

## Best World 3Q2017 net profit up 36.4% to S\$12.2 million

- Revenue for 3Q2017 fell 10.3% to S\$46.8 million mainly due to a change in sales mix as China continues to post more profitable growth, coupled with lower contributions from Taiwan market
- China export revenue grew by 33.3% year-on-year in 3Q2017 which drove improvement in profitability versus other direct selling markets
- Net margins for 3Q2017 up to 26.0% from 17.1% in 3Q2016 due to higher contributions from China and better operating leverage
- Overall, the Group cautiously optimistic of its profitability for the next reporting period and for FY2017, and that the decline in Taiwan will be sufficiently buffered by growth of the Group's Export Segment

\$'000	3Q2017	3Q2016	% Change	9M2017	9M2016	% Change
Revenue	46,780	52,513	(10.3)	146,807	138,947	5.7
Gross Profit	31,425	37,367	(15.9)	102,314	102,550	(0.2)
Gross Profit Margin	67.2%	71.6%	4.4 pp	69.7%	73.8%	4.1 pp
Operating Expenses**	15,622	24,493	(36.2)	58,534	72,735	(19.5)
Profit Before Tax	17,196	13,805	24.6	47,612	32,489	46.5
Net Profit Attributable to Owners of the Parent Company	12,182	8,933	36.4	33,870	22,265	52.1
Net Profit Margin	26.0	17.1	8.9 pp	23.1	16.0	7.1 pp
Basic Earnings per share <sup>###</sup> (Cents)	2.21	1.62	36.4	6.15	4.04	5.2

*p.p denotes percentage points ; NM denotes Not Meaningful; \*\* Includes distribution costs and administrative expenses*

*### The weighted average number of ordinary shares (excluding treasury shares) for the 3 months ended 30 September 2017 is 550,283,187 (3 months ended 30 September 2016: 550,459,514). The weighted average number of ordinary shares (excluding treasury shares) for the 9 months ended 30 September 2017 is 550,400,093 (9 months ended 30 September 2016: 550,459,514). For comparative purposes, the earnings per ordinary shares for the prior corresponding periods are adjusted retrospectively pursuant to the share split of every one existing ordinary share into two ordinary shares on 25 May 2017.*

### About Best World

Founded in 1990, Best World International is a Singapore headquartered company which specialises in the development, manufacture and distribution of premium skincare, personal care, nutritional and wellness products, to customers through its direct selling network in 12 markets. Best World has an established network of more than 479,000 independent distributors and member customers.

In July 2004, Best World became the first direct-selling company to be publicly listed on the Singapore Exchange. Today, Best World is a key regional player with presence in Singapore, Thailand, Taiwan, Indonesia, Malaysia, Vietnam, Hong Kong, China, Korea, Philippines, Myanmar, and Dubai. The Company also manufactures and distributes the Aurigen line of supplements in China through drugstores in all provinces of PRC.

For more information, visit Best World's corporate website at [www.bestworld.com.sg](http://www.bestworld.com.sg)