



**FY 2018  
Results Presentation**

28 February 2019



# Important Notice

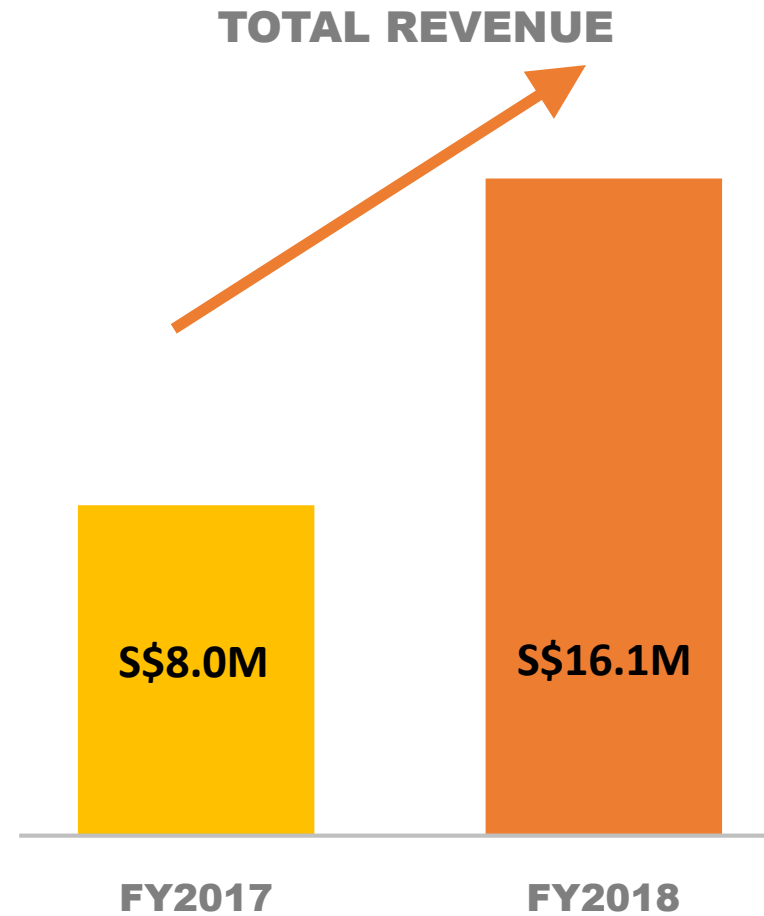
This presentation is to provide general background information of Synagie Corporation Ltd. (the “Company”). The information provided is in summary form and has not been independently verified. No presentation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, correctness or completeness of the information or opinions contained herein.

This presentation is not and does not constitute for form part of any offer, invitation, or recommendation to purchase or subscribe for any securities and no part of it shall form the basis of or be relied upon in connection with any contracts, commitment or investment decision in relation thereto.

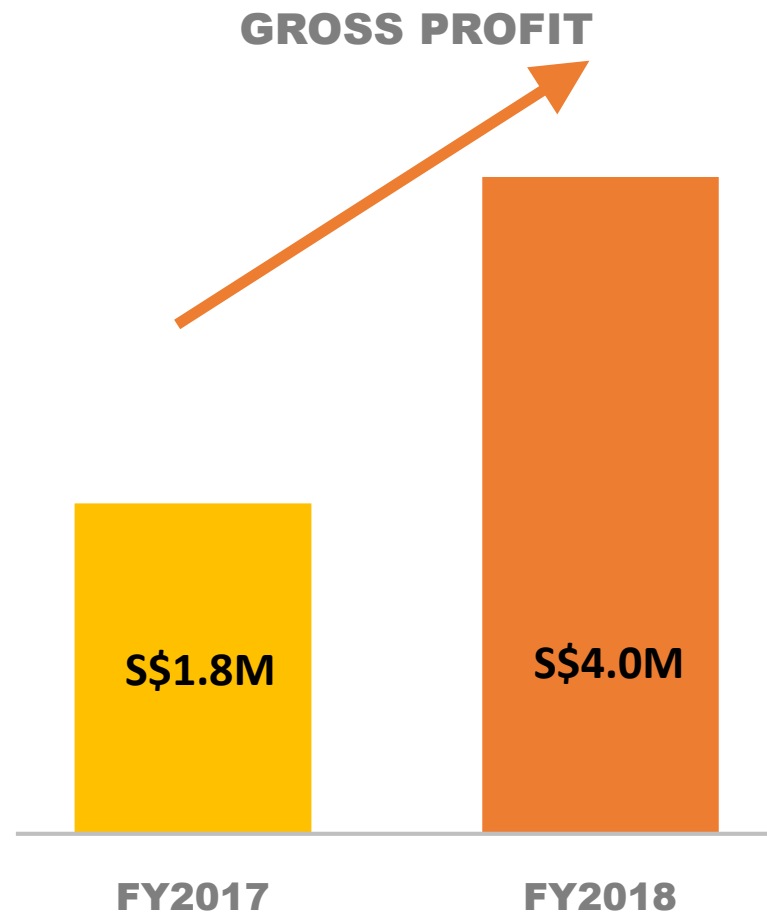
Any recirculation, transmission or distribution of this presentation or any part thereof by any third party requires the prior written permission of the Company. The Company disclaims all responsibility and liability arising in connection with any unauthorised recirculation, transmission or distribution of this presentation or any part thereof.

The information in this presentation is substantially based on information found in the Company’s unaudited financial statements announcement for the year ended 31 December 2018 as announced on 27 February 2019, and should be read in conjunction with the said announcement.

