ACCRELIST LTD.

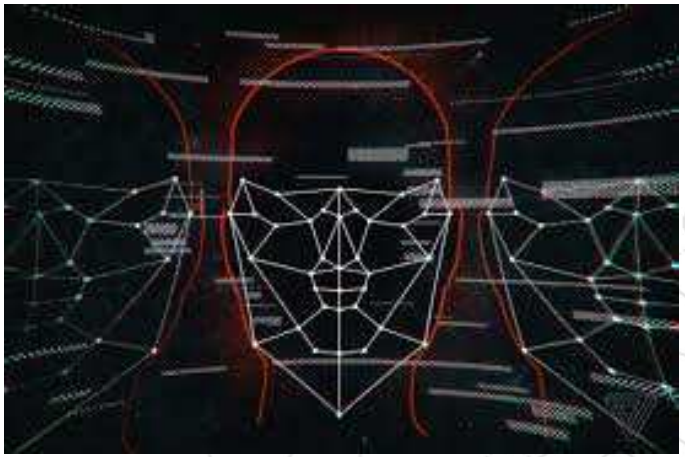
UNEARTHING TOMORROW'S GEM





RESULTS BRIEFING FY2019





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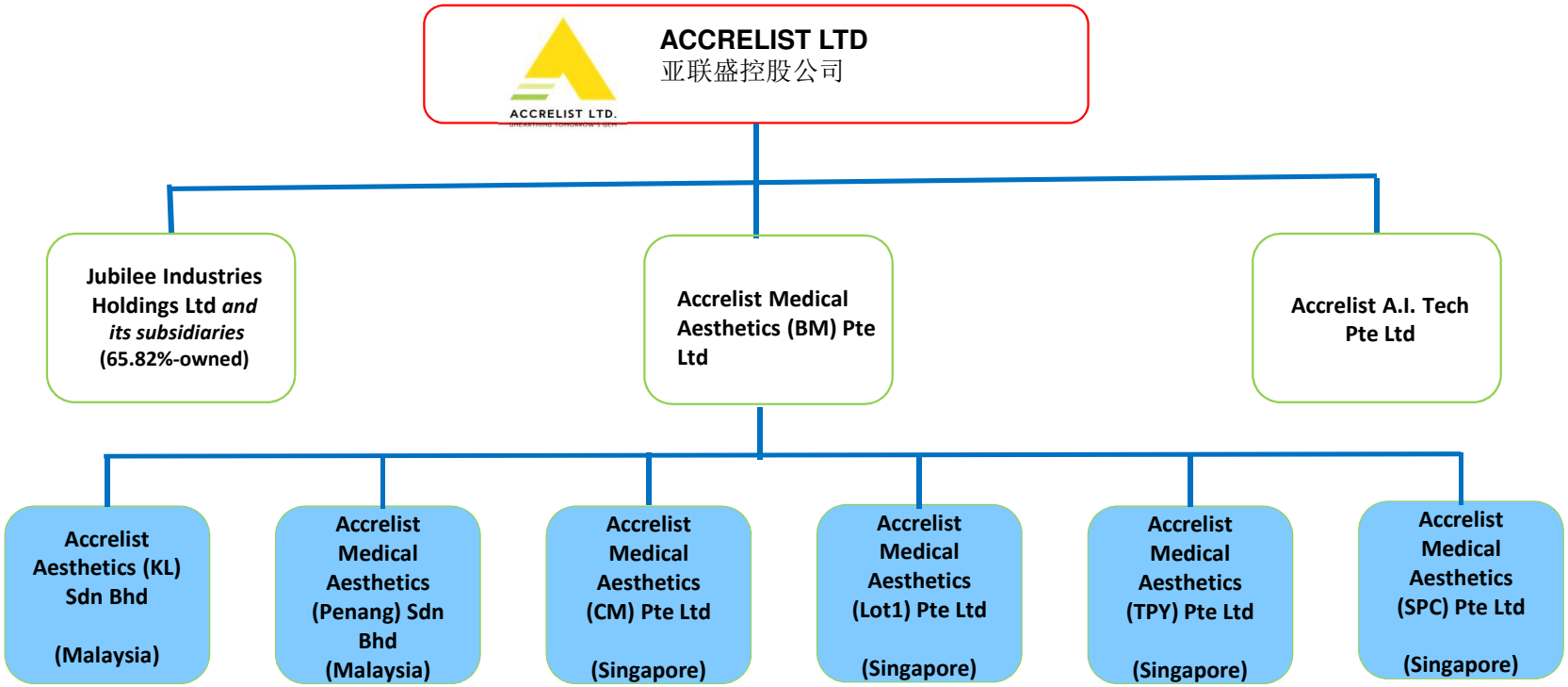
Accrelist Group Structure



- Accrelist Medical Aesthetics (Lot1) Pte Ltd, Accrelist Medical Aesthetics (TPY) Pte Ltd and Accrelist Medical Aesthetics (SPC) Pte Ltd are currently direct subsidiaries of Accrelist Ltd.
- The above 3 companies are to be transferred to Accrelist Medical Aesthetics (BM) Pte Ltd to consolidate the medical aesthetics business unit.



Financial Highlights

Financials: Accrelist Group

S$' million	FY2019 (Apr 2018 – Mar 2019)	FY2018 (Apr 2017 – Mar 2018)	Change (%)
Revenue	167.1	112.5	48.5
Cost of Sales	(151.6)	(107.8)	40.6
Gross Profit	15.6	4.7	231.9
Other Income	2.1	5.5	(61.8)
Expenses	(17.2)	(10.8)	59.3
Share of profit of associated company	0.4	0.3	33.3
PBT/LBT	0.9	(0.4)	N.M
EBITDA	5.7	3	90



Operations Review

Accrelist : Overview Of Businesses

- Accrelist Ltd (“Accrelist”) owns a 65.82%-stake in Jubilee Industries Holdings. The subsidiary staged a turnaround in FY2018 from a loss position in FY2017.
- Jubilee improved on its profitability in FY19 with net profit of $3.3 million.
- As compared to FY2018, there is additional revenue stream for FY2019 from the Accrelist Medical Aesthetics group of companies.

