MindChamps®
preschool

Q1 2019
Analyst Meeting

14 May 2019



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Business Updates

Presented by Mr. David Chiem Phu An

Founder Chief Executive Officer and Executive Chairman



Performance Highlights

Presented by Mr. Teo Wee Jone

Chief Financial Officer

Key Financial Highlights (S$Mil)

Revenue
$10.0Mil
66% 

Gross Profit
$5.2Mil
52% 

Ops Profit
$0.9Mil
31% 

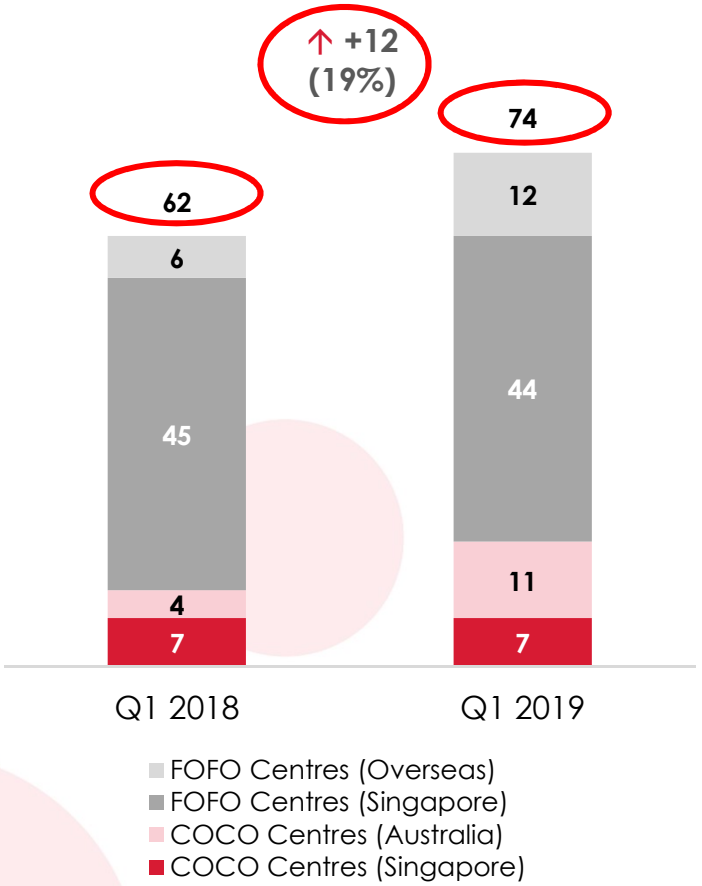
PBT
$0.5Mil
3% 

PAT
$0.4Mil
34% 

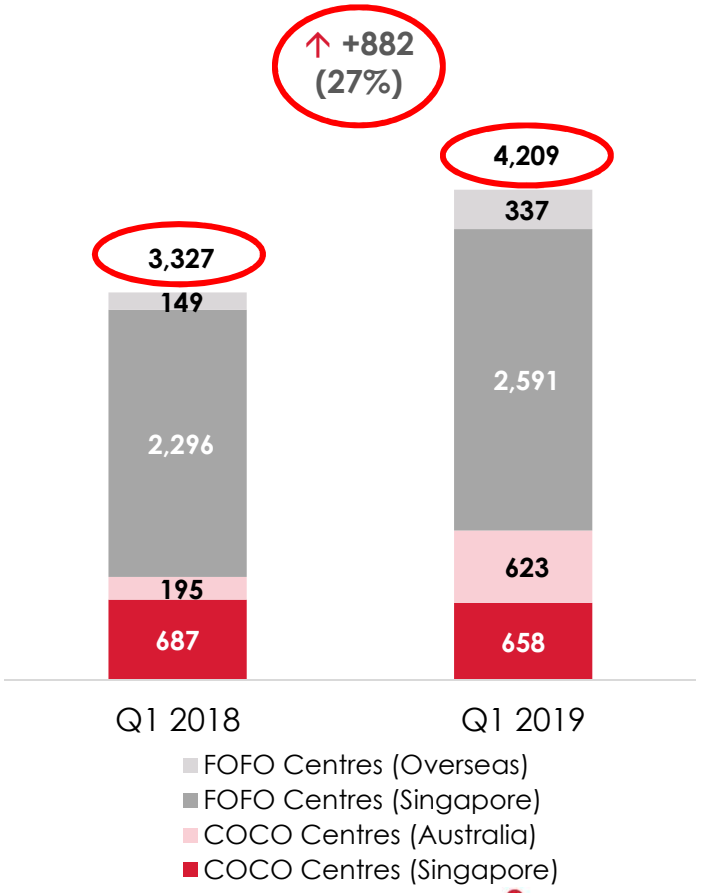
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Growth of MindChamps Centres and PreSchool Students