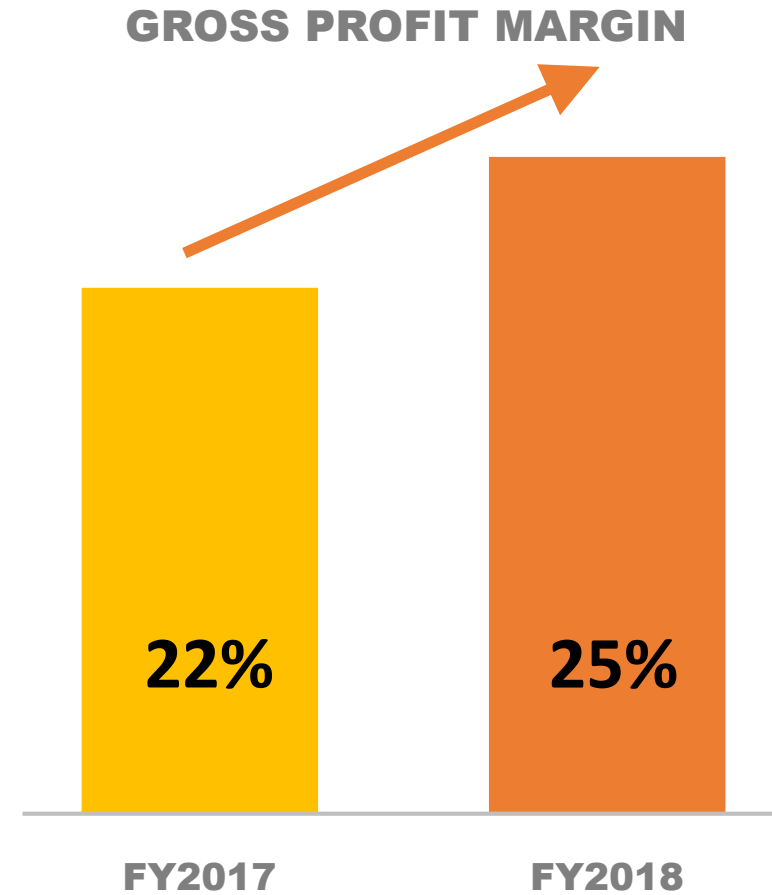
# Solid Revenue Growth in 2018



# Strong Increase In Gross Profit



# Improvement In Gross Profit Margin



# One-Off & IPO Expenses



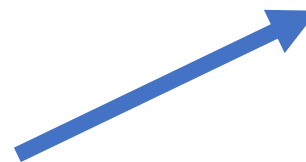
**\$\$1.0M**

IPO Listing expenses

**\$\$0.8M**

Amortisation of pre-IPO Convertible Notes & professional fee for acquisition of Insurtech Subsidiary

# Robust On An Operating Basis



**\$1.2M**

Listco expenses including post IPO compliance costs

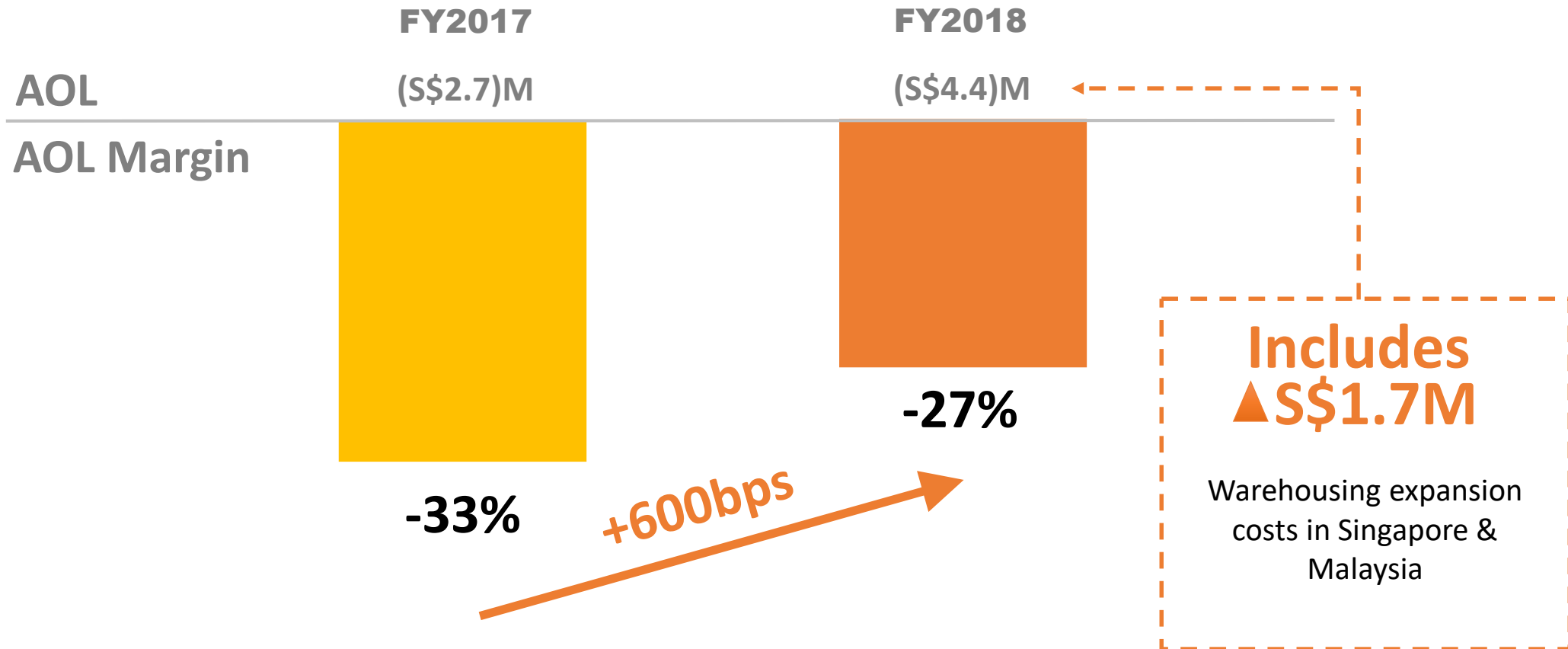


**▲\$1.7M**

Warehousing expansion costs in Singapore & Malaysia to cater to current & future growth