Accrelist : Overview Of Businesses

- On 23 January 2018, Accrelist announced the acquisition of Refresh Laser Clinic Lot1 Pte Ltd, Refresh Laser Clinic Tampines Pte Ltd, Refresh Laser Clinic Tpy Pte Ltd, and Refresh Laser Clinic Bedok Pte Ltd for a total consideration of S$4 million.

- The acquisition was completed on 1 October 2018 and the companies are now known as Accrelist Medical Aesthetics (Lot1) Pte Ltd, Accrelist Medical Aesthetics (SPC) Pte Ltd, Accrelist Medical Aesthetics (TPY) Pte Ltd, and Accrelist Medical Aesthetics (BM) Pte Ltd respectively to align the names with Accrelist.

Accrelist : Overview Of Businesses

- Accrelist's key business focus:-

    1. Medical Aesthetics business through the Accrelist Medical Aesthetics group of companies.

    2. Using artificial intelligence for facial recognition verification services through Accrelist A.I. Tech Pte Ltd.

Outlook/Investment Highlights

- With the completion of the acquisition for Accrelist Medical Aesthetics group of companies, Accrelist advanced with the setting up of further clinics being Accrelist Medical Aesthetics (CM) Pte Ltd, Accrelist Medical Aesthetics (Penang) Sdn Bhd and Accrelist Aesthetics (KL) Sdn Bhd.

- Plans are on the way to increase the number of clinics by another 4 to 8 in both the Singapore and Malaysia region.

- Prior to the acquisition of Refresh Laser Clinic (renamed A.M. Aesthetics), there were four clinics (Singapore) that has now been expanded to five in Singapore and three in Malaysia.

A.M aesthetics
亚联盛医疗

A Subsidiary of

ACCRELIST LTD.
UNEARTHING TOMORROW'S GEM

A.M aesthetics
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About Us

- One of largest chain of MOH registered aesthetic medical clinic in Singapore. Started Dec 2013 known as Refresh Laser Clinic
- Services includes Botox, Fillers, Threading, Laser Facial, Skin resurfacing
- Equipment deployed are state-of-the-art, FDA approved and clinically proven solutions that produces highly reliable treatment efficacy.
- Products: Medical Drugs, market proven, clinically proven + in house brand
- Singapore: 5 operating clinics at the moment
- Malaysia: 3 clinics by end of 2019.
  - Penang (Greenlane) June 2019,
  - KL (Bangsar) June 2019 JV with Ozhean Korea
  - Ipoh City Oct 2019 (Potential franchise)

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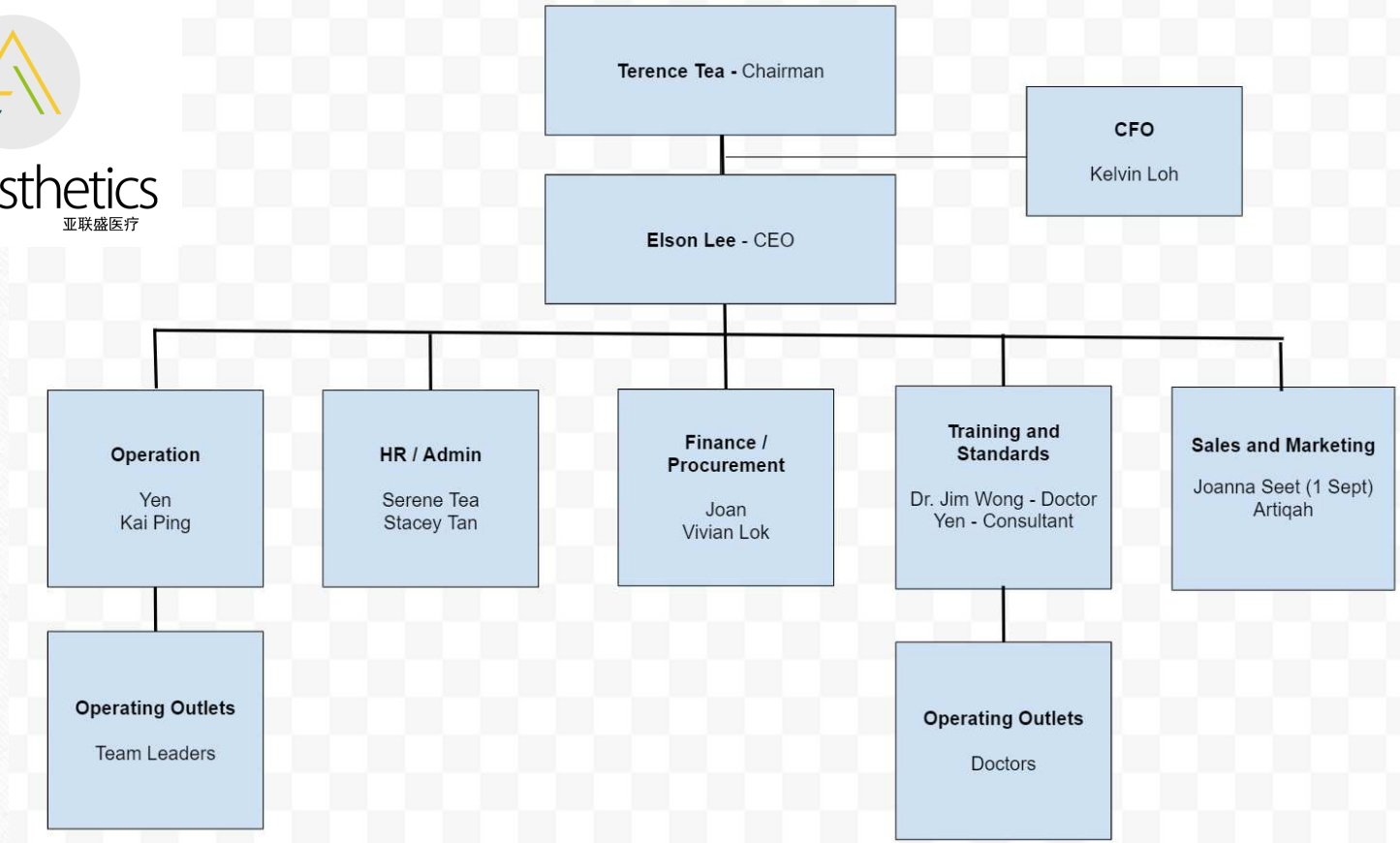
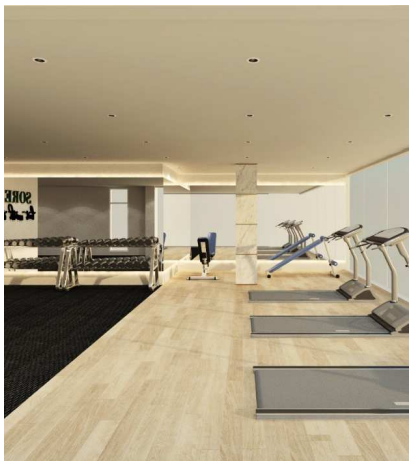
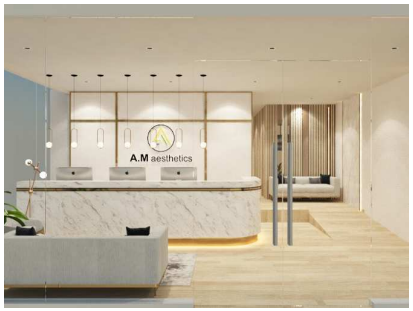