Total Number of MindChamps Centres

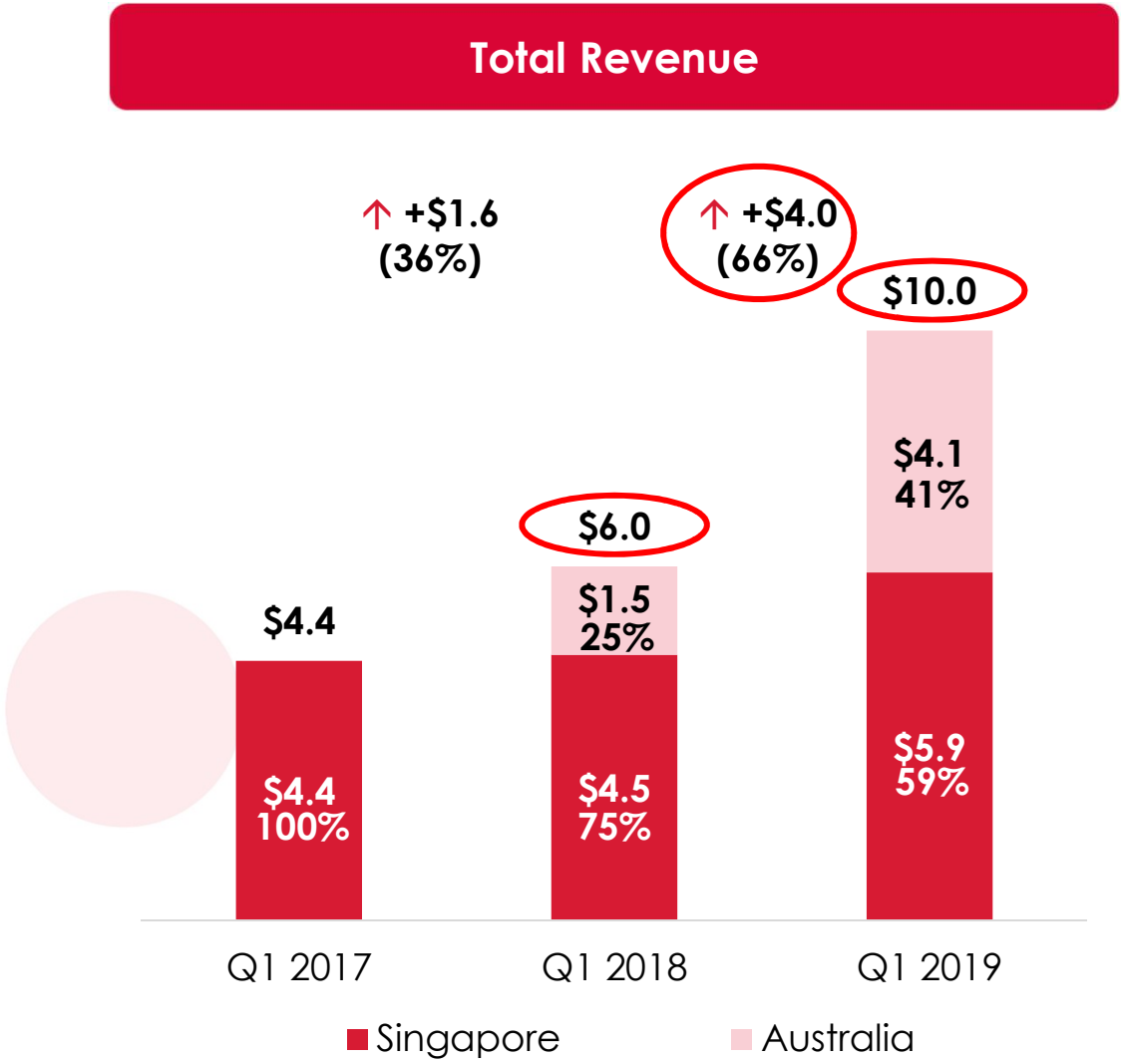


Total Number of PreSchool Students



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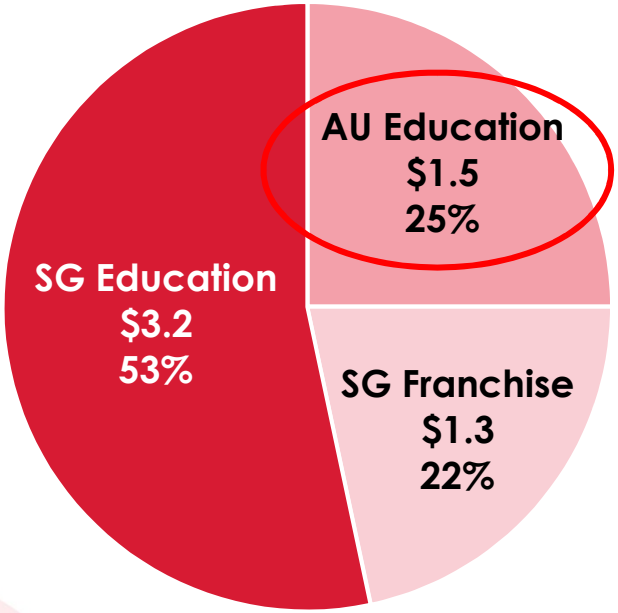
Revenue Trend (S$Mil)



