in US\$'000 unless otherwise stated)	1H FY2017	1H FY2016
Net cash from operating activities	956	153.9
Net cash used in investing activities	(4.8)	(46.7)
Net cash (used in) financing activities	(627.3)	(31.0)
<b>Net increase in cash and cash equivalents</b>	<b>323.9</b>	<b>76.2</b>
Cash and cash equivalents at the beginning of the financial year	937.5	732.7
Effect if exchange rate changes	5.9	1.6
<b>Cash and cash equivalents at the end of the financial year</b>	<b>1,267.3</b>	<b>810.5</b>



# Financial Highlights: Financial Position

For the period ended (All figures stated in US\$'000 unless otherwise stated)	1H FY2017	FY2016
<b>Non-current assets</b>		
Property, plant and equipment	1,559.5	1,524.6
<b>Current assets</b>		
Inventories	1,622.1	2,631.7
Trade and other receivables	476.7	819.5
Cash and bank balances	1,267.3	937.5
<b>Total assets</b>	<b>4,925.6</b>	<b>5,913.3</b>
<b>Non-current liabilities</b>		
Borrowing	914.8	939.2
Deferred tax liabilities	15.9	15.9
<b>Current liabilities</b>		
Trade and other payables	1,698.5	1,609.1
Amounts due to directors (non-trade)	-	307.8
Tax payable	386.7	406.9
Borrowing	32.2	25.3
<b>Total liabilities</b>	<b>3,048.1</b>	<b>3,304.2</b>
<b>Net assets</b>	<b>1,877.5</b>	<b>2,609.1</b>
<b>Equity</b>		
Share capital	2,542.2	307.9
Currency translation reserve	(28.4)	(24.2)
Merger reserve <sup>1</sup>	(2,234.2)	-
Retained earnings <sup>2</sup>	1,316.3	2,078.4
<b>Equity attributable to equity holders of the company</b>	<b>1,595.90</b>	<b>2,362.1</b>
<b>Non-controlling interest</b>	<b>281.6</b>	<b>247</b>
<b>Total equity</b>	<b>1,877.5</b>	<b>2,609.1</b>

<sup>1</sup>The merger reserve represents the difference between consideration transferred to the Company and net assets of the Group acquired by the Company after the Restructuring Exercise

<sup>2</sup>The accumulated losses of the Company resulted from the IPO expenses incurred



**1H FY2017**  
**Business Updates**



## Recent developments

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### **JV with Toscano Pte Ltd**

- Announced on 14 August 2017 that Y Ventures Group 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](http://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 - this includes padfolios, card cases, briefcases, backpacks and small leather goods.
- Y Ventures Group will help steer the direction and operations of the JV company, Faire Pte Ltd., by providing core actionable data insights through its analysis of demand trends, pricing intelligence, consumer sentiment and market competition, culled from its proprietary data analytics software. In addition, Y Ventures Group will be coordinating the necessary online distribution and fulfilment of products.
- Toscano will be responsible for the design, branding, procurement of raw materials and production.



**Thank You**