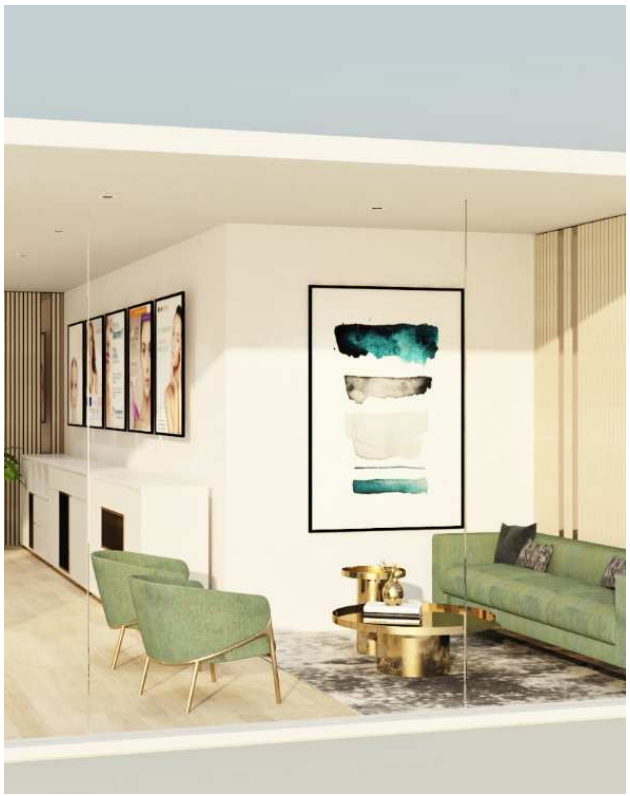


Look and feel of A.M Aesthetics clinic Singapore

Look and feel of A.M Aesthetics clinic Malaysia Penang (Greenlane)











Look and feel of A.M Aesthetics clinic Malaysia KL

Team of doctors

(Each with 2-5 years in Aesthetic medicine)

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Dr. Char Li Sing MBBS 1992
Bedok Mall



Dr. Sam P. MBBS 2005
Lot 1 Shoppers Mall



Dr Justin Tan MBBS 2008
The Clementi Mall



Dr. Mark Lim, MBBS 2009
Toa Payoh Hub / SingPost Center



Dr. Nilesh. MBBS 2014
Bedok Mall



Dr. Samantha Tay MBBS 2014
Toa Payoh / Singpost Center

Medical Advisors

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Dr. Jim Wong Meng Hang, MBBS 1999
Chief Trainer
Medical Development Director
Based in Singapore



Dr. Park Ji-Youn,
Board-certified dermatologist 2010
Founder Ozhean Skin and Plastic Surgery Clinic
Based in KL, Malaysia



Dr. Lee Yongseok
Board-certified plastic surgeon 2010
Director Ozhean Skin and Plastic Surgery Clinic
Based in Seoul, South Korea

A.M Aesthetics Services



- Injectables: Botox, Fillers, Skin Booster & Threads
- Skin Tightening
- Skin Rejuvenation

Botox



- Botox is the most popular non-surgical cosmetic treatment, with more than 6 million Botox treatments administered each year.

- Botox is a neurotoxin derived from *Clostridium botulinum*, an organism found in the natural environment where it is largely inactive and non-toxic.

- Botulinum toxin is used to reduce fine lines and wrinkles by paralyzing the underlying muscles.

- People also use Botox to treat excessive sweating, migraines, muscular disorders, and some bladder and bowel disorders.

Botox (cosmetic application)

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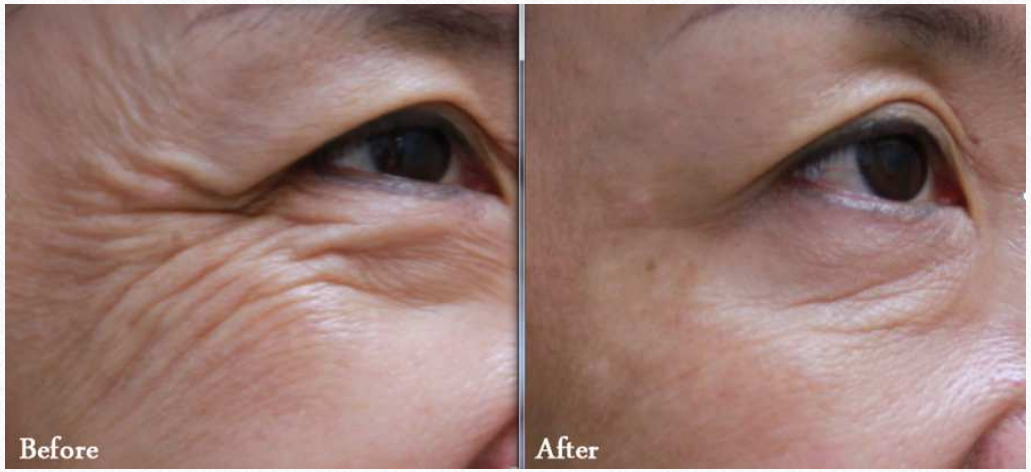

