

DeClout Limited

Annual General Meeting

30 April 2018

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Agenda



1. Corporate Overview
2. Financial Performance
3. Corporate and Business Updates
4. Outlook

Corporate Overview

Who We Are

Global Builder of Next Generation Companies



1

IDENTIFY



We continuously identify the next wave of technology trends and create new growth platforms for the Group.

2

INCUBATE



We build and incubate businesses that are either aggregators, enablers or eco-system builders that disrupt the marketplace.

3

SCALE



Our ability to execute our vision and scale our businesses to be global or regional champions is what differentiates us from other players.

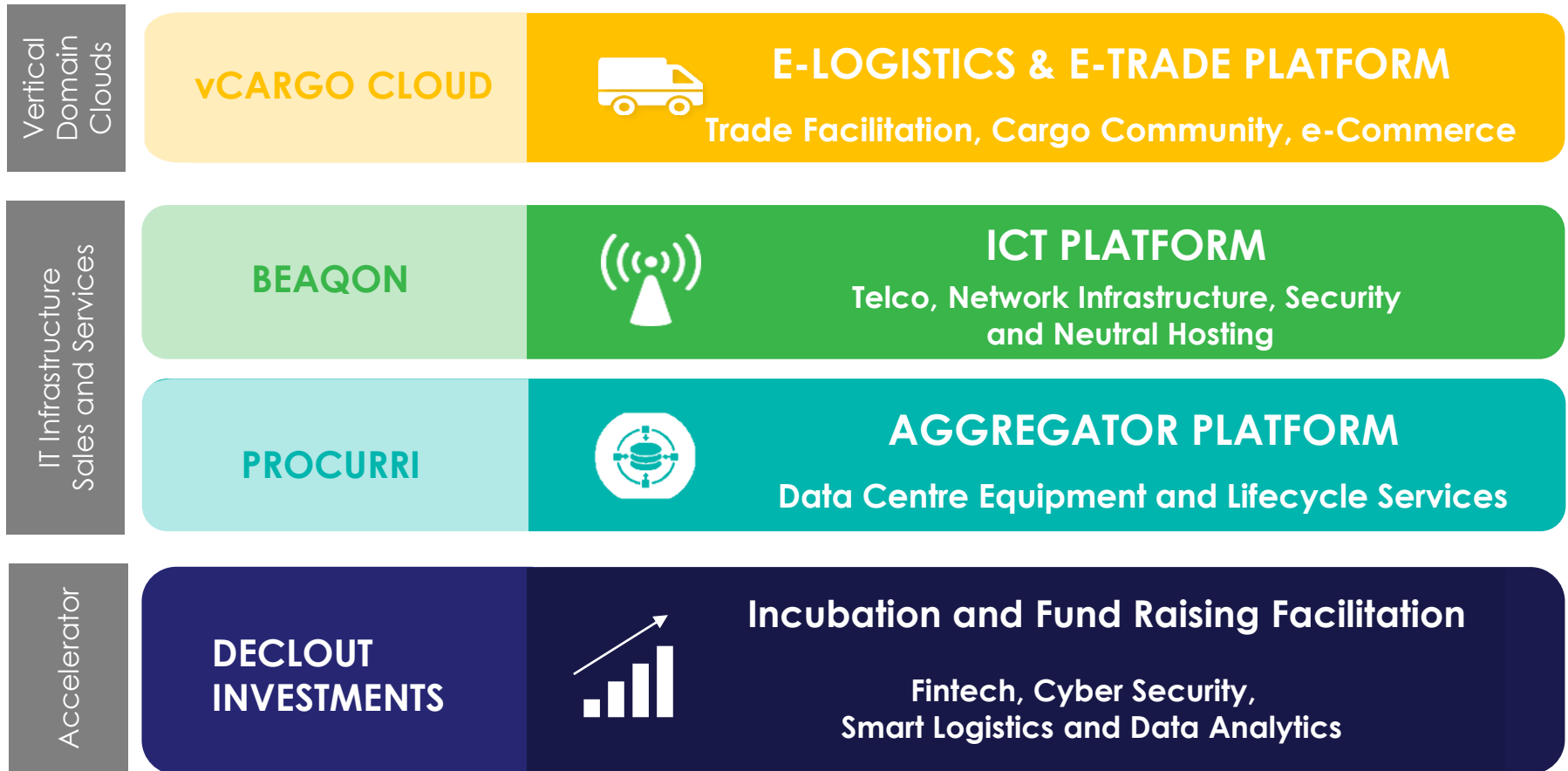
4

HARVEST



We aim to generate attractive returns to our shareholders.

Our Eco-System



FY2017 Financial Performance

FY2017 Financial Performance



\$S16.4m Net Loss Attributable to Owners of the Company due to :

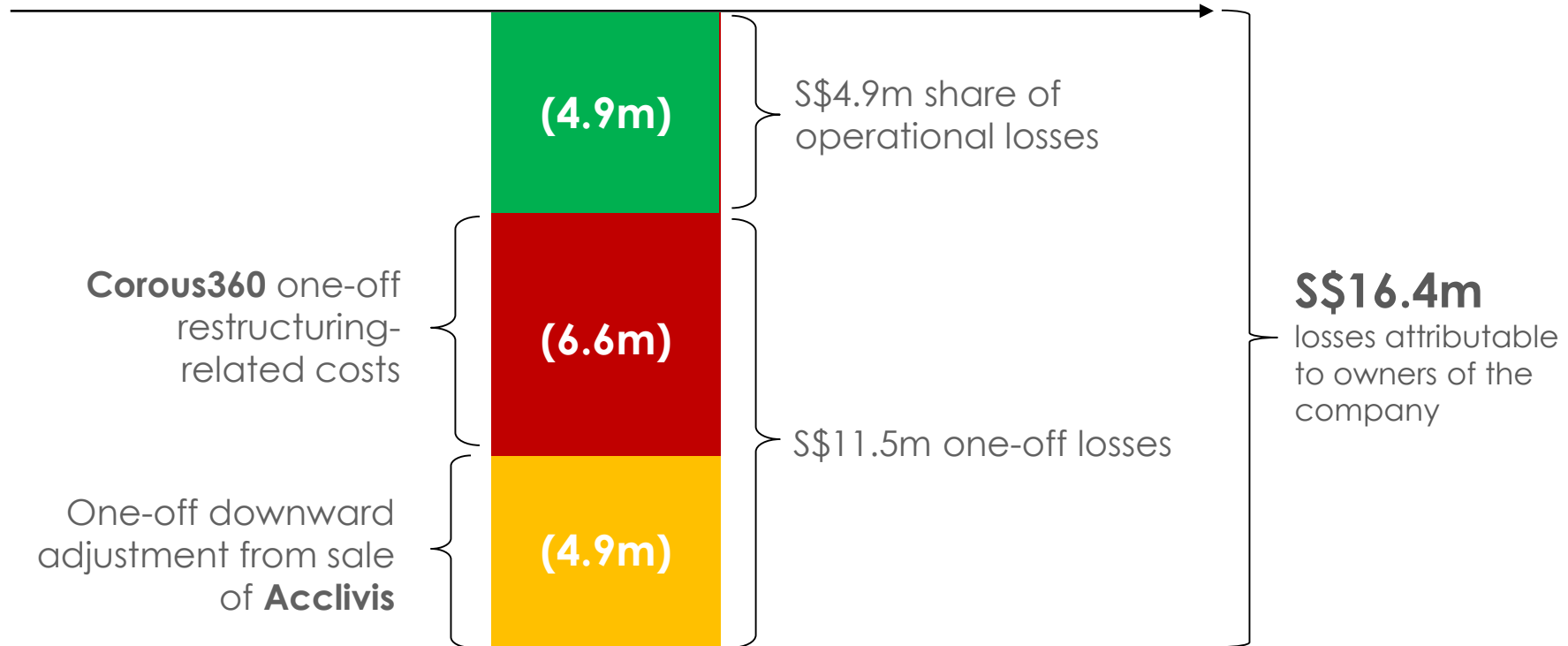
- **Absence of fresh “harvests”**
- **One-off S\$4.9m downward adjustment** for the total consideration for Acclivis divestment
- **Corous360 → S\$5.0m operational loss** and **one-off net charge of S\$6.6m** due to the restructuring
- **DeClout’s share of losses in Procurri → S\$1.3m in FY2017** (negative swing of S\$3.9m from FY2016)