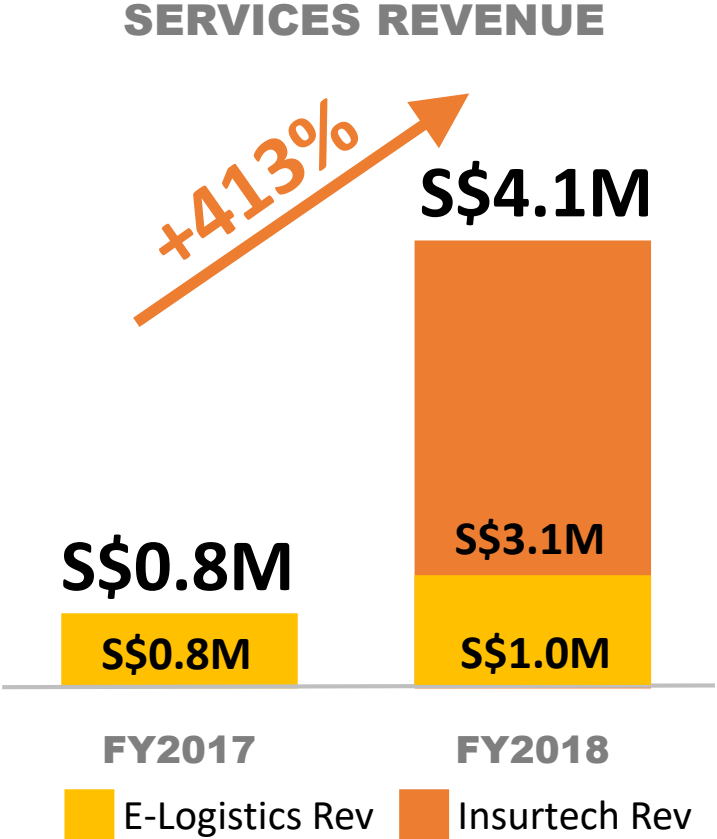
# Improvement In Adjusted Operating Loss

Adjusted Operating Loss (“AOL”) Better Reflects Our Operations





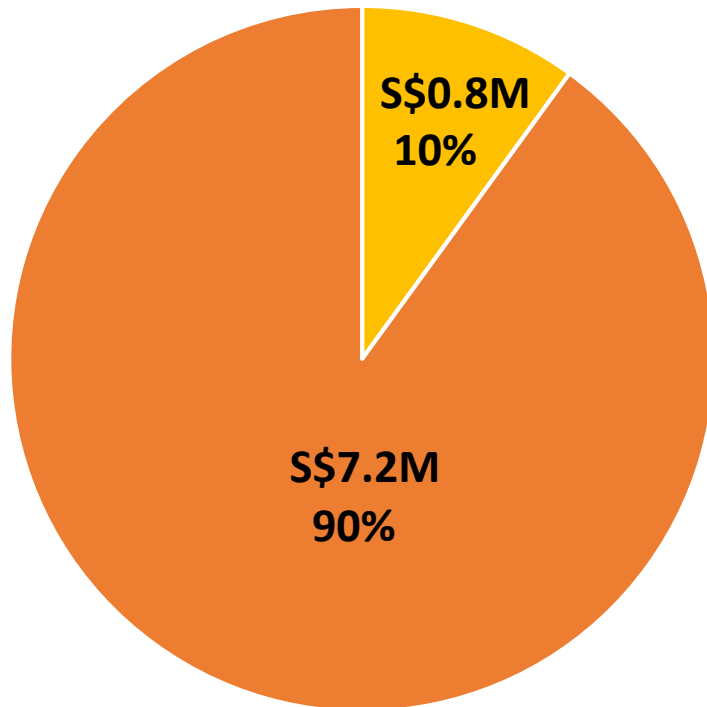
# Expanding High Margin Services Model



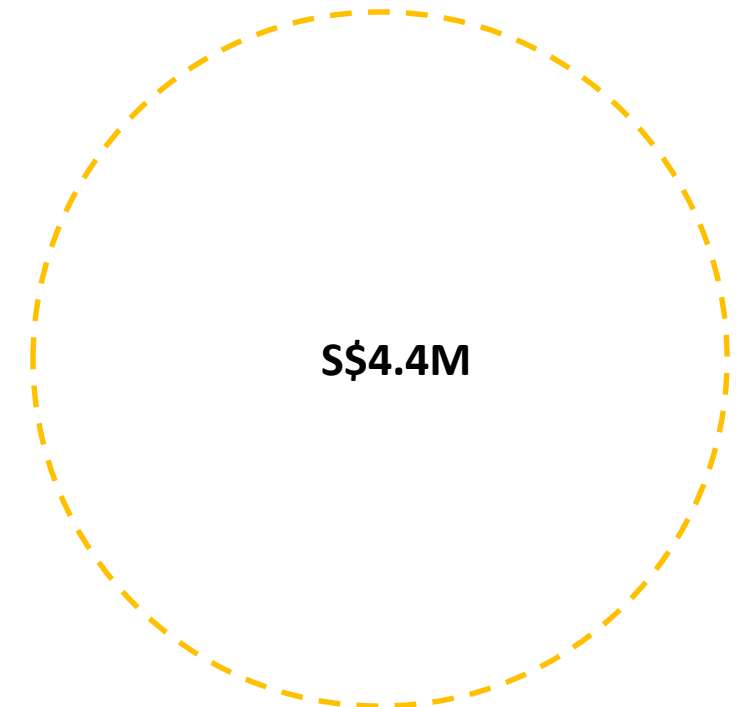
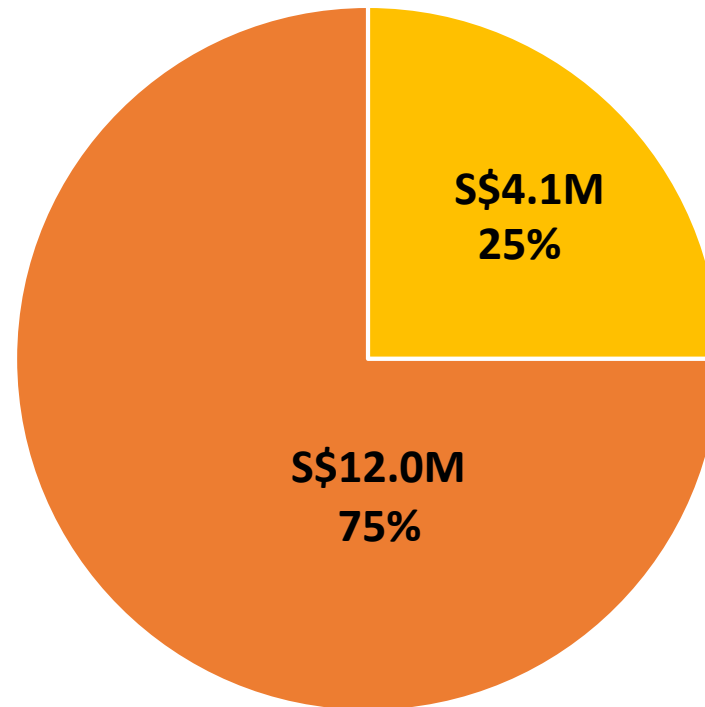
# Positive Change In Revenue Mix