Botox Jaw Reduction（瘦脸针）

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Hyaluronic Acid Dermal Fillers



- HA is found naturally in our body, especially the joints
- Loss of HA results in sunken face, fine lines, wrinkles etc
- Injectable HA aims to replace them, temporarily.
- Last from 6 to 18 months

Fillers

Dark Eye Rings Removal & Cheek Lift



Fillers Dark Eye Rings Removal

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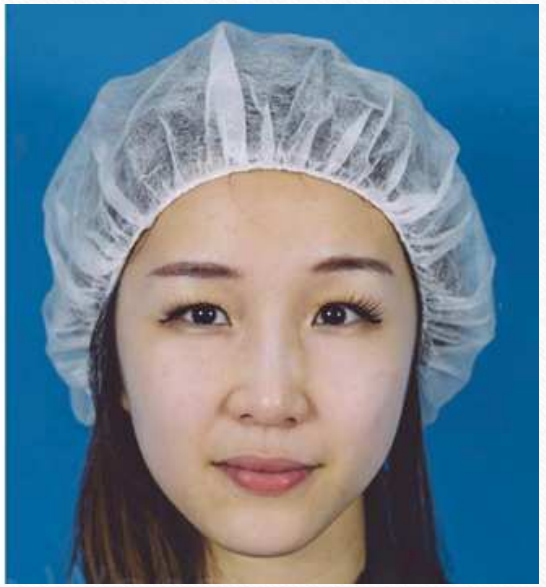


Fillers

- V-Chin

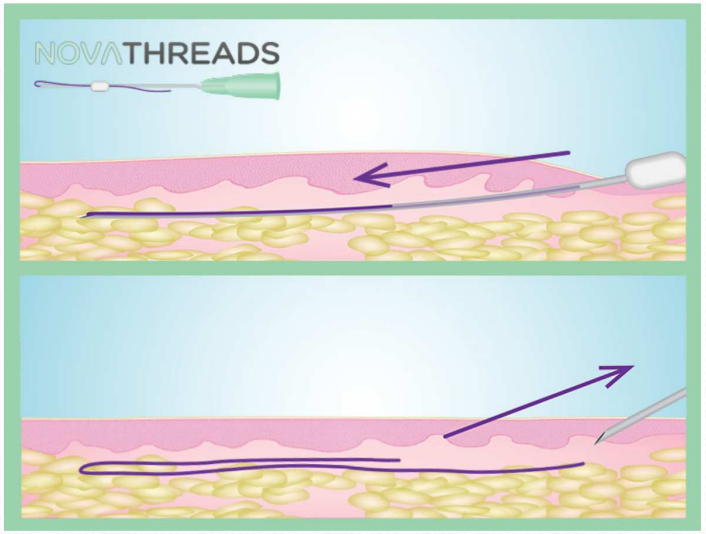


Fillers

- 3D NOSE +
- V-Chin



Thread lift



- Tightening of loose skin
- Lifting effects
- Fat reduction in a local area
- Sculpt out 6 packs/ tighten stretch marks?
- Specially designed threads customized for body applications

Thread lift

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Advance Technique (Threads + Filler)

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- Combination treatment (Threads + Filler)
- Nose and Nose Bridge



Lipothread slimming

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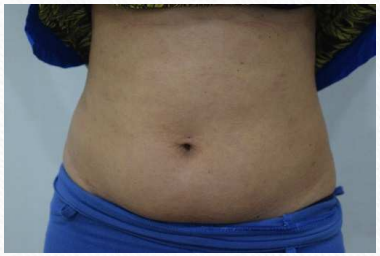
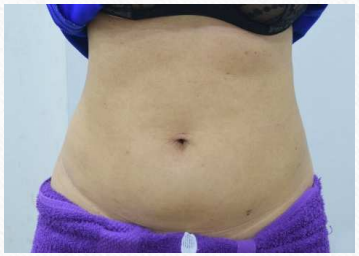
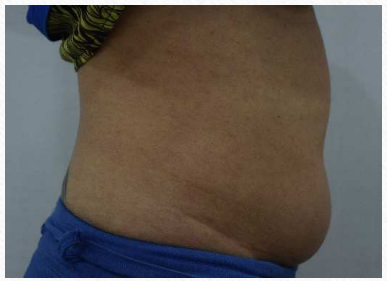
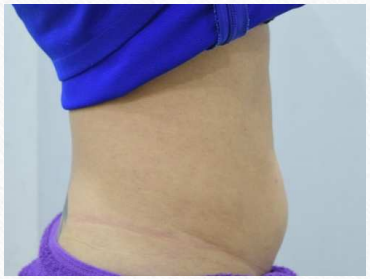
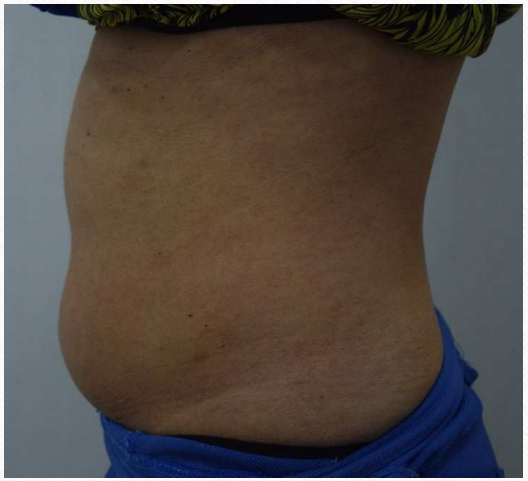
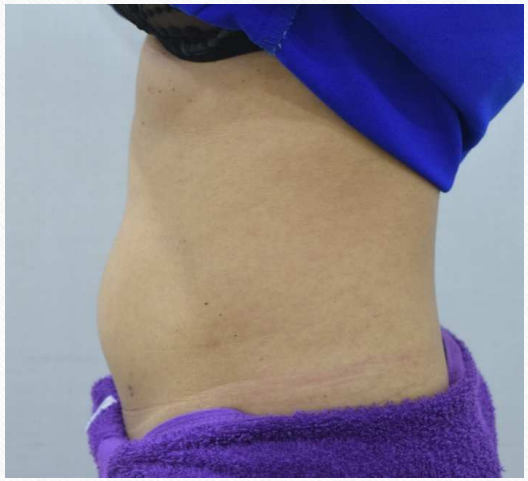