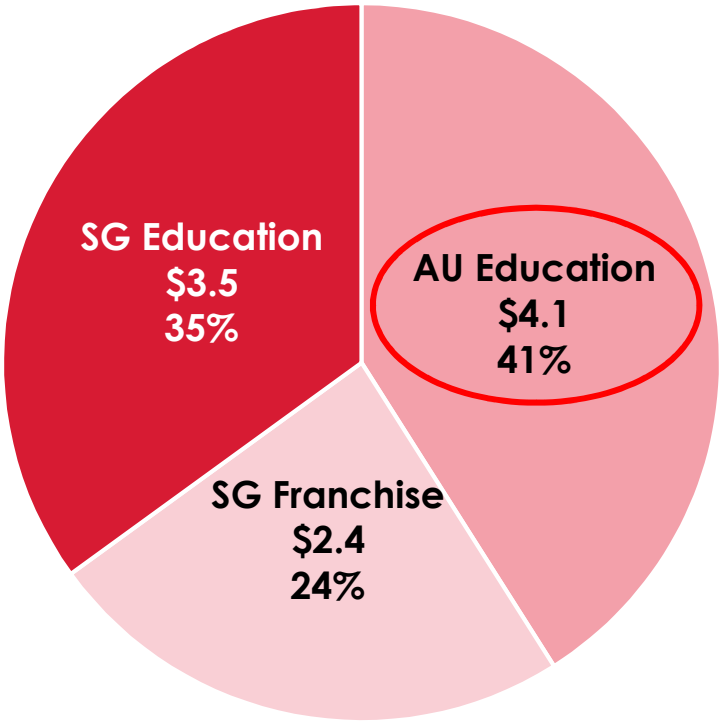
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Revenue Mix – Geographical SBUs (S$Mil)