Headed Towards An Increase In Services Revenue With High Margins  
 S\$8.5M\* Total Services Revenue Secured In FY2018

**FY2017**



**FY2018**

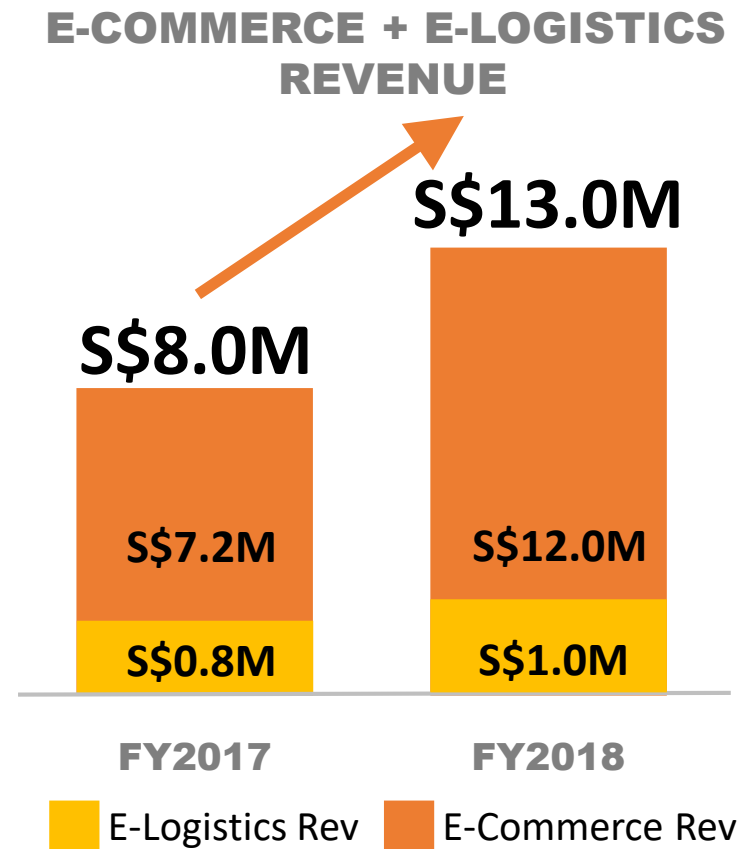


■ Services Revenue 
 ■ Distribution Revenue

■ Services Revenue 
 ■ Distribution Revenue 
  Deferred Services Revenue

\*Including Deferred Services Revenue

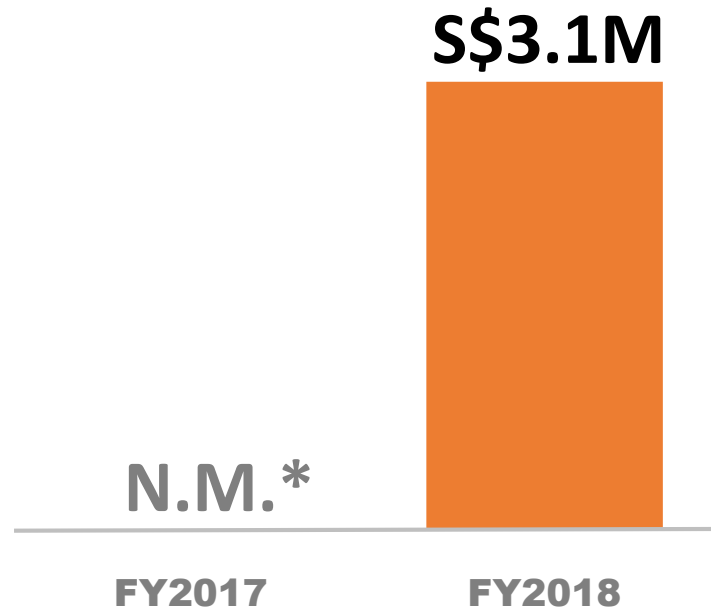
# Continued Growth In Core Commerce



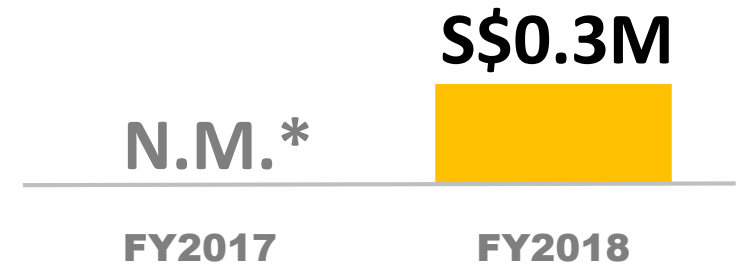
# Insurtech Already Profitable



**INSURTECH REVENUE**



**INSURTECH NET PROFIT AFTER TAX**



\* - acquired Insurtech business in FY2018  
N.M. - not meaningful

# Fastest Growing Tech Company



Ranked No 1 Fastest Growing Tech Company In Singapore & No 22 In Asia Pacific