Slimming made easy, obvious result in 1 session

A.M Aesthetics Services - Lasers



- Pigmentation
- Acne and acne related issues scarring, blemishes and pigmentation
- Pores
- Skin Tags
- Wrinkles

Q-Switch Laser

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- Revlite Best laser for pigmentation
- USA FDA approved
- Used by National Skin Center

Laser Toning



Peri-Orbital Area After 6 Treatments



Q-Switch Laser

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Dermal Pigmented Lesion



5 treatments, 3 months Post Op,1064nm

Dermal Pigmented Lesion



2 treatments, 3 months Post Op,1064nm



PICO Laser

Wider range of indications. Better Result.

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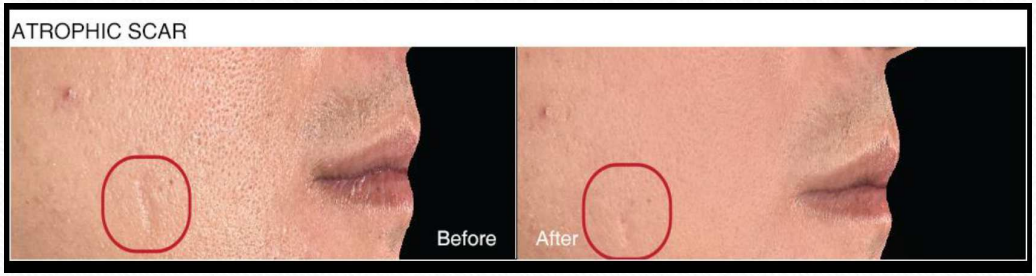



Medical grade after care and skin supplement products

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Financial Results

Financials 2018/19	Pre Acquisition Apr - Sep 18	Post Acquisition Oct '18 - Mar 19	Full Year FY2019
Total Income	$ 1,883,087.86	$ 3,388,418.52	$ 5,271,506.38
Total COGS	$ 377,970.48	$ 413,366.22	$ 791,336.70
Gross Profit	$ 1,505,117.38	$ 2,975,052.30	$ 4,480,169.68
Total Expense	$ 1,454,229.32	$ 1,865,509.92	$ 3,319,739.24
Net Ordinary Income	$ 50,888.06	$ 1,109,542.38	$ 1,160,430.44
Net Other Income	$ 14,963.80	$ (22,360.60)	$ (7,396.80)
Profit Before Tax	**$ 65,851.86**	**$ 1,087,181.78**	**$ 1,153,033.64**

Products – In house brand

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- Cellulose mask,
- Vitamin C Serum,
- HA Serum,
- Sun block

e.p.t.q fillers

Exclusive distributorship in Singapore and Malaysia

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- Lowest cross link agent content in the market
- Backed by clinical evidence
- Highest quality HA content
- Safest Filler by far
- Available from Aug 2019



Outlook

- Growing demand due to greying population, affluence and acceptance of minimally invasive treatments
- New outlets expected to contribute significantly to top and bottom line
- New business segments – fillers and ODM products


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Website: www.AMaesthetics.com.sg

FB: Amaesthetics.sg

IG: Amaesthetics.sg

Whatapps 9722 5967
"I LOVE AM"



