



GOODWILL ENTERTAINMENT HOLDING LIMITED
(Incorporated in Republic of Singapore)
(Company Registration Number: 201633838K)

IMMEDIATE RELEASE

Goodwill Entertainment's Growth Trajectory Powers On

- After adjusting for one-time IPO and related expenses, the net profit¹ stands at S\$6.71 million, reflecting a 107.1% increase compared to FY2023.
- Revenue grows by 121.4% y-o-y to S\$52.99 million as the Group continues its expansion.
- 2HFY2024 profit before tax margin at 10.2% compared to 8.3% in 2HFY2023.
- Proposes final cash dividend of 0.75 Singapore cents per share.

Singapore, February 27, 2025 – Goodwill Entertainment Holding Limited (SGX: GEH) (“Goodwill”, the “Company”, or together with its subsidiaries, the “Group”), an operator of multi-entertainment concepts comprising a network of family-friendly facilities with F&B concepts, performance halls and dance clubs, is pleased to announce its financial results for the 6 months and 12 months ended 31 December 2024 (“2H2024” and “FY2024” respectively).

FY2024 Financial Highlights

<i>In S\$ million</i>	2H2024	2H2023	% change	FY2024	FY2023	% change
Revenue	29.72	13.24	124.4%	52.99	23.93	121%
Profit After Tax	3.05	1.10	176.9%	5.56	3.24	72%
<i>Profit After Tax Margin (%)</i>	10.3%	8.3%	-	10.5%	13.5%	-
Adjusted Net Profit ¹	3.94	1.41	179.4%	6.71	3.55	89%
<i>Adjusted Net Profit Margin (%)¹</i>	13.3%	10.6%	-	12.7%	14.8%	-
Net profit attributable to owners of the Company	2.29	0.96	-	4.41	2.90	-
<i>Net profit attributable to owners of the Company margin (%)</i>	7.70%	7.3%	-	8.3%	12.1%	-
Basic & Diluted EPS (Cents)	0.62	0.42	47.6%	1.22	1.32	(7.6%)
<i>In S\$ million</i>	FY2024					
Proposed Dividend per share (Singapore cents) ²	0.75					

¹ Adjusted by excluding the one-off IPO and related listing expenses of S\$0.89 million and S\$1.15 million for both 2H2024 and FY2024 (2H2023 : S\$0.31million and FY2023 : S\$0.31 million)

² Subject to shareholders' approval at the forthcoming annual general meeting of the Company

Revenue Growth Driven by New Liveshow Segment, F&B and Karaoke

Revenue of S\$29.72 million and S\$52.99 million for both 2H2024 and FY2024 respectively was higher than the previous corresponding periods – up by S\$16.48 million (124.4%) for 2HY2024 and S\$29.06 million (121.4%) for FY2024. The Group saw growth across all segments, with key contributions coming from the new Live show segment that commenced in FY2024, and F&B and Manufacturing, which started in 2H2024. The Karaoke segment also added to the revenue momentum, increasing by S\$4.37 million in FY2024, driven by full-year contributions of all existing outlets in FY2024 compared to FY2023, where some outlets operated for less than 12 months.

Profit After Tax and Net Profit² Attributed to Owners Increase in 2H2024 and FY2024

2H2024 profit after tax and net profit attributable to owners² grew 176.9% and 138.8% to S\$3.05 million and S\$2.29 million respectively y-o-y, while FY2024 profit after tax and net profit attributed to owners² saw an expansion of 71.6% and 51.8% to S\$5.56 million and S\$4.41 million respectively. In FY2024, while staff costs grew roughly in line with revenue growth, other costs such as purchases, other operating and lease expenses, amongst other changes, led to a lower growth rate in profit before tax as compared to the revenue growth. Income tax expense which increased 212.0% in FY2024 and outpaced the growth in profit after tax, was primarily driven by higher chargeable income resulting from the increased profitability of the period and an increase in provision for deferred tax liabilities. This resulted in the slower expansion of adjusted profit attributed to owners² as compared to profit after tax.

Additionally, after adding back the one-time IPO and related expenses amounted to S\$1.15 million, the profit after tax for the Group would be S\$6.71 million.

0.75 Singapore Cents in Dividends Per Share Proposed for FY2024

A generous final dividend of 0.75 Singapore cents per share has been proposed, pending shareholders' approval at the upcoming annual general meeting.

