



**NIKS PROFESSIONAL LTD.**

**Clinics . Shops . Salons . Medical Skincare Products**

**Annual General Meeting FY2024**

**23 April 2025**

# Disclaimer

This presentation is for information purposes only and does not constitute or form part of an offer, solicitation, recommendation or invitation for the sale or purchase or subscription of securities in Niks Professional Ltd.. No part of it nor the fact of its presentation shall form the basis of or be relied upon in connection with any investment decision, contract or commitment whatsoever.

The information and opinions in this presentation are provided as at the date of this document (unless stated otherwise) and are subject to change without notice, their accuracy are not guaranteed, represented or warranted and they may not contain all material or relevant information concerning the Company or the Company and its subsidiaries (collectively, the “Group”). Neither the Company nor its related corporations, affiliates, nor any of their respective directors, officers, partners, employees, agents, representatives or advisers make any representation or warranty regarding, and assumes no responsibility, obligation or liability whatsoever (in negligence or otherwise) for, the accuracy or completeness of, or any errors or omissions in, any information contained herein nor for any loss howsoever arising from any use of this presentation. Further, nothing in this presentation should be construed as constituting legal, business, tax, investment or financial advice.

The information contained in this presentation includes historical information about and relevant to the Group or the Group’s businesses that should not be regarded as an indication of the future performance or results of the Group or such businesses. Certain statements in this presentation constitute “forward-looking statements”. These forward-looking statements are based on the current views of the Group concerning future events, and necessarily involve risks, uncertainties and assumptions, which may change over time. These statements can be recognised by the use of words such as “expects”, “plans”, “will”, “estimates”, “projects”, “intends” or words of similar meaning. Actual future performance could differ materially from these forward-looking statements, and no assurance is given that future events will occur, that projections will be achieved, or that the Group’s views are correct, nor should you rely on these forward-looking statements for any purpose. The Company does not assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise, subject to compliance with all applicable laws and regulations and/or the rules of the Singapore Exchange Securities Trading Limited and/or any other regulatory or supervisory body or agency.

# FY2024 Highlights



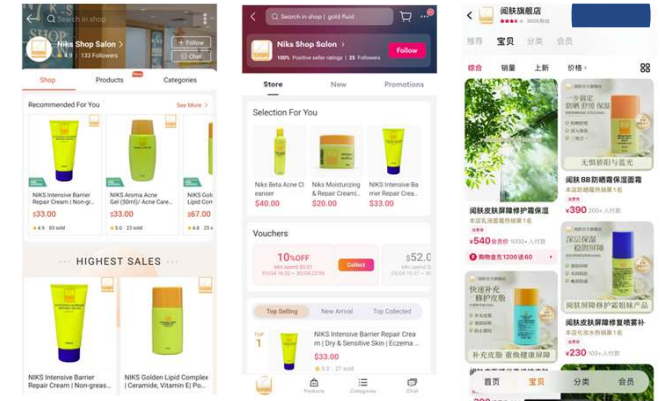
## Opening of Niks Maple North Clinic

- New clinic at 926 Yishun Central 1 #01-175 Singapore 760926 commenced operations in August 2024
- Equipped with DiscoveryPICO laser machine and Inmode Contoura machine (for skin tightening and body contouring treatment)



## Technology-enabled skincare treatment

- Our range of medical equipment is updated regularly to enable our doctors to provide quality treatment
- Acquired machines to enhance capabilities and expand service offerings e.g. TruScript ID (non-invasive body sculpting), Tricopat (treat hair thinning concerns), Classys Ultraformer MPT (combat wrinkles, droopy eyelids, uneven skin tone), Reborn system (fat reduction and body contouring) and the 7<sup>th</sup> Generation VISIA Skin Analysis System (skin type classification)



## Expanded sales channels

- Established new regional distributorship in Guangdong, Hunan and Anhui provinces of China
- Set up new online shops in the following e-commerce platforms; Tmall in China; and Shopee and Lazada in Singapore
- Opened new account in social media and e-commerce platform, Rednote (Xiaohongshu) in April 2024 (Launched online shop in February 2025)



# REVENUE By Business Segments



## Clinics

Medical skincare treatment and procedures (minimally/non-invasive) at Niks Maple clinics



## Retail

Sale of NIKS skincare products and provision of facial services at Niks Shop Salons