500

Technology **Fast 500**  
2018 APAC **WINNER**  
**Deloitte.**

# Leading E-Commerce Enabler in SE Asia\*

1

## E-LOGISTICS

>250,000

Orders Fulfilled

>1,000,000

Inventory Units Processed

2

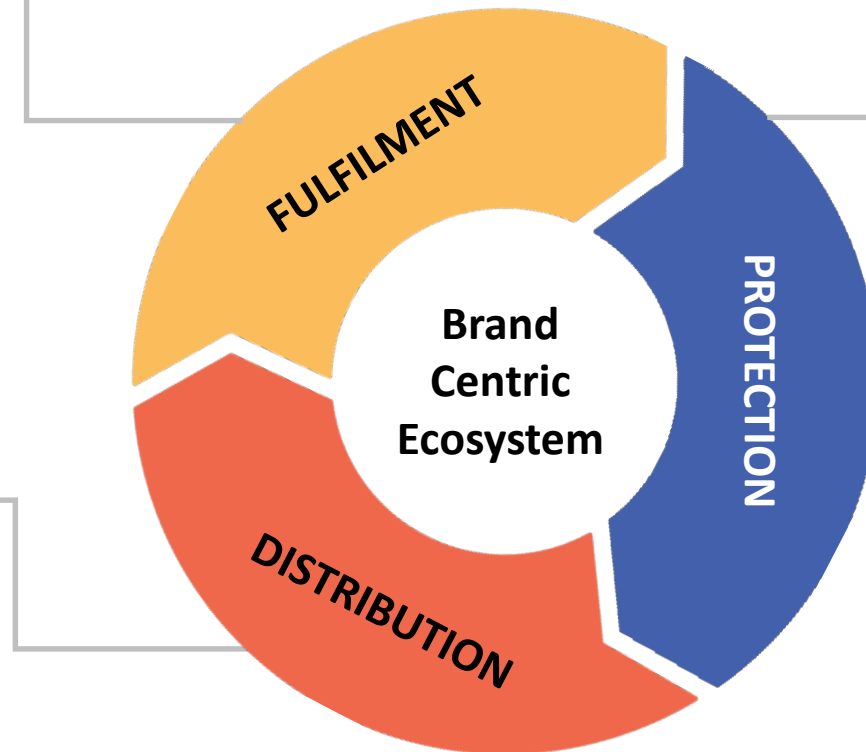
## E-COMMERCE

>270

Brand Partners

>S\$1,000,000

GMV On Singles Day Event



## INSURTECH

3

>780,000

Policies Issued

>S\$500 million

Policies Insured

# FY2018 HIGHLIGHTS

\*Frost & Sullivan 2018

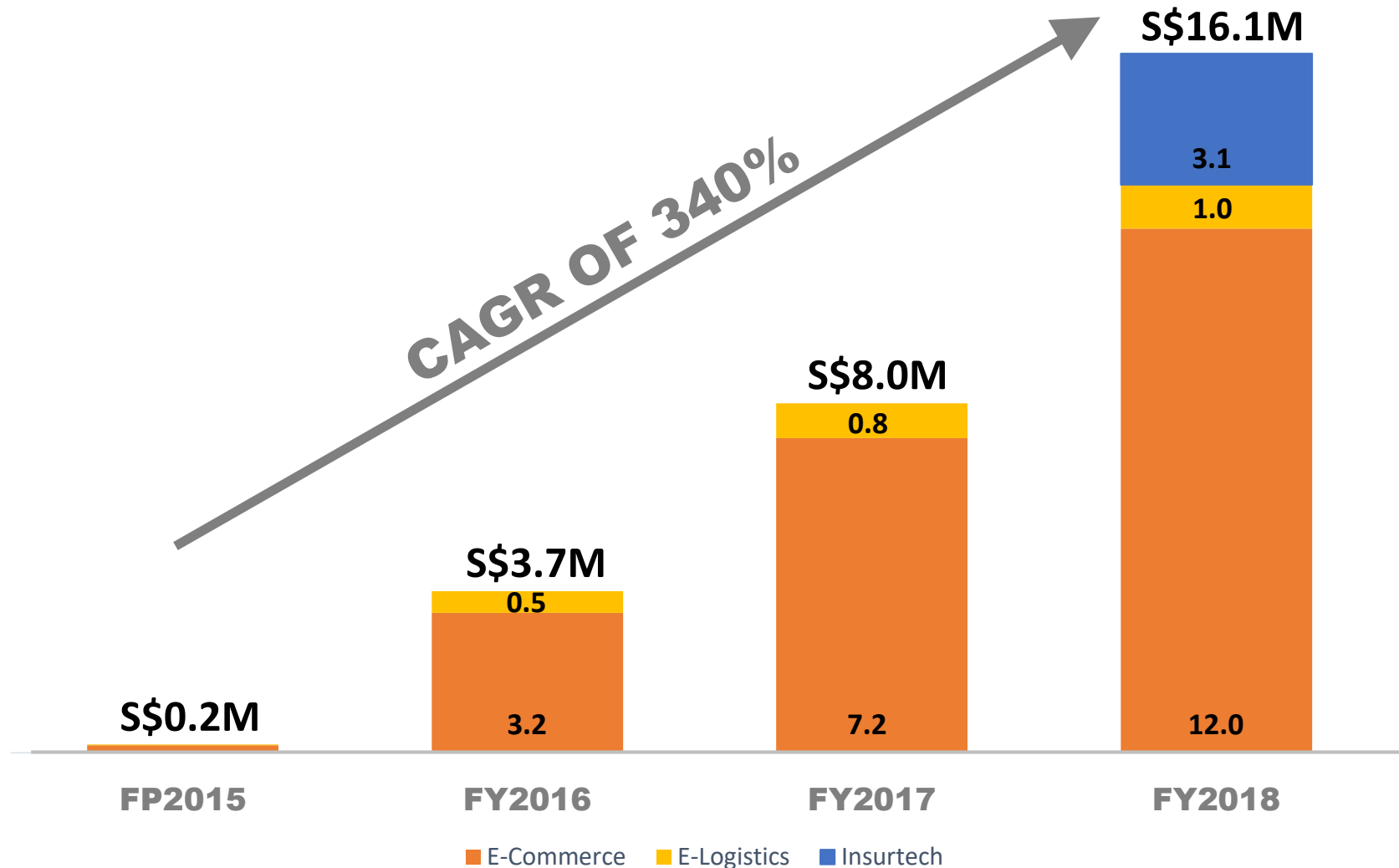
# Synagie

**Financial Review**



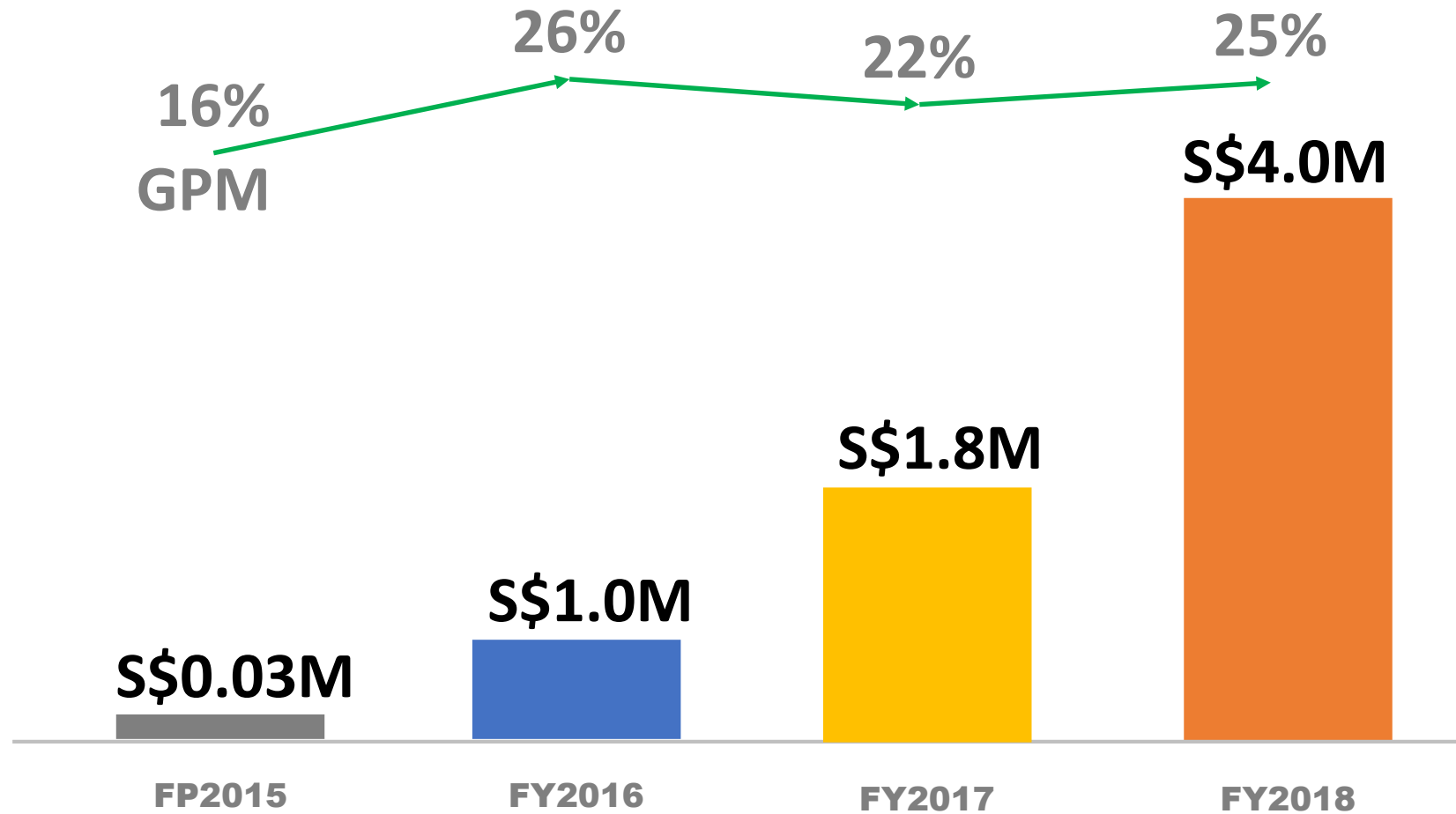
# Revenue

Driven By Higher Demand For Our Brand Partners' Products Online,  
An Increase In Brand Partners & Revenue From New Insurtech Segment



