

A MARQUE
ABOVE
THE REST



Results Presentation – FY2014

EUROSPORTS
GLOBAL

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1. Business Overview
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3. Corporate Updates
4. Prospects, Business Strategies & Future Plans
5. Q & A



Business Overview



EuroSports Global Limited **specialises in the business of distribution of ultra-luxury automobiles and luxury automobiles** as well as the **provision of after-sales services**

AUTOMOBILE BRANDS WE CARRY



(since 2001)



(since 2004)



(since 2012)



Superleggera

(since 2012)

Embarked on the **luxury watch distribution and retail business** since September 2012

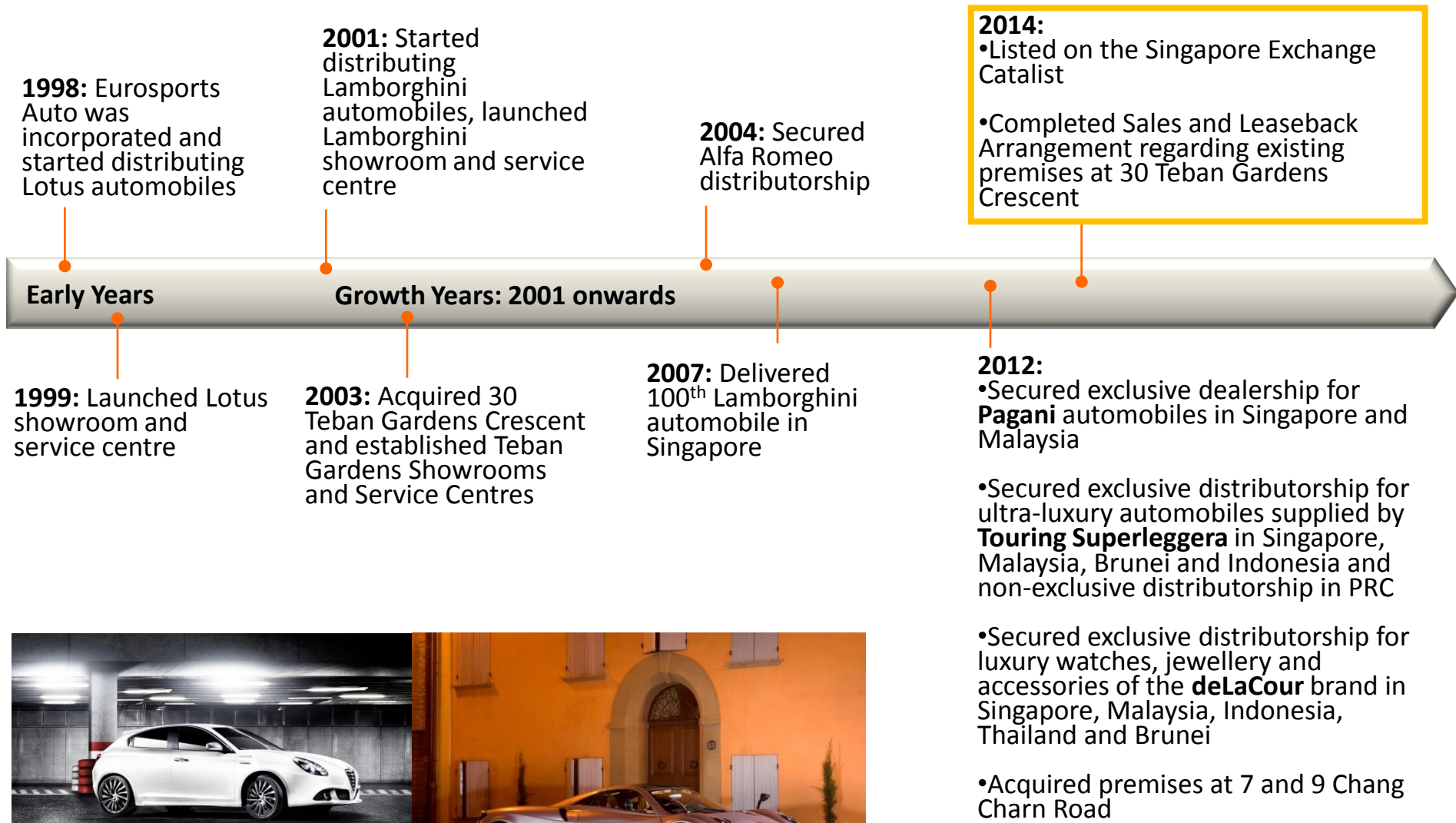
LUXURY WATCH BRAND WE CARRY

deLaCour

GENÈVE

SINCE TOMORROW

Key Milestones



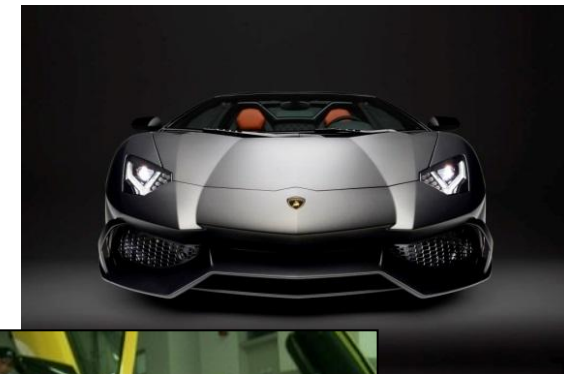
1. Sale of Automobiles

- New ultra-luxury automobiles and luxury automobiles as well as pre-owned automobiles
