

## MoneyMax's net profit after tax surges 70.2% on record revenue of S\$37.3 million for Q1-2018

- Q1-2018 revenue grew 12.1% to S\$37.3 million due to growth in both the pawnbroking and pre-owned items segments
- Profitability of the Group improved in tandem with the increase in sales
- Launch of SG e-Auction, Singapore's first Business-to-Business ("B2B") online auction platform for luxury goods, to bring about greater trade connectivity and market access in the luxury goods wholesale segment

**Singapore, 15 May 2018** – MoneyMax Financial Services Ltd. ("**MoneyMax**" or the "**Company**" and, together with its subsidiaries, the "**Group**"), a leading pawnbroker, retailer and trader of pre-owned luxury items, announced today its financial results for the three months ended 31 March 2018 ("**Q1-2018**").

The Group recorded a year-on-year ("**yo**y") increase in revenue of 12.1% to S\$37.3 million in Q1-2018 mainly due to revenue growth in both the pawnbroking and the retail and trading of pre-owned items segments.

### Financial Highlights

| S\$'000                                                  | Q1-2018  | Q1-2017  | Change (%) |
|----------------------------------------------------------|----------|----------|------------|
| Revenue                                                  | 37,335   | 33,319   | 12.1       |
| Material costs                                           | (25,254) | (23,208) | 8.8        |
| Employee benefits expense                                | (4,111)  | (3,205)  | 28.3       |
| Depreciation and amortisation expense                    | (683)    | (500)    | 36.6       |
| Finance costs                                            | (1,371)  | (1,146)  | 19.6       |
| Profit, net of tax                                       | 2,173    | 1,277    | 70.2       |
| Profit, net of tax attributable to owners of the Company | 2,102    | 1,198    | 75.5       |

Material costs increased by S\$2.0 million or 8.8% from S\$23.2 million in the three months ended 31 March 2017 ("**Q1-2017**") to S\$25.3 million in Q1-2018, in line with the increase in revenue from the retail and trading of pre-owned items segment.

Employee benefits expense increased by S\$0.9 million or 28.3% from S\$3.2 million in Q1-2017 to S\$4.1 million in Q1-2018. The increase was mainly attributable to increased headcount arising from the expansion of operations in Singapore and Malaysia.

Depreciation and amortisation expense for Q1-2018 increased by S\$0.2 million or 36.6% yoy mainly due to the increase in plant and equipment in line with the expansion of the Group's network of outlets.

Finance costs increased by S\$0.3 million or 19.6% from S\$1.1 million in Q1-2017 to S\$1.4 million in Q1-2018 mainly due to higher level of bank facilities as at 31 March 2018 utilised for funding the Group's operational cash requirements as well as expansion of operations in Malaysia.

The Group recorded a net profit after tax attributable to owners of the Company of S\$2.1 million for Q1-2018 as compared to S\$1.2 million in Q1-2017.

Commenting on the Group's results, Dato' Sri Dr. Lim Yong Guan, Executive Chairman and Chief Executive Officer of MoneyMax, commented, **"We are pleased with the strong set of results delivered for Q1-2018. Despite the challenges prevalent in the local retail market, we continued to focus on our commitment on driving new service innovations and growing our regional network of outlets. With the recent launch of SG e-Auction on 9 May 2018, we seek to derive greater growth, with the eventual aim of becoming the premier leading B2B online auction platform for luxury goods in ASEAN."**

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### **About MoneyMax Financial Services Ltd.**

Listed on the SGX Catalist since August 2013, MoneyMax is a leading pawnbroker, retailer and trader of pre-owned luxury items. Since its first outlet in 2008, MoneyMax has expanded to 68 outlets and is one of the largest pawnbroking chains with a presence in Singapore and Malaysia.

MoneyMax explores new opportunities through innovation to enhance customer experience and service standards. In February 2015, the Group launched MoneyMax Online, making it Singapore's first pawnbroking chain to offer an online platform to shop, sell and appraise their valuables. MoneyMax is proud to be awarded the CaseTrust Accredited Pawnbroker certification in Singapore for fair trading and transparency. It is also a recipient of multiple awards from the Singapore Prestige Brands Award (SPBA) and has been inducted into its prestigious Hall of Fame in 2015.

### **Financial PR Pte Ltd**

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*This press release has been prepared by the Company and its contents have been reviewed by the Company's sponsor, United Overseas Bank Limited (the "**Sponsor**"), for compliance with the relevant rules of the Singapore Exchange Securities Trading Limited ("**SGX-ST**"). The Sponsor has not independently verified the contents of this press release.*

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