未来已来 The future has arrived

人脸识别为核心 AI解决方案供应商

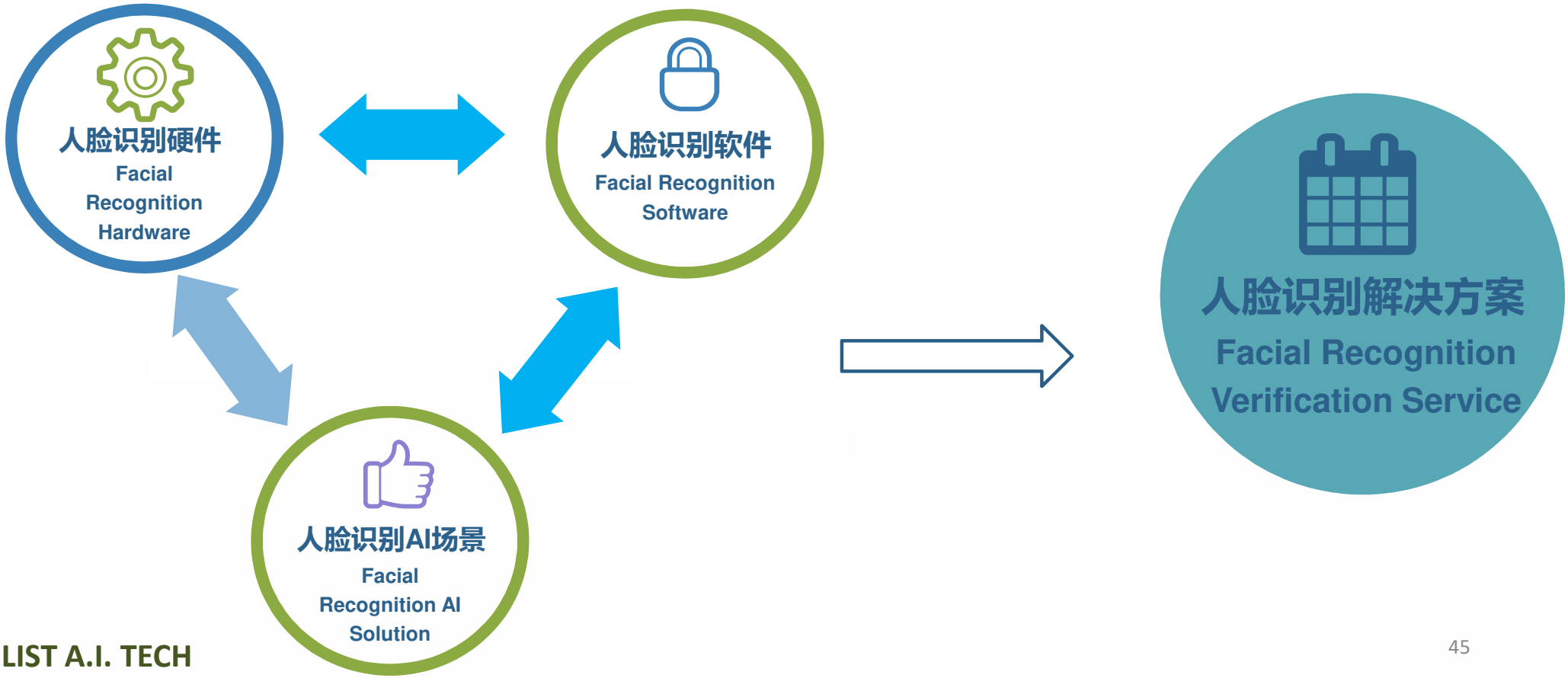
Facial Recognition Verification Service

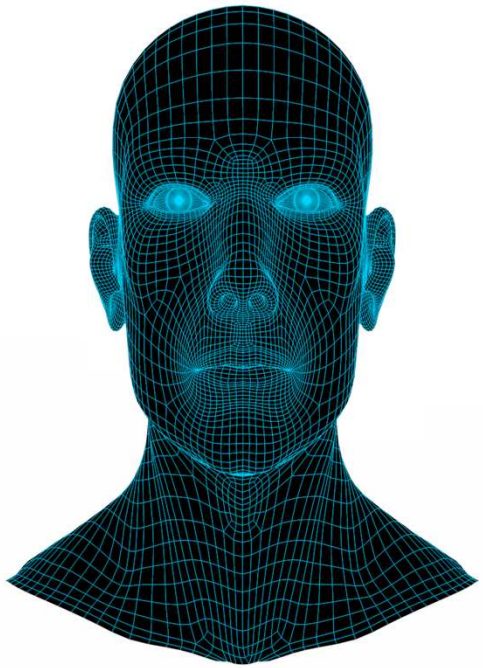
Accrelist : AI Tech

A subsidiary of Accrelist Ltd, Accrelist A.I. Tech Pte Ltd is a private limited company incorporated in the Republic of Singapore.

We are engaged in facial differentiation (i.e. VIP) management system using facial recognition as the core AI technology for business entities, resulting in greater convenience and data support to customers.

We are a systems integrator for implementing facial recognition verification services. We work with top AI engineers and hardware factories that enable the system to reach a high accuracy rate.


人脸识别硬件
Facial Recognition Hardware
人脸识别软件
Facial Recognition Software
人脸识别AI场景
Facial Recognition AI Solution
人脸识别解决方案
Facial Recognition Verification Service



Accrelist A.I. Tech Pte Ltd是一家系统集成商，专注于人脸识别科技。

Accrelist A.I. Tech Pte Ltd is a systems integrator for facial recognition verification services.


人证核验 Facial Verification
Passport Sample
PASSPORT
PASGPWONG<<
Face Comparison
Result
Pass
Passport type: P Passport number:
1234567
Country name: ******
English name: *****
Gender: Female
Date of birth: 29-06-1989
Validity of documents: 22-03-2022





Data Analysis

大数据分析

链接客户后台资料
Link customer backend data



客户 GUEST

VIP到来提醒 营销方向 客户服务
VIP arrival reminder
Marketing direction
Customer Service

- 到来时间 Arrival Time
- 过往纪录 Pass Record
- 消费习惯 Consumption Habit
- 客人偏好 Guest Preference
- 到来提醒 Guest Reminder
- 特征标注 Guest Feature

枪机人脸抓拍机
Gun Face Capture Machine

支持报警输入、输出，支持音频输入、输出，
支持RS485,支持BNC视频环出，支持TF卡存储

Support alarm input and output, support audio input and output, Support RS485, support BNC video loop out, support TF card storage





防暴半球人脸抓拍机
Anti-Riot Hemisphere Face Capture Machine

支持红外人脸抓拍，
可以在超低照度下工作，
适用复杂光源环境

Support infrared face capture, Can work in ultra-low illumination for complex light source environments



白光人脸抓拍机
White Light Face Capture Machine

全彩工作，支持低照度下
白光补光，适用低照环境
下，人脸抓拍特征提取

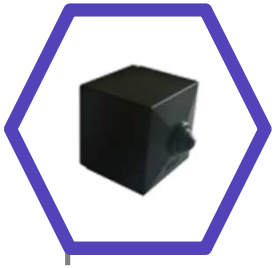
Full-color work, support white light fill light under low illumination, suitable for face capture feature extraction in low-light environment



白光人脸抓拍机
White Light Face Capture Machine

支持镜头的变倍调节，内置自动聚焦算法，可根据使用场景精确调整最佳人脸抓拍机焦距

Support lens zoom adjustment, built-in auto focus algorithm, can accurately adjust the optimal face capture machine focal length according to the use scene



4G人脸抓拍机
4G Face Capture Machine

支持4G全网通，布网简单，安装快速；
Support 4G full Netcom simple network, fast installation;