- Brands include Lamborghini, Pagani, Alfa Romeo and customised automobiles supplied by Touring Superleggera
 - *Sale of new Lamborghini automobiles has been the key driver of our business since inception*



2. Provision of After-Sales Services

- Includes maintenance and repair services, breakdown assistance services and sales of automobile parts and accessories
 - Operate the only authorised service centre in Singapore for all the automobile brands we carry
 - Our factory-authorized service centres are manned by a team of technicians, mechanics and service advisers, who have been trained, directly and indirectly, by the automobile manufacturers





2005:
Certificate of Achievement
for the 2005 Results
obtained in Sales and
Service

2008:
Best Sales Performance
2008



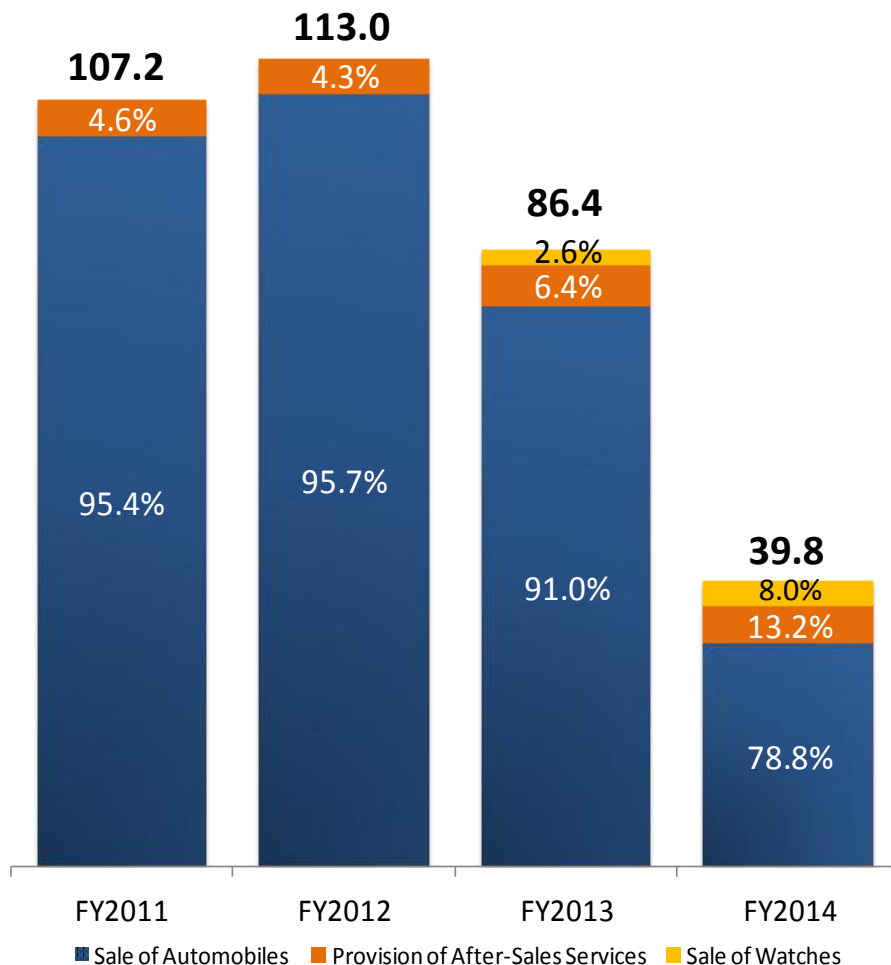
FY2014 Financial Highlights



Financial Highlights

Financial Year ended 31 March

Total Revenue (S\$'million)