Excluding one-off items, DeClout’s FY2017 net loss attributable to owners of the Company would have been **S\$4.9m**

Graphical Breakdown of Net Loss Attributable to Owners of the Company



\$S16.4m Net Loss Attributable to Owners of the Company



1Q2018 Financial Performance

1Q2018 Financial Performance



Reversal to Net Profit in 1Q2018

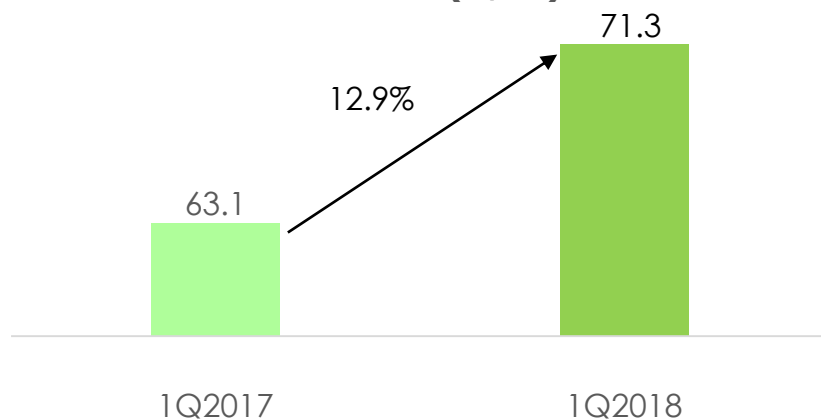
- **PATMI rose** to S\$0.2m in 1Q2018 from loss of S\$2.7m in 1Q2017, positive swing of S\$2.9m
- **Revenue up** 12.9% to S\$71.3m in 1Q2018 from S\$63.1m in 1Q2017
 - Beaqon : Strong growth and first-time revenue contributions from neutral hosting services
 - VCC : First-time overseas revenue contributions from CamelONE projects
 - Procurri : Revenue rose by 29% year-on-year in 1Q2018
- **Gross profit rose** 32.8% to S\$22.1m in 1Q2018 from S\$16.6m in 1Q2017
- Generated S\$0.7 million **net cash from operating activities** in 1Q2018