² Adjusted by removing Fair value loss on derivative financial instrument and Forex translation difference on consolidation

Proposed JV Company in Malaysia Marks First Move Beyond Singapore

On 17 February 2025, the Group announced a proposed investment to establish a joint venture (“**JV**”) company in Malaysia through its subsidiary, Have Fun Lite Pte. Ltd. (“**HF Lite**”). This JV aims to expand the Group’s operations into Malaysia’s entertainment and F&B sectors. HF Lite will own 70% of the JV company, while its partner, HF Entertainment Sdn. Bhd. (“**HFE**”), will own the remaining 30%. This move aligns with the Group’s expansion strategy in Southeast Asia, leveraging HFE’s local expertise in entertainment and F&B. The JV aims to diversify revenue streams and enhance long-term business sustainability. The investment (totalling approximately S\$4.23 million for HF Lite’s 70% stake) will be funded internally and is not expected to materially affect the Group’s net tangible assets or earnings per share.

Business Outlook

Singapore’s nightlife entertainment scene, encompassing family KTV, live performances, and the food and beverage sector, is continuously transforming in response to changing consumer tastes, economic fluctuations, and regulatory updates. Although the industry has demonstrated robustness following the pandemic, various challenges and prospects will influence its competitive dynamics in the months ahead.

Changing Consumer Behaviour: There has been a noticeable downturn in participation in weekday nightlife, partly attributed to the proliferation of remote work and elevated transport costs. Increasingly, consumers are seeking out entertainment that offers unique experiences, with a rising demand for captivating live performances and upscale KTV nights.

Challenges in the F&B and Entertainment Sectors: Rising rental costs, a shortage of labour, and stiff competition continue to plague the F&B sector, causing many businesses to shut down. Meanwhile, the live entertainment and KTV industries face hurdles in attracting and retaining talent, especially as they contend with a competitive labour market, increased wages, and tighter restrictions on hiring foreign workers.

Regulatory and Cost Pressures: The strict licensing requirements for entertainment venues continue to be a hurdle, impacting both operating hours and the introduction of new services. The industry also grapples with rising costs, particularly in terms of utilities, lease renewals, staff wages, and compliance with safety and entertainment laws.

Looking ahead, the Group aims to boost operational efficiency to counteract increasing costs. Strategies include negotiating leases strategically, optimising workforce management, and leveraging technology to improve customer experiences. To meet the growing demand for personalised and high-quality entertainment, the Group may prioritise premium KTV services, exclusive live shows, and enhanced food and beverage services as a market differentiator.

As mentioned above, the Group had on 17 February 2025 entered into a subscription and shareholders' agreement with a group of JV partners to expand into Malaysia to establish its first overseas outlet. The Malaysian nightlife and F&B market presents growth opportunities, but factors such as local licensing requirements, competition, and consumer behaviour differences will need to be carefully assessed.

Although the Singapore nightlife entertainment sector continues to grapple with challenges, the Group is strategically positioned to tackle these issues by enhancing operational efficiency, differentiating services, and exploring potential market expansion in the region. Staying attuned to industry trends and capitalising on strategic growth opportunities will be crucial for the Group to maintain its competitive advantage in the upcoming year.

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About Goodwill Entertainment Holding Limited

Goodwill Entertainment was established in Singapore in 2016. It operates multi-entertainment concepts and is known for its dynamic range of offerings under the brands “HaveFun Family Karaoke”, “FATEbyhavefun” and “HaveFun LiveShow”. With roots in family-friendly karaoke, the Group has evolved to include a network of 11 karaoke outlets, the flagship “FATEbyhavefun” dance club at Cineleisure Orchard, and its innovative “HaveFun Live Show” in Bugis+ – a live entertainment house with choreographed performances and live DJ acts, which deliver a cinematic and immersive concert-like experience.

Goodwill Entertainment's venues cater to a broad demographic, offering diverse entertainment options across languages and genres, complete with unique F&B and interactive experiences. Known for quality sound and visual setups, as well as themed events, Goodwill Entertainment continues to reshape Singapore's entertainment landscape, providing a versatile blend of social, family, and nightlife experiences.

For more information about Goodwill Entertainment, please visit: <https://goodwillsg.com/>

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