FY2014 vs FY2013:

Total revenue ↓54.0% to S\$39.8 million

Sale of Automobiles: ↓60.1% to S\$31.3 million

•Decrease in sale of new automobiles of S\$37.2 million due mainly to:

- Fewer Lamborghini models sold (FY2014: 15 vs FY2013: 42)
- New regulations
- Lamborghini Gallardo model reaching the end of its life cycle

•Decrease in sale of pre-owned automobiles of S\$10.0 million (FY2014: 13 vs FY2013: 32)

Provision of After-Sales Services: ↓5.7% to S\$5.3 million

•Decrease in sales of new and pre-owned automobiles

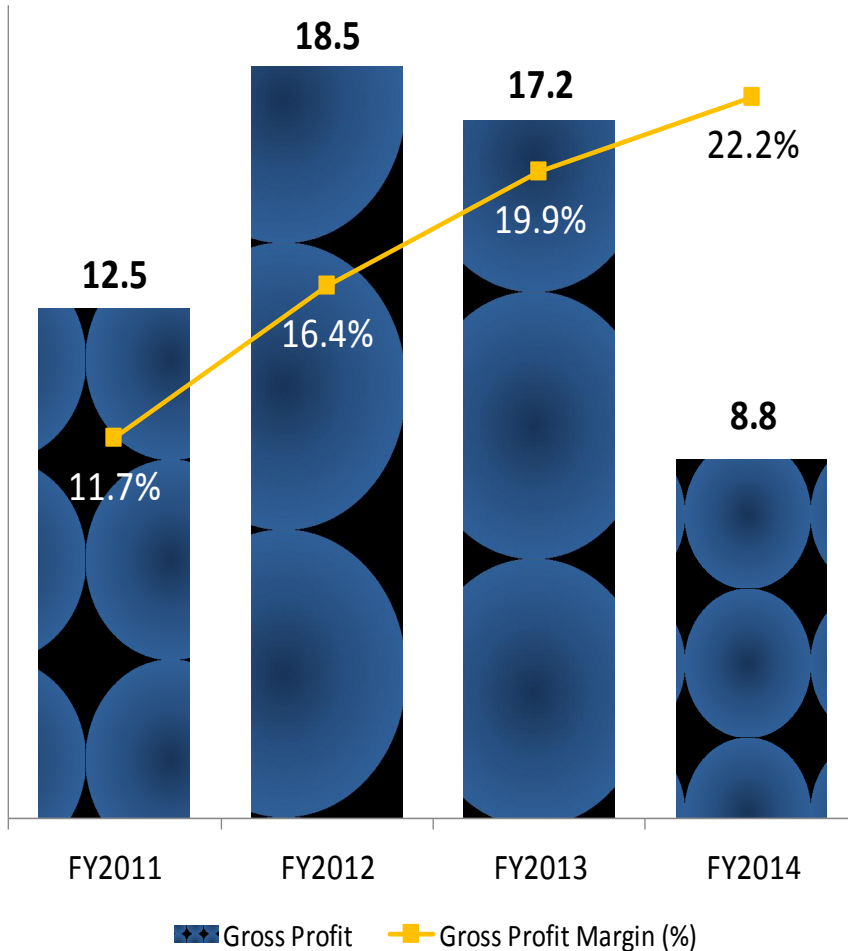
Sale of Watches: ↑40.1% to S\$3.2 million