On track to **return to profitability** in FY2018

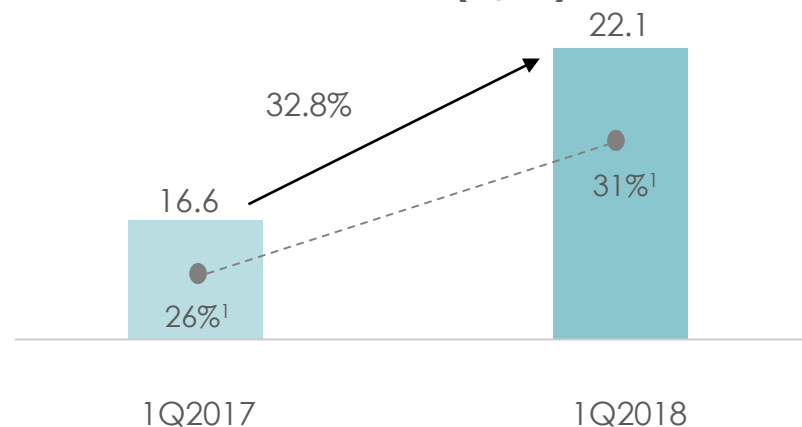
1Q2018 vs 1Q2017



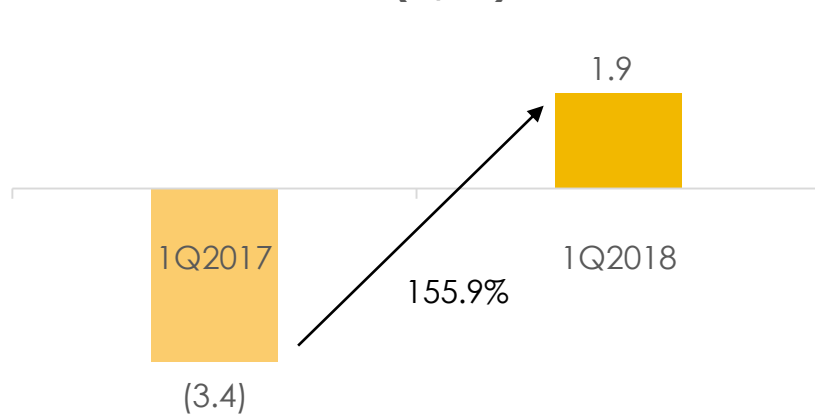
Revenue (\$\$'m)



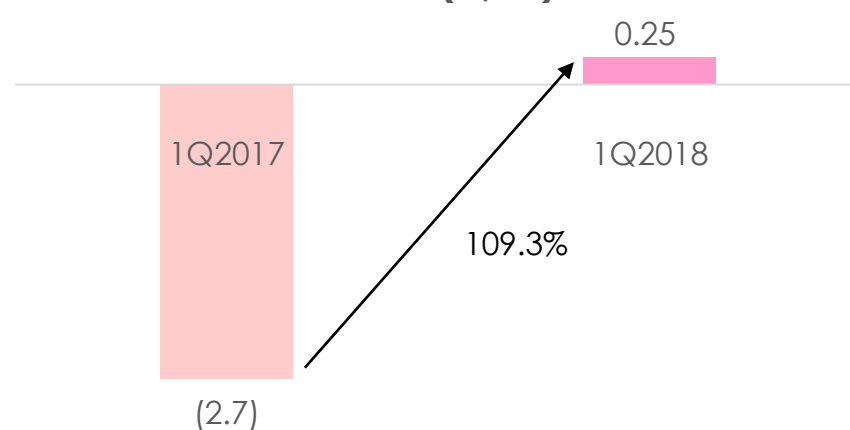
Gross Profit (\$\$'m)



PBT (\$\$'m)



PATMI (\$\$'m)



¹ % are in comparison against revenue

Corporate and Business Updates

4 Strategic Initiatives for Corporate Recovery

01

Sharpen Focus of Competencies;
Consolidate and Strengthen Foundation

02

Capitalise on Existing Data Opportunities
to Expand Revenue Streams

03

Accelerate DeClout Investments and
Identify Complementary Opportunities

04

Improve Corporate Cost Efficiencies



P R O C U R R I

Confidence in Procurri CEO Sean Murphy's leadership and the execution of Procurri's four strategies to return to profitability

DeClout will work closely with Procurri's management to deliver and unlock value to shareholders of both DeClout and Procurri

Building on the four-pronged strategies, Procurri achieved a record 1Q2018 profit. Barring any unforeseen circumstances, Procurri expects 2Q2018 to be profitable.

Corous360

Exit Direct Participation in e-Commerce Segment



Corporate restructuring

to exit participation in highly competitive e-commerce segment which requires continued investments to gain market share