针孔人脸抓拍机
Pinhole Face Capture Machine

支持隐蔽环境下人脸抓拍，
可广泛应用于ATM机，柜台；
Support for face capture in concealed environments, can be widely used in ATM machines, counters



海螺型人脸抓拍机
Conch Type Face Capture Machine

Small size and easy to install, suitable for a variety of scenarios;
体积小巧，安装方便，
适用于多种场景；



球机人脸抓拍机
Ball Machine Face Capture Machine

Support 20x optical zoom, can be applied to large scenes to capture the face;
支持20倍光学变焦，可应用于较大场景人脸抓拍；

防暴半球人脸比对机
Anti-Riot Hemisphere Face Comparison Machine

支持红外人脸抓拍，
可以在超低照度下工作，
适用复杂光源环境；
Product introduction - face recognition contrast machine



4G人脸比对机
4G Face Comparison Machine

支持4G全网通
Support 4G full Network





球机人脸比对机
Ball Model Face Comparison Machine

支持20倍光学变焦，可应用于较大场景人脸抓拍；
Support 20x optical zoom, can be applied to large scenes to capture the face;



红外人脸比对机
Infrared Face Matching Machine

支持红外人脸抓拍，
可以在超低照度下工作，
适用复杂光源环境；
Support infrared face capture, Can work in ultra-low illumination, suitable for complex light source environments;