•Higher number of watches sold through distributors

Financial Highlights

Financial Year ended 31 March

Gross Profit (S\$'million) & Gross Profit Margin



Gross Profit: ↓48.7% to S\$8.8 million in FY2014

•Due to lower revenue contribution from Sale of Automobiles

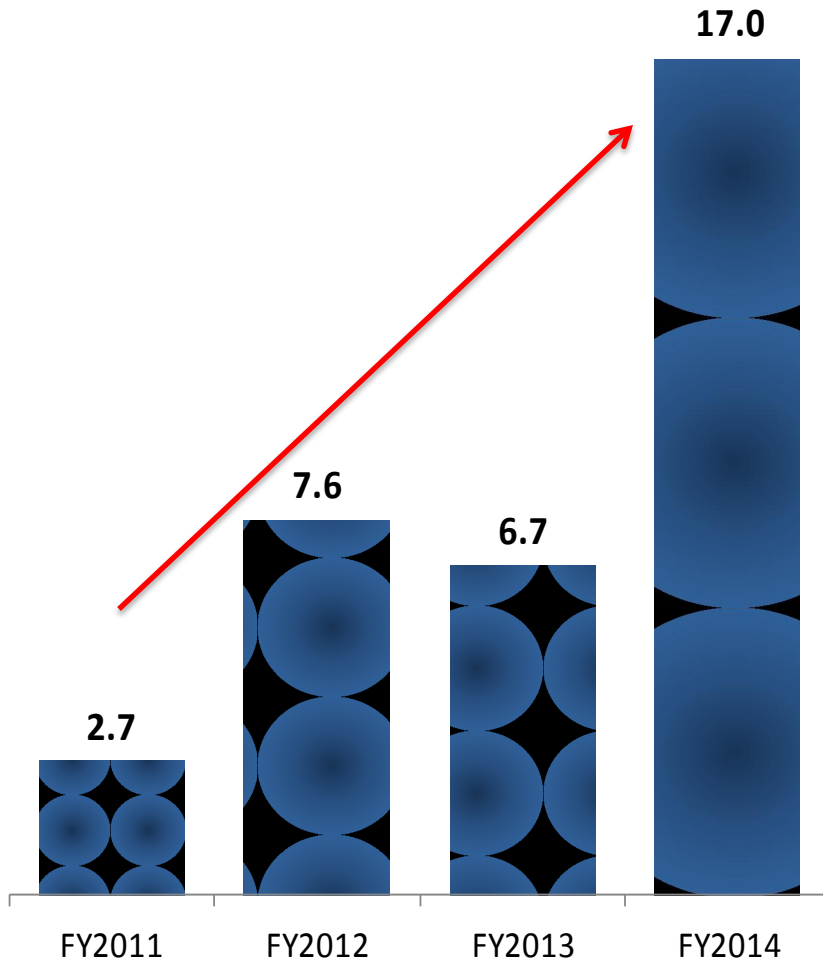
GP margin ↑2.3 pct point to 22.2%

•Mainly due to a change of sales mix as sales of automobiles generally have lower gross profit margins compared to the provision of after-sales services and sale of deLaCour watches

Financial Highlights

Financial Year ended 31 March

Net Profit (S\$'million)



Net Profit: ↑153.3% to S\$17.0 million in FY2014

•Due mainly to a one time gain of S\$16.2 million arising from the sales and leaseback of 30 Teban Gardens Crescent

Financial Highlights

Financial Year ended 31 March

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Profitability Ratios	FY2011	FY2012	FY2013	FY2014
Basic Earnings Per Share (cents)	1.21	3.39	2.99	7.30
Return On Assets (%)	9	22	12	21
Return On Equity (%)	136	165	76	47
Efficiency Ratios	FY2011	FY2012	FY2013	FY2014
Trade receivables turnover (days)	5	29	7	12
Trade payables turnover (days)	29	32	42	29
Inventory turnover (days)	104	61	151	311
Financial Position	FY2011	FY2012	FY2013	FY2014
Cash and Bank Balances (\$' million)	1.4	0.4	5.9	34.2
Total Assets (\$' million)	28.8	34.1	54.5	80.0
Total Liabilities (\$' million)	26.8	29.5	45.7	43.6
Total Equity (\$' million)	2.0	4.6	8.9	36.4
Net Gearing *(times)	3.7	1.7	2.8	(0.5)
NTA per share (cents)	0.9	2.1	3.9	13.7

*Net gearing is derived from total other financial liabilities (net of cash and cash equivalents) divided by total equity.