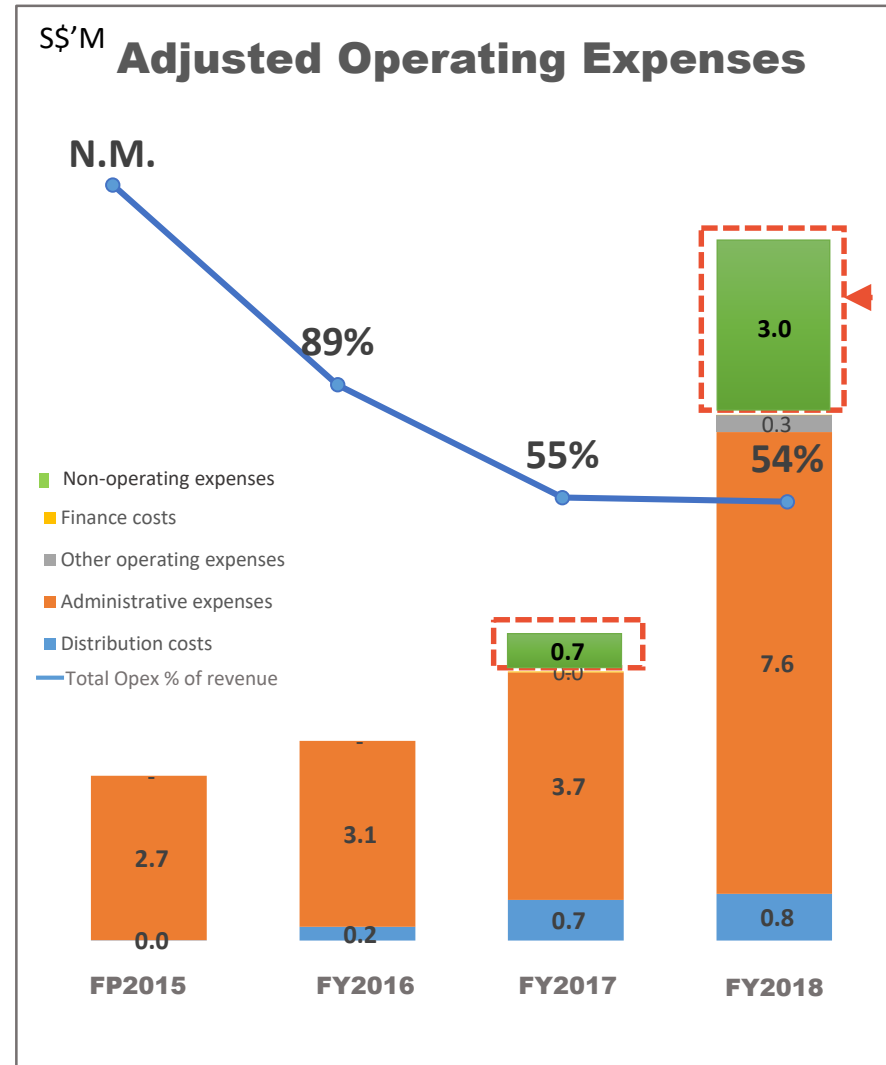
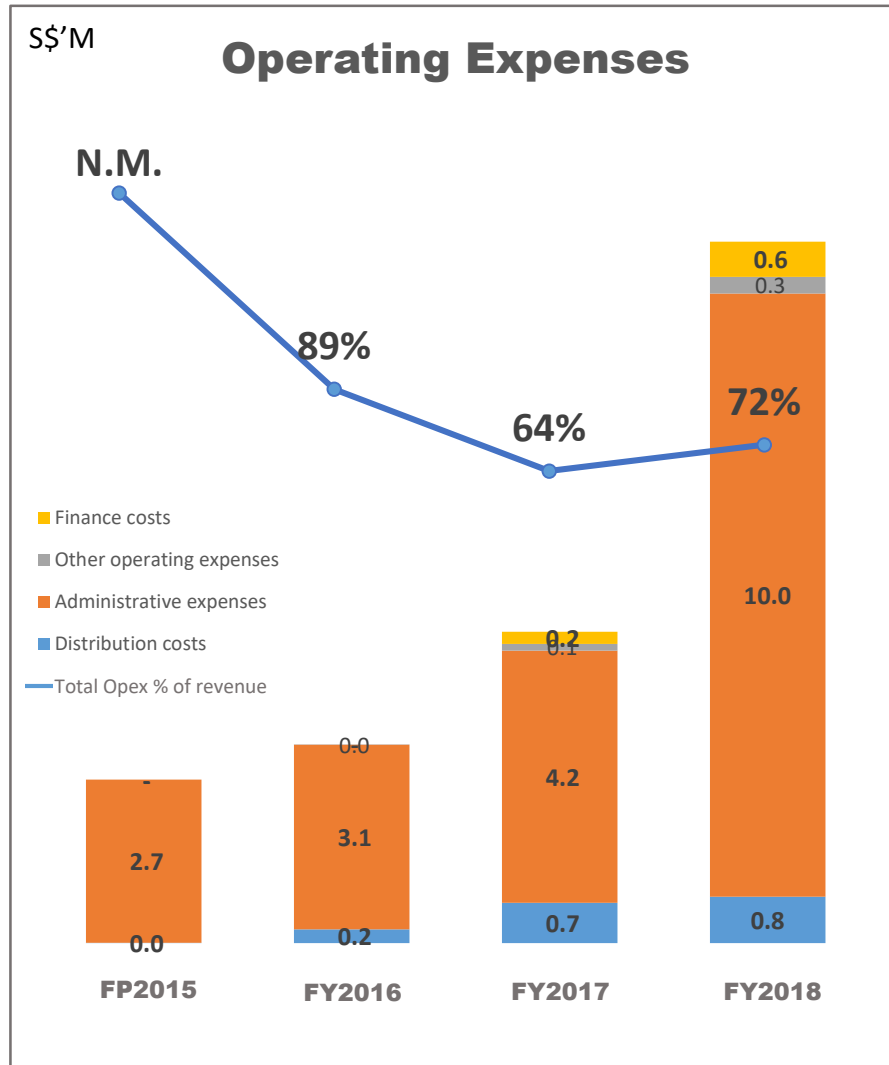


# Gross Profit & Gross Profit Margin



# Operating Expenses

Adjusted Operating