## HQ

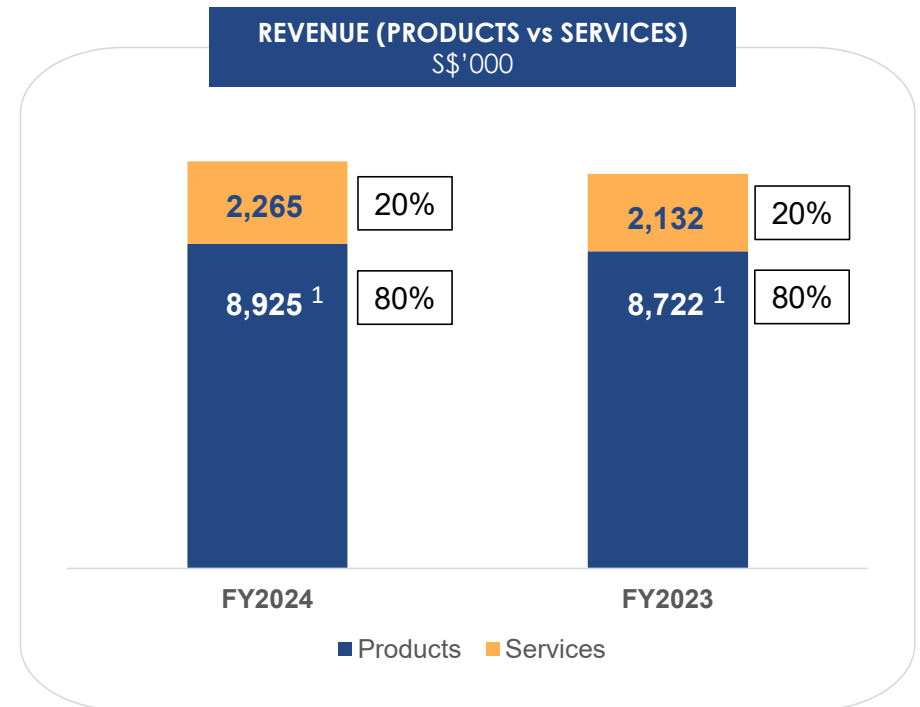
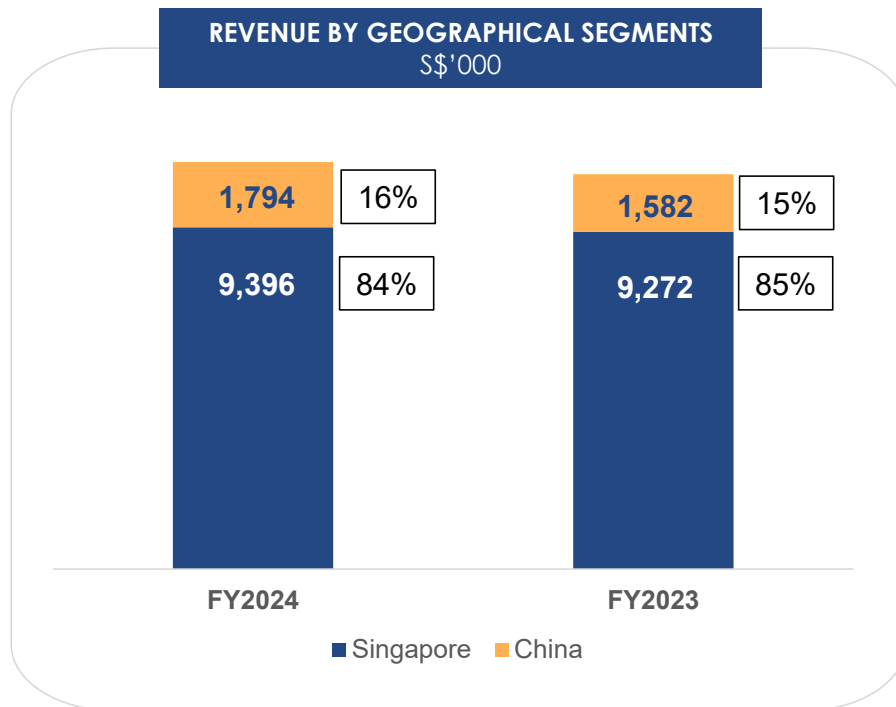
Distribution and online sale of products to distributors, hospitals, clinics and beauty salons and end-consumers in SG and China

	FY2024 S\$'000	%	FY2023 S\$'000	%
<b>Clinics</b>	6,868	61	6,808	63
<b>Retail</b>	2,211	20	2,216	20
<b>Headquarters (HQ)</b>	2,111	19	1,830	17
<b>Total</b>	11,190	100	10,854	100

Increase was mainly attributable to sales to new regional agents in China, sales generated from new online store at Tmall and higher volume of sales generated from online store at the Company's website.

# Revenue By Country and Products/ Services

## Profit & Loss Highlights



<sup>1</sup> Gross profit margin on product sales are 80% and 81% for FY2024 and FY2023 respectively.