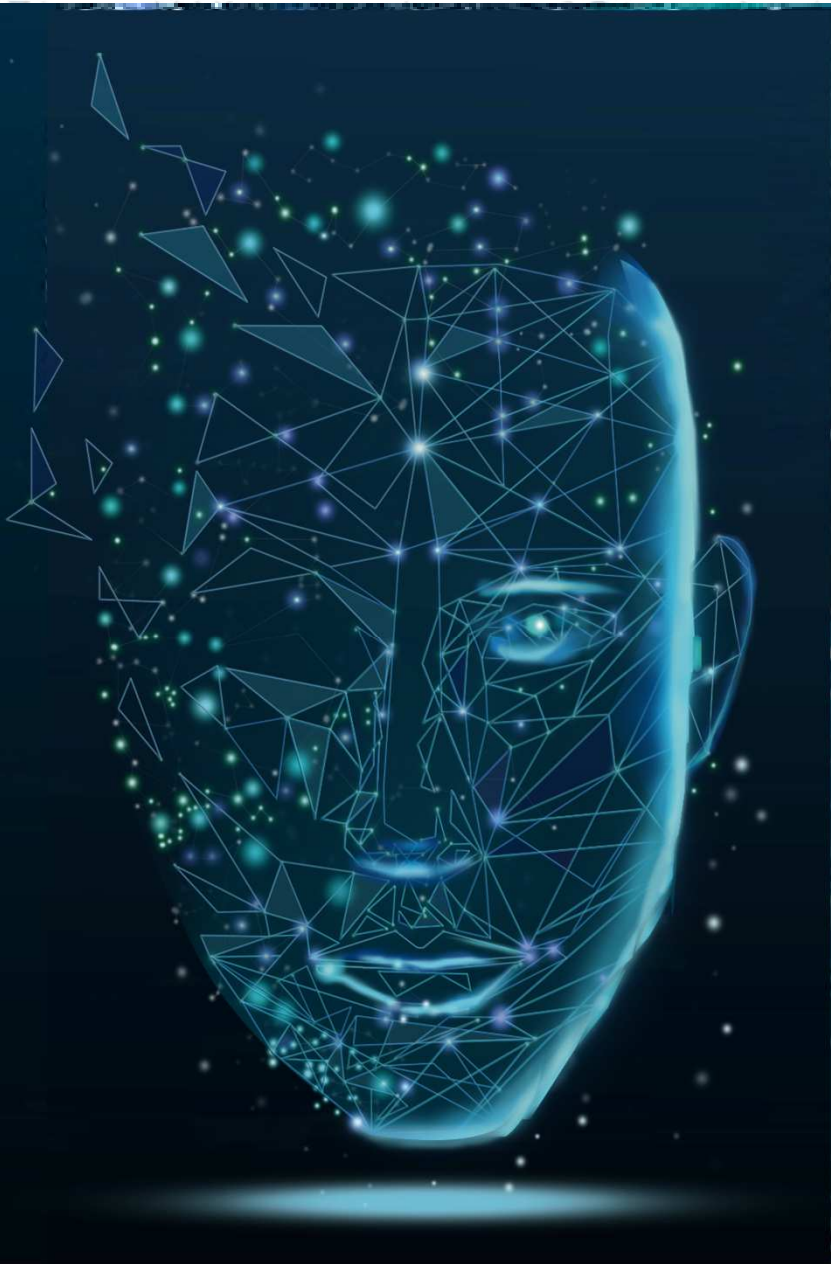
目录

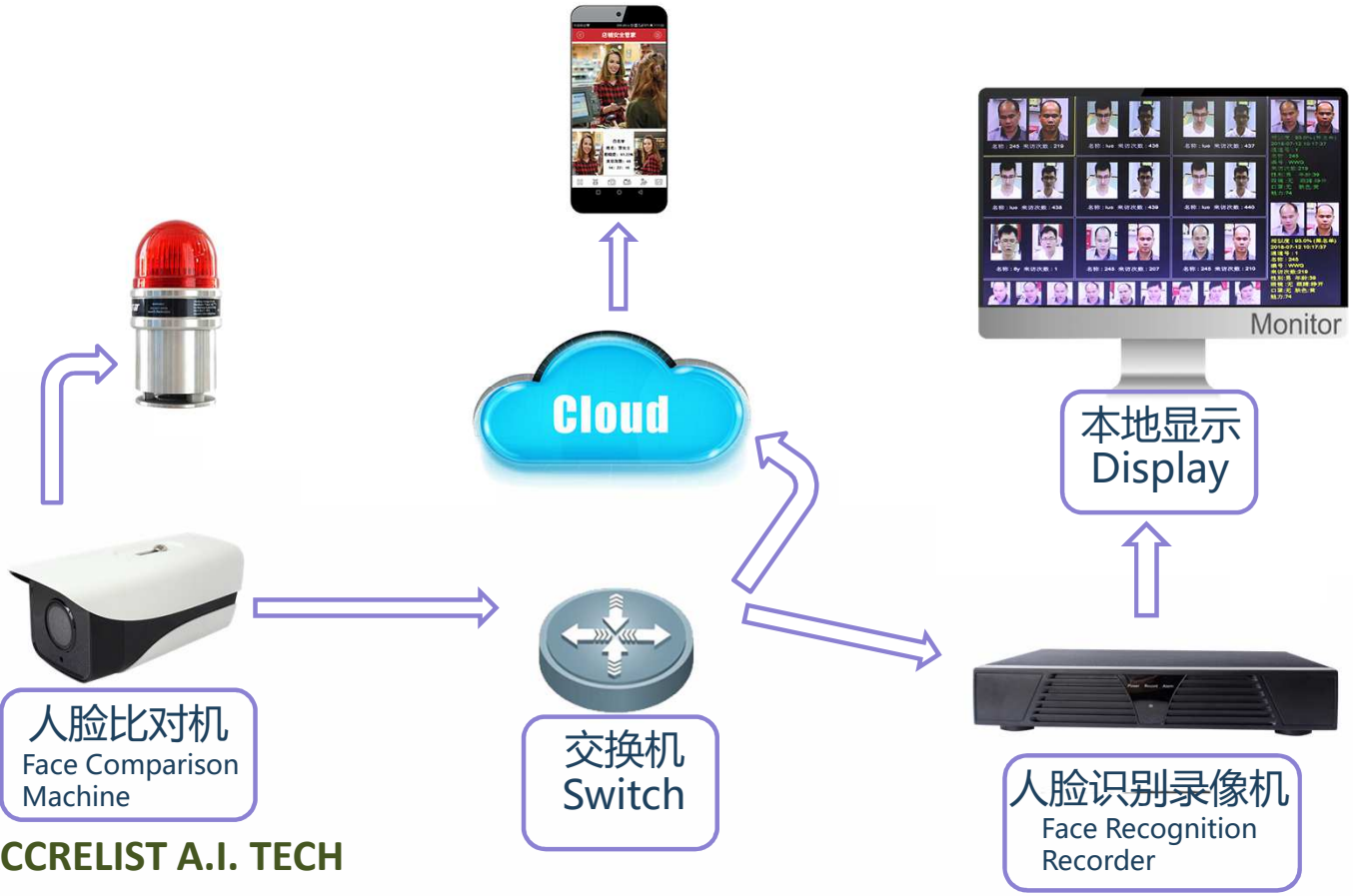
CONTENTS

01 公司简介 Introduction

02 产品介绍 Products

03 系统介绍 System





VIP到来 VIP Arrival

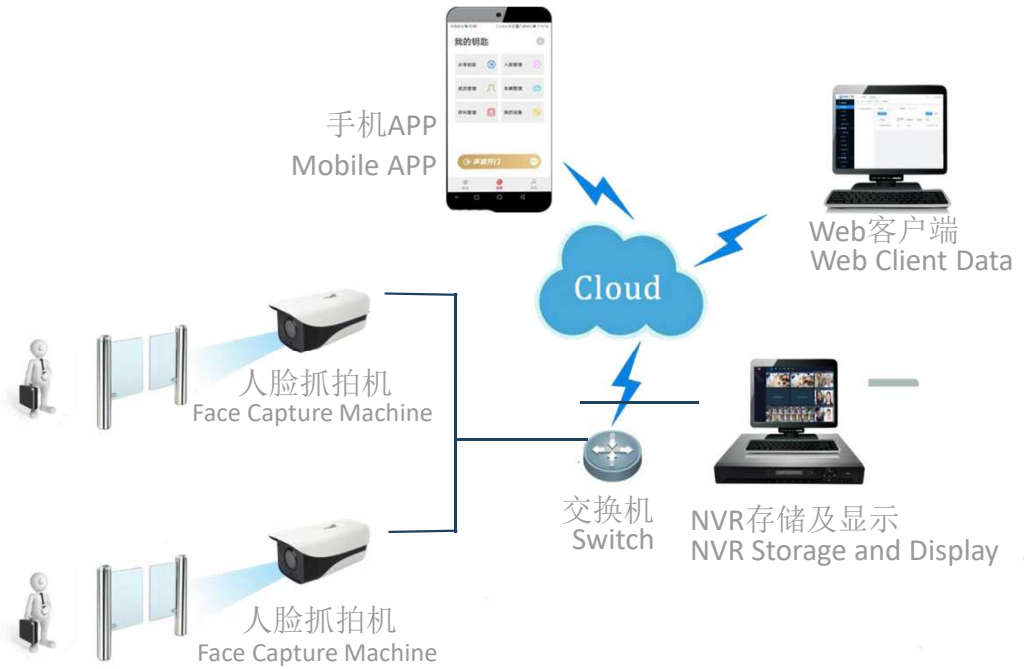
当 VIP客户到来时现场监控及时显示比对信息，同时管理人员将收到VIP客户到来提醒。及时接待，提升客户体验感

When the VIP customer arrives, the on-site monitoring displays the comparison information in time, and the management personnel will receive the VIP customer arrival reminder. Timely reception to enhance customer experience.

黑名单监控 Blacklist Monitoring

当黑名单客户进入 监控画面时现场监控及时显示比对信息，通知管理人员进行预警

When the blacklist customer enters the monitoring screen, the on-site monitoring displays the comparison information in time, and notifies the management personnel to make an early warning.



无感刷脸开门
方便出入，无需停留

Facial verification for easy door access.

访客科学管理
减少登记流程，节省人力物力

Visitor science management.
Reduce registration process and save resources.

黑名单安全管理

Blacklist security management



大型商业天眼系统
Large Commercial Sky System

学校、宿舍人脸系统
School, dormitory face system

小区住宅人脸系统
Residential face system

Thank You



Question & Answer