Update on Use of Proceeds

As at 31 March 2014

Intended Use (in S\$' million)	Amount Allocated	Amount Utilised	Balance
Expansion of our operations locally and in other markets and diversification into other luxury lifestyle business	6.00	-	6.00
General working capital	2.46	2.46	-
Total	8.46	2.46	6.00

Corporate Updates



Completion of Sales & Leaseback Arrangement

18 March 2014: Announced **completion of sales and leaseback** arrangement relating to its premises at 30 Teban Gardens Crescent for a **consideration of \$41.0 million**

Paved the way for the declaration of a one-time special dividend for FY2014

Fulfils commitment made to investors at the time of IPO

Proposes final dividend of
2.8 Singapore cents per share



Dividend payout ratio: **43.6%** of the net profit after tax

New Alfa Romeo Showroom

Description	<ul style="list-style-type: none">• A new 2-storey annex with 2 showrooms on each floor for new cars• Includes an area to warehouse customers' collection of exotic cars• The whole complex is a Singapore Customs bonded licensed area
Size	1,409m ²



Launch of new Lamborghini Huracán LP610-4

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- The Lamborghini Manufacturer has unveiled the Huracán LP 610-4 that replaces its Gallardo Model
- Singapore launch expected in September 2014



Lamborghini Huracán LP610-4 Launch Event

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Proposed Design for LAMBORGHINI Event at Wisma Atria



Overall View_ With shelter/ ceiling



Overall View_ Without shelter/ ceiling

Prospects, Business Strategies & Future Plans





LAUNCH OF NEW PRODUCT MODELS



STEADY GROWTH IN SINGAPORE'S GDP

- 2013 GDP grew 4.1% , exceeding economists' forecast of 3.8% ⁽¹⁾
- 2014 GDP projected at 3.8% ⁽¹⁾
- IMF has projected Singapore's GDP per capita growth to be approximately 3.7% per annum for the next four years ⁽²⁾
- Rising affluence and spending power of Singaporean consumers



EXPANDING THE DELACOUR WATCH DISTRIBUTION AND RETAIL BUSINESS

- Expanding the distribution network will drive growth of sales of deLaCour watches
 - Appointed Sincere Watch Limited and Watches of Switzerland to act as points of sales in Singapore
 - Appointed local distributor in Jakarta, Indonesia
 - In discussions with a potential local distributor in Bangkok, Thailand
- Lamborghini will be launching Huracán model in Singapore in September 2014
 - Alfa Romeo Manufacturer will launch new 4C model in Singapore in July 2014
 - Lamborghini has plans to enter the sport utility vehicle (SUV) segment by 2017 with its newly launched Lamborghini Urus ⁽³⁾, with a view to expand customer base to include household families.

1) Source: Straits Times 19 March, 2014, Economists trim Singapore's 2014 growth forecast to 3.8%: MAS poll - www.straitstimes.com/breaking-news/money/story/economists-trim-singapores-2014-growth-forecast-38-mas-poll-20140319#sthash.FOBBIRM1.dpuf

2) Source: World Economic Outlook Database, October 2013. Information was extracted from the website of IMF at <http://www.imf.org/external/pubs/ft/weo/2013/02/weodata/weoselgr.aspx>

3) Press release entitled "Lamborghini Urus – The SUV super athlete" dated 22 April 2012 by the Lamborghini Manufacturer

Expand operations locally and into other markets and acquisition of new distributorships and/or dealerships

- Intend to grow our distribution network locally and into other emerging markets in the region – We may expand our distribution network for our existing products into overseas markets or secure distributorships and/or dealerships for new ultra-luxury automobiles and/or luxury automobiles
- For overseas expansion, we may acquire local existing distributorships and/or dealerships which are already in the ultra-luxury automobile and/or luxury automobile markets in that country or enter into strategic alliances with local distributors and/or dealers of ultra-luxury automobiles and/or luxury automobiles, should such a need arise

Construction of improved or new facilities for the Group's operations

- Expand operations by acquiring and/or constructing improved or new facilities to house our offices, showrooms, service centres and automobile parts and accessories stores

Diversification into other luxury lifestyle businesses

- Diversify into other luxury businesses to leverage on established pool of high net worth customers
- Expand distribution of the deLaCour brand of watches locally and regionally by appointing retailers or distributors; or by setting up boutique watch shops
- May acquire distributorships and/or dealerships for more luxury lifestyle products to expand product portfolio

Expand business through joint ventures and strategic alliances

- Expand businesses through joint ventures and strategic alliances, which will complement our businesses, provide access to new markets, customers and businesses, including new distributorships/dealerships with strong brand owners



Strong relationship with customers through personalised and quality customer service



Carry strong and well-established automobile brands including Lamborghini, Alfa Romeo and Pagani



Established relationship with automobile manufacturers



Plans to diversify into other businesses in the luxury segment in order to leverage on our established pool of high net worth customers

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Thank You