# Consolidated Statement of Comprehensive Income

	FY2024	FY2023	Change %
	S\$'000		
Revenue	11,190	10,854	3.1
Cost of goods sold	(1,814)	(1,618)	12.1
Employee benefits expense	(5,033)	(4,768)	5.6
Depreciation	(1,023)	(740)	38.2
Other expenses	(1,224)	(2,099)	(41.7)
Interest income and finance costs	132	134	NM
Other income and gains	301	577	(47.8)
Other losses	(43)	(111)	(61.3)
Profit before tax	2,486	2,229	11.5
Income tax expense	(407)	(488)	(16.6)
Net profit	2,079	1,741	19.4
Profit attributable to shareholders	2,079	1,686	23.3
Earnings per share (cents)*	1.6	1.3	

Increase was due to salary increment and increase in headcount, such as hiring of a doctor, a deputy general manager (Sales and marketing), clinic assistants in new clinic and warehouse/ logistics staff.

Increase was mainly due to addition of medical equipment, computers, renovation and ROU assets since July 2023.

Decrease was mainly due to absence of IPO-related expenses (FY2023: S\$1,088k) and reduction of rental expenses. These decreases were partially offset by increases in listing expenses, professional fees, Advertising and marketing expenses and foreign workers' levy.

Decrease was mainly due to lower government grant income. During FY2023, a one-time S\$300k grant (GEMS) relating to the Company's IPO was recognised.

Decrease was mainly due to lower amount of allowance for impairment of inventories recognised in FY2024.



## Notes

NM – Not meaningful

\* Based on 130,000,000 ordinary shares

# Consolidated Statement of Financial Position

## Balance Sheet Highlights

S\$'000	As at 31 Dec 2024	As at 31 Dec 2023	
<b>Non-Current Assets</b> (excl. leasehold properties)	2,705	1,789	Mainly comprise plant and equipment
3 leasehold properties owned by the Company	9,183	9,327	Fully paid properties used for clinic and retail operations
<b>Current Assets</b> (excl. cash and cash equivalents)	2,423	2,428	
Cash and Cash Equivalents	9,180	9,086	 Ang Mo Kio and Bedok HDB shophouses housing Niks Shop Salons (acquired in Nov 2019 and April 2017 respectively)  Vision Exchange property housing Niks Maple West Clinic (acquired in Dec 2017)
<b>Non-Current Liabilities</b>	(972)	(912)	Healthy cash position. Company has no bank loans.
<b>Current Liabilities</b>	(2,343)	(2,336)	Mainly comprise lease liabilities relating to office, warehouse, clinic and retail premises
<b>Equity Attributable to Owners</b>	20,176	19,382	Mainly comprise trade and other payables, lease liabilities and income tax payable
<b>Net asset value per share (cents)*</b>	15.5	14.9	

\* Based on 130,000,000 ordinary shares

# Statement of Cash Flows

## Cash Flow Highlights

S\$'000	FY2024	FY2023	
<b>Net cash from operating activities</b>	2,561	2,193	Recurring operating cash flows
<b>Net cash used in investing activities</b>	(547)	(169)	Comprised purchase of property, plant and equipment, partially offset by interest received
<b>Net cash used in financing activities</b>	(1,964)	(5,308)	Mainly comprised dividends and lease liabilities paid. Amount was high for FY2023 due to pre-IPO dividend paid which was partially offset by IPO proceeds
<b>Net increase/ (decrease) in cash and cash equivalents</b>	50	(3,284)	
<b>Cash and cash equivalents, ending balance</b>	9,180	9,086	



# Dividends

Annual General Meeting FY2024

<b>Dividend type</b>	Final; Tax exempt (1-tier)
<b>Total number of issued ordinary shares</b>	130,000,000
<b>Dividend per share (cent)</b>	1.0
<b>Total dividend (\$\$'000)</b>	1,300

<b>Dividend Payout</b>	63% of net profit attributable to shareholders for FY2024
<b>Record/ Payment date</b>	To be announced later

# Plans for FY2025



## Enhance presence on social media and e-commerce platforms



- Strengthen digital marketing capabilities with the help of external advisors
- Work on product videos to enhance awareness of our products on social media platforms

## Seek suitable regional agents to expand our network in China

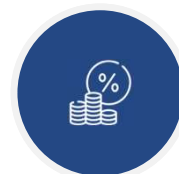


Support existing agents in enhancing their customer outreach programs



Strengthen engagement with new and the younger consumers

Expand business through acquisitions, joint ventures and/or strategic alliances



# NIKS PROFESSIONAL LTD.

Telephone: +65 6294 1802 | Email: [ir@nikspro.com](mailto:ir@nikspro.com)



## THANK YOU