Expenses Better Reflects Our Operations



**ONE-OFF & NON-OPERATING EXPENSES**

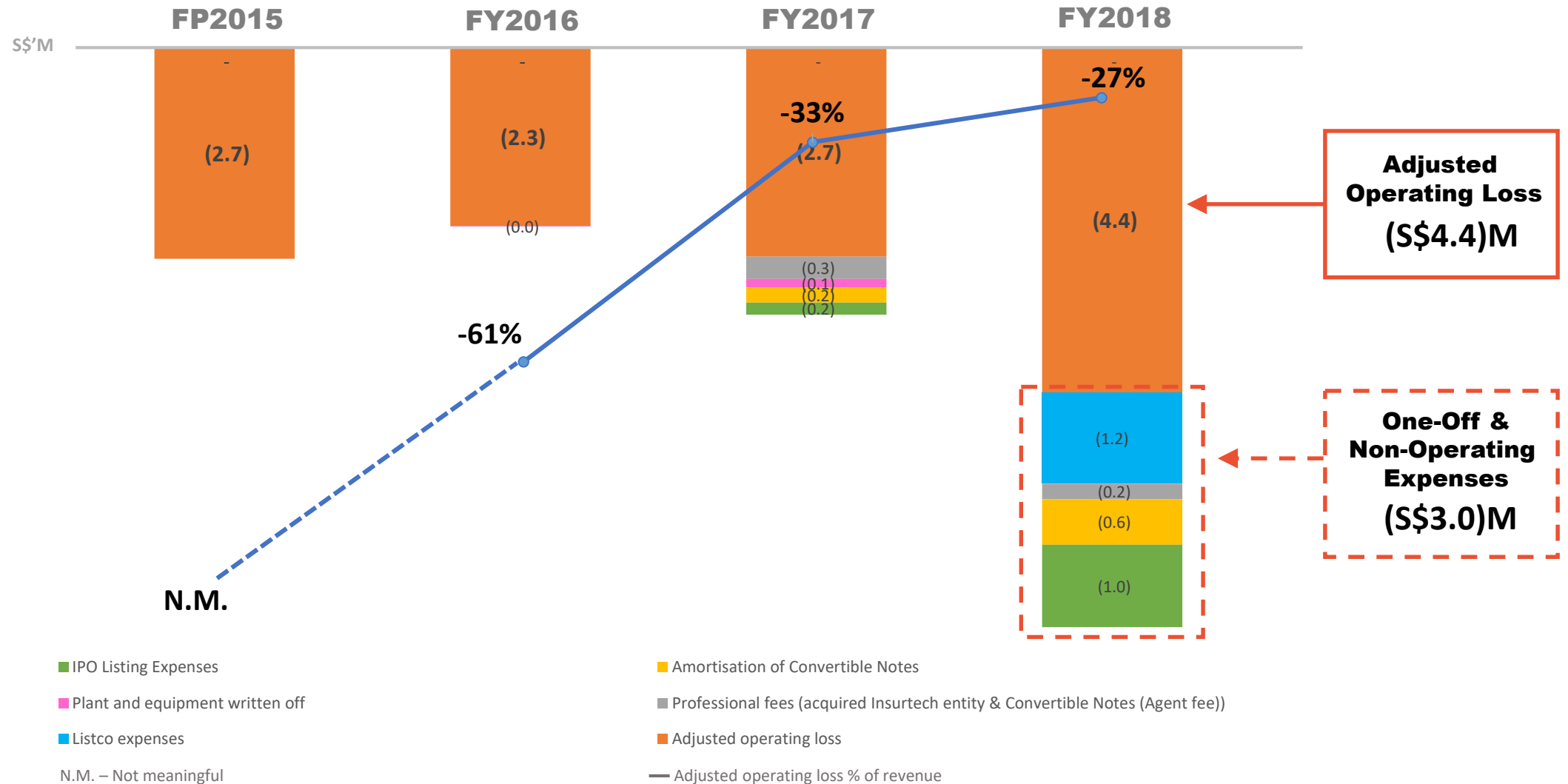
**\$1.8M**  
IPO Listing & One-Off Expenses

