



**FOR IMMEDIATE RELEASE**

**NEWS RELEASE**

**ZICO Holdings Inc. Results: Achieves RM5.8 Million Net Profit For FY2018 On Record Revenue of RM90.1 Million**

- *Record revenue driven by core ATS segment which grew 19.3% year on year*
- *The Group recognised five months' contribution from 50%-owned JV, acquired last year to handle immigration services; ZICO will recognise full 12 months' contribution in FY2019*

**Singapore, 28 February 2019 – ZICO Holdings Inc.** ("ZICO" and together with its subsidiaries and associated companies, the "Group") announced today a net profit attributable to shareholders ("NPAT") of RM5.8 million for the financial year ended 31 December 2018 ("FY2018"), lifted by 10.0% increase in revenue of RM90.1 million.

The ASEAN-focused multidisciplinary professional services provider listed on the Catalist board of the Singapore Exchange said that the FY2018 revenue growth was driven by contributions of its core Advisory and Transactional Services ("ATS") segment which expanded 19.3% compared to the financial year ended 31 December 2017 ("FY2017").

The ATS segment includes corporate finance advisory services under ZICO Capital Pte. Ltd. ("ZICAP SG") in Singapore and ZICO Capital Sdn. Bhd. in Malaysia, trust services under ZICO Trust (S) Ltd., asset management services under ZICO Asset Management Pte. Ltd. and newly-acquired businesses. This segment recorded additional revenue contributions from ZICOlaw Thailand Limited which was acquired in FY2018.

The Group's FY2018 performance was lifted by five months' contribution from Fragomen (Malaysia) Sdn. Bhd., a joint venture with Fragomen Global Immigration Services LLC., the global leader in specialised immigration services. For FY2019, ZICO will recognise the full 12 months of financial contribution from the joint venture.

The Group maintained a profit before tax (RM8.5 million for FY2018 compared to RM8.3 million for FY2017) notwithstanding the adoption of a new accounting standard, which resulted in a non-cash charge of RM2.2 million. However, NPAT declined by 15.8% compared to RM6.9 million in FY2017 due to higher income tax.

The Group also recorded higher employee benefits expense of RM51.5 million, up 14.6% from RM45.0 million over the comparative periods due to the increase in headcount for the ATS teams arising from acquisition of new business and expansion of existing businesses.

Earnings per share on a fully diluted basis declined to 1.07 RM cents in FY2018 from 1.90 RM cents in FY2017. Net asset value per share as at 31 December 2018 increased to 38.29 RM cents compared to 37.17 RM cents a year ago. Cash and cash equivalents amounted to RM16.0 million as at 31 December 2018.

Commenting on the outlook, Mr. Chew Seng Kok, Managing Director of ZICO, said: "Our FY2018 performance underscores our continuing efforts to deepen our presence in the ASEAN region while



adding complementary and synergistic competencies in our quest to become the Go-To ASEAN Professional Services Firm.”

ZICAP SG expects to complete a third IPO on the Catalist Board of the Singapore Exchange in FY2019.

“ZICO continues to attract specialist professional services players who are drawn to our footprint and to the potential to scale up adjacent competencies across 10 countries. To further strengthen our suite of services across ASEAN, the Group, its subsidiaries and its associated companies will continue to explore strategic alliances, collaborations, and partnerships,” Mr Chew added.

**\*\*End of News Release\*\***

### **About ZICO Holdings Inc.**

ZICO, an integrated provider of multidisciplinary professional services focused on the ASEAN region, provides advisory and transactional services, management and support and licensing services. Through its multidisciplinary services, regional capabilities and local insights, ZICO enables its clients to capitalise on opportunities across Southeast Asia.

The Group currently operates two key business segments: (i) Advisory and Transactional Services (“ATS”); and (ii) management support services business & licensing services (“MSSL”).

Within the ATS, ZICO provides legal services, Shariah advisory, trust advisory, corporate services, consulting services, investor services, wealth management services, corporate finance advisory services and immigration services. ZICO provides legal services only to the extent permitted in the relevant jurisdictions. In other jurisdictions, ZICO cooperates with and supports independent and autonomous law firms who are members of the ZICOLaw Network, in compliance with local professional regulations. Presently, ZICO provides legal services in Myanmar, Lao PDR and Thailand.

For the MSSL segment, the Group provides regional management services and business support services to members of the ZICOLaw Network and certain entities within the Group.

ZICO also engages in the licensing of the “ZICO”, “ZICOLaw” and “ZICOLaw Trusted Business Advisor” trademarks to members of the ZICOLaw Network and certain entities within the Group.

ZICO has business operations in Indonesia, Lao PDR, Malaysia (including Labuan), Myanmar, Singapore and Thailand. The Group augments its existing regional presence with that of the ZICOLaw network to extend its reach to 10 out of 10 countries in Southeast Asia.

For more information, please visit <http://www.zicoholdings.com>.

### **For media queries, please contact**

#### ***WeR1 Consultants Pte Ltd (Singapore Investor Relations)***

*Ryan Del Agua, ryandelagua@wer1.net*

*Lai Kwok Kin, laikkin@wer1.net*