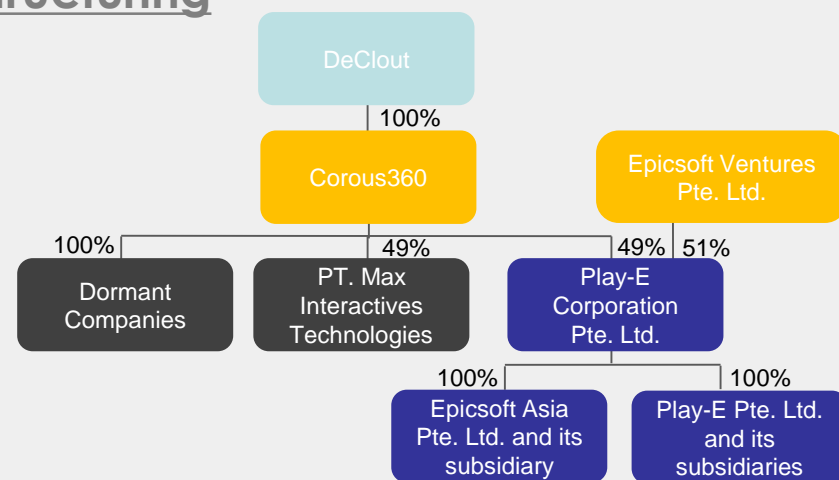
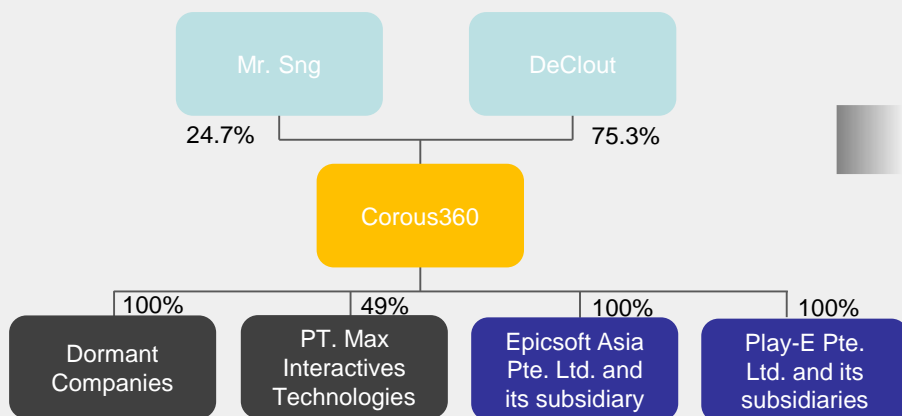
To allow **better flexibility**

for EPA and PLAYe management to take greater control of the respective businesses, to chart their unique growth paths

With restructuring largely completed in 2017, the Group expects **no further significant losses** in this business unit in 2018

Pre-restructuring

Post-restructuring





**Strong
Order Book**

(as at 31 Mar 2018)

S\$46.4m

excluding
Neutral Hosting
Services

Strong order book
provides **predictable
source of income**

Triple Play Services

for Mixed Development Buildings

Help facility owners and operators
take control and **optimise** capex



**Data
Voice
Video**

**Cellular
WiFi
Security**

**No. of
Neutral
Hosting Sites**

25
(to date)