**\$1.2M**  
Post IPO maintenance & Listco Expenses

N.M. – Not Meaningful

# Adjusted Operating Loss

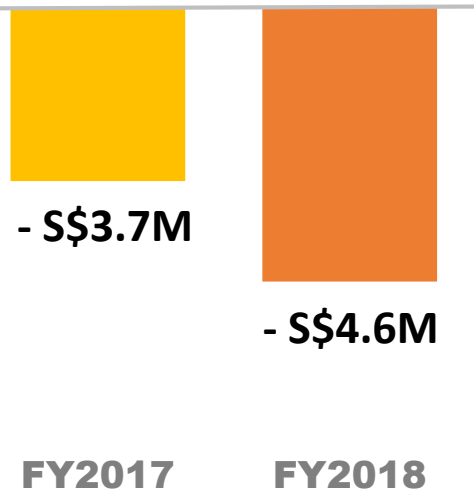
One-Off & Non-Operating Expenses Of S\$2.9M



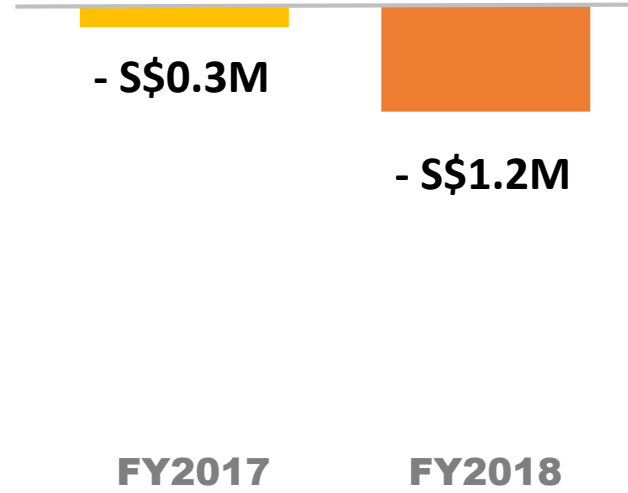
# Cash Flows & Working Capital

## CASH FLOWS SUMMARY

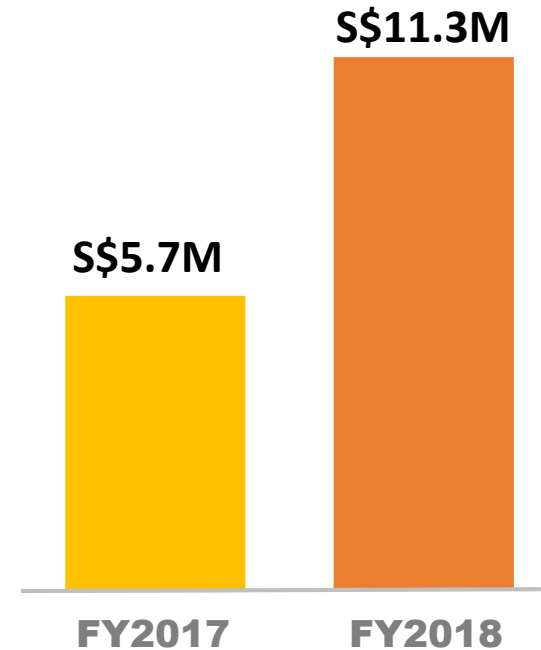
### CASH FLOWS USED IN OPERATING ACTIVITIES



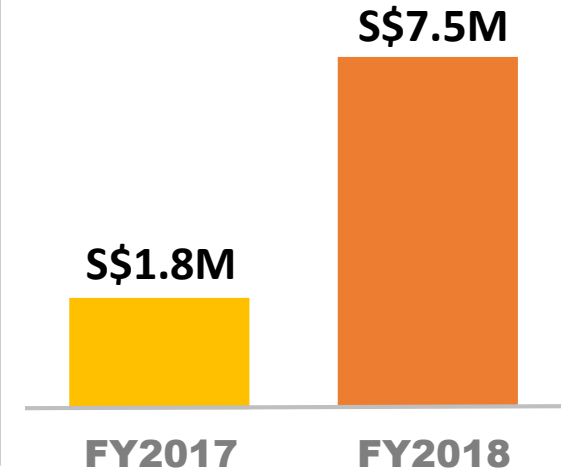
### CASH FLOWS USED IN INVESTING ACTIVITIES



### CASH FLOWS FROM FINANCING ACTIVITIES



### CASH AND BANK BALANCES



# Synagie

**Growth Strategy &  
Outlook**



# Key Engines Of Growth



# We're Growing Regionally

Philippines & Vietnam By 1H 2019, Thailand By 2H 2019.  
Focus On E-Commerce BBB Sector Remains.



# Growth Trajectory On Track





# Outlook 2019

- **Continued Growth**
  - We expect strong revenue growth to persist
- **Strong Existing Markets**
  - We expect SG & MY to continue growth in 2019
  - More Brand Partners gaining online traction
- **Regional Expansion**
  - PH and VN to be operational by 1H 2019
  - Revenue contribution from new regional markets
- **New High Margin Services Launch**
  - We expect new Insurtech products to launch in SG by 1H 2019
  - Contributing to revenue & improved gross profit margin

 **Synagie**  
Thank you