Q1 2018
Total: $6.0

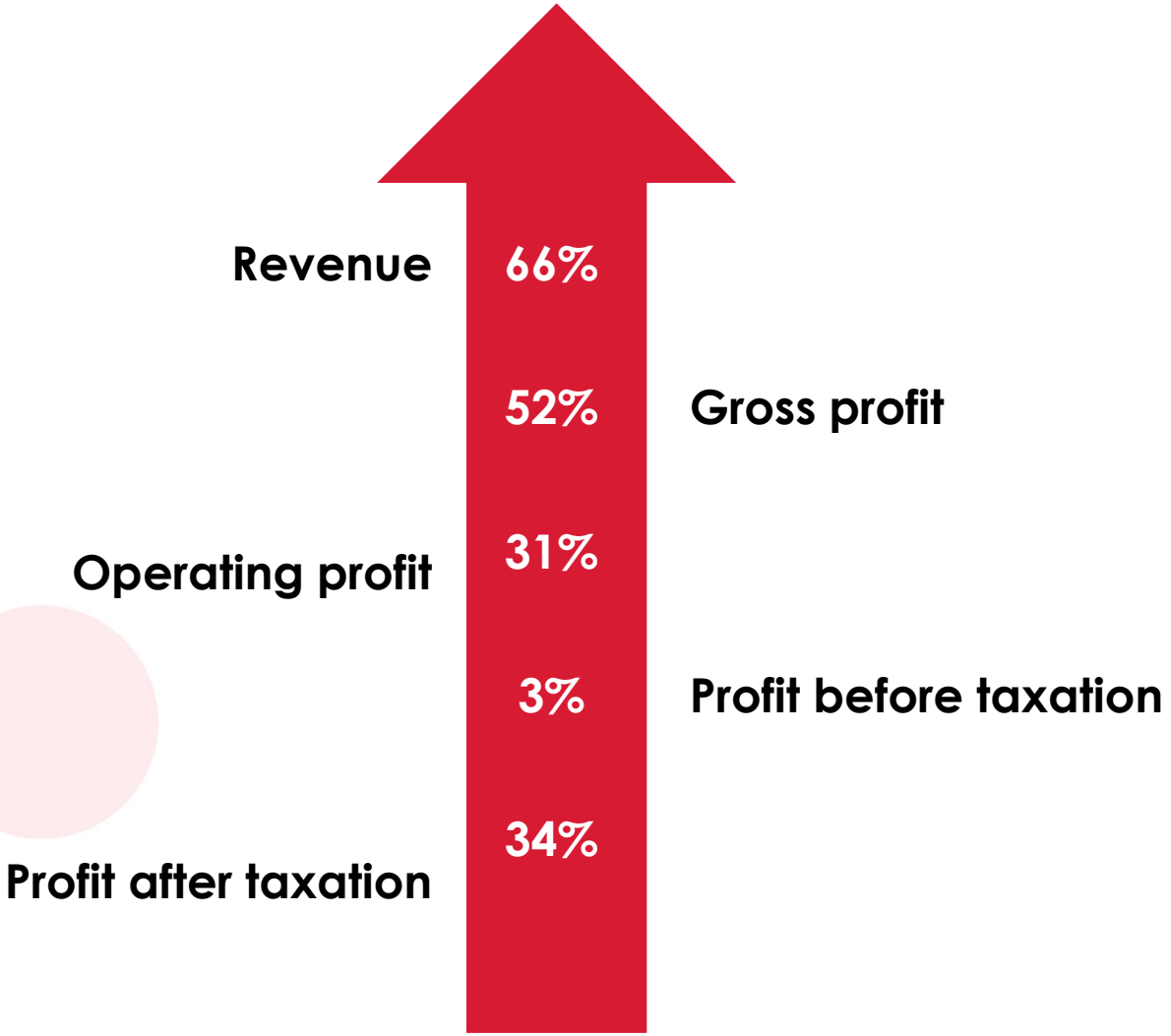


Q1 2019
Total: $10.0



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Q1 2019 vs Q1 2018
Financial Performance



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Consolidated Income Statement Q1 2019 vs Q1 2018

	Q1 2019 (S$'000)	Q1 2018 (S$'000)	Variance (S$'000)	Variance (%)
Revenue	9,957	6,008	3,949	66%
Cost of Sales	(4,765)	(2,584)	(2,181)	(84%)
Gross Profit	**5,192**	**3,424**	**1,768**	**52%**
GP Margin	*52%*	*57%*		*(5%)*
Other Income	909	825	84	10%
Operating Expenses	(5,241)	(3,593)	(1,648)	(46%)
Operating Profit	**860**	**656**	**204**	**31%**
OP Margin	*9%*	*11%*		*(2%)*
Foreign Exchange Loss	(9)	(65)	56	86%
Non-Operating Expenses	(347)	(101)	(246)	N.M.
Profit Before Taxation	**504**	**490**	**14**	**3%**
PBT Margin	*5%*	*8%*		*(3%)*
Income Tax Credit / (Expense)	(78)	(171)	(93)	54%
Profit After Tax	**426**	**319**	**107**	**34%**
PAT Margin	*4%*	*5%*		*(1%)*

N.M: Not Meaningful
** Variance less than 1%*

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Consolidated Balance Sheet

	31.03.19 (S$'000)	31.12.18 (S$'000)	Variance (S$'000)	Variance (%)
Current Assets	43,955	47,584	(3,629)	(8%)
Non-Current Assets	63,253	46,144	17,109	37%
Total Assets	**107,208**	**93,728**	13,480	14%
Current Liabilities	18,546	17,174	1,372	8%
Non-Current Liabilities	27,654	15,868	11,786	74%
Total Liabilities	**46,200**	**33,042**	13,158	40%
Net Assets	**61,008**	**60,686**	322	1%
Capital and Reserves Attributable to Equity Holders of the Company	61,050	60,735	315	1%
Non-Controlling Interests	(42)	(49)	7	14%
Total Equity	**61,008**	**60,686**	322	1%

** Less than 1%*
N.M: Not Meaningful

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Consolidated Statement of Cash Flows Q1 2019 vs Q1 2018

	Q1 2019 (S$'000)	Q1 2018 (S$'000)
Net Cash Provided by Operating Activities	166	51
Net Cash Used in Investing Activities	(1,350)	(2,971)
Net Cash Used in Financing Activities	(3,194)	(657)
Net Decrease in Cash and Cash Equivalents	**(4,378)**	**(3,577)**
Cash and Cash Equivalents at Beginning of Financial Period	35,437	39,377
Effects of Currency Translation on Cash and Cash equivalents	(9)	(28)
Cash and Cash Equivalents at End of Financial Period	**31,050**	**35,772**

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Q&A Session

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- Revenue up by 66%, from $6.0mil to $10.0mil
- Op Profit up by 31%, from $0.7mil to $0.9mil
- PAT up by 34%, from $0.3mil to $0.4mil

- Current Ratio: 2.37
- Debt Ratio: 0.43

- Ongoing M&A activities
- Focusing on Australia Franchise

- No. of company owned centres up by 64%, from 11 to 18
- No. of all MindChamps centres up by 19%, from 62 to 74
- PreSchool Students up by 27%, from 3,327 to 4,209

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Thank You