vCargo Cloud

Creating Network of Trade Nodes

declout
the future is present

Global Network in

14 Countries

VCC EAC¹ Intra-Trade
GMV² 2017

US\$23.4b Total Export

100% Full control of intra-trade export in EAC¹

VCC GMV² 2017

US\$7.7b Total

US\$2.6b Export

US\$5.1b Import

Djibouti 2017³

US\$364m Total Export

US\$648m Total Import

Cambodia 2017³

US\$10.1b Total Export

US\$12.4b Total Import

Georgia

Kazakhstan

Azerbaijan

China

Uganda

Djibouti

Rwanda

Kenya

Burundi

Tanzania

Cambodia

Singapore

Indonesia

Mauritius

Indonesia 2017³

US\$145b Total Export

US\$136b Total Import

VCC GMV² 2017

S\$113b Total

S\$69b Export

S\$44b Import

11% of Singapore's total import & export in 2017



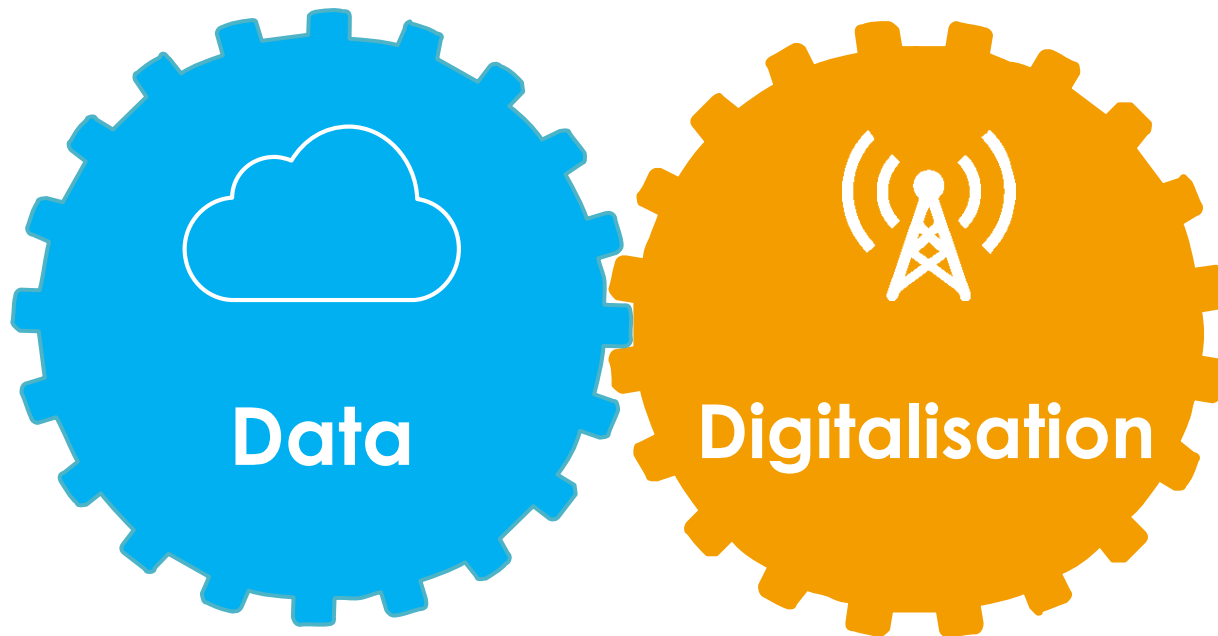
¹ Uganda, Kenya, Tanzania, Burundi, Rwanda

² GMV - Gross Merchandise Volume

³ World Bank. Represents market potential for projects to be deployed

Capitalise on Existing Data Opportunities to Expand Revenue Stream

Enable data integration and use of new data sets to :



- Offer add-on services to capture and structure data for potential applications
- Develop Data-as-a-Service revenue models through partnerships
- Build new business opportunities

- DeClout Investments will spearhead efforts to accelerate its investments and identify complementary opportunities to the Group
- Initiatives may include bolting on new competencies and acquiring talents to monetise data opportunities
- DeClout Investments will intensify efforts to:



Support ICT startups
via SPRING
Singapore's Startup
SG Accelerator
scheme

Co-invest with
Singapore's NRF
(\$\$10m), private
equity or venture
capital firms

Aim to make at
least two
investments in
FY2018

Outlook

Beaon

- FY2018 performance to improve significantly compared to FY2017
 - S\$46.4m order book as at 31 Mar 2018, largely to be recognised in FY2018
 - Maiden contributions from higher-margin recurring income in neutral hosting services

vCargo Cloud

- To deploy CamelONE to total of 16 countries, currently deployed to 14 countries
- Increase total GMV to ~US\$233b in FY2018 from US\$117b in FY2017

Procurri

- Barring any unforeseen circumstance, expects to report a net profit in FY2018, which will contribute positively to DeClout's FY2018 performance

DeClout

Expects to reduce losses over the course of the year and return to profitability in FY2018:

- Does not expect significant further losses from Corous360 post-restructuring
- Absence of major impairments and exceptional items
- Further reduction in expenses

Thank You

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