



Investor Presentation

2 JULY 2019

The LEADER and INNOVATOR in the Pawnbroking Industry

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01

CORPORATE PROFILE

- Maxi-Cash provides **financial services** in the form of pawnbroking, retail and trading of jewellery and branded merchandise, and secured lending.
- As the **leader and innovator in the pawnbroking industry**, Maxi-Cash provides our customers with a modern, professional and customer-centric pawnbroking service to meet their financial needs.
- Our customers enjoy a **“bank-like” pawning experience** where trust, transparency and reliability are the hallmarks of our services.
- Maxi-Cash also provides secured lending overseas to foreign corporations through its wholly-owned subsidiary.

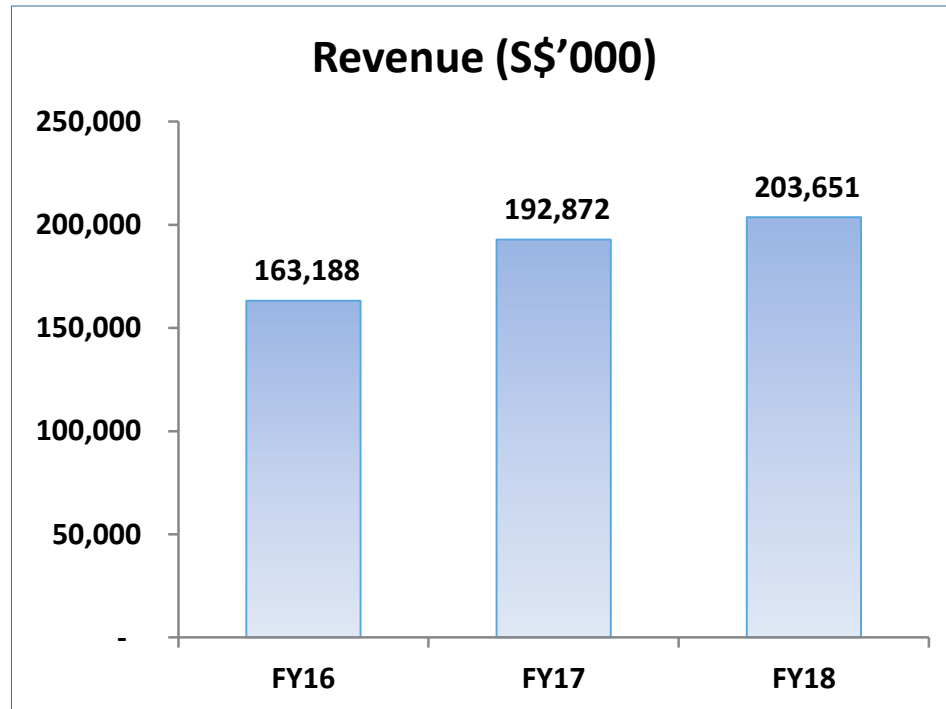


- **Strong Expansion & Revenue Growth**



- Strong Expansion & Revenue Growth**

Pawnshops and retail outlets in 46 locations in Singapore most of which are strategically and conveniently located near amenities such as bus interchanges and MRT stations



CENTRAL	NORTH	WEST	EAST
Bugis	Ang Mo Kio (2 Locations)	Boon Lay	Marine Parade
Lucky Plaza (2 Locations)	Toa Payoh	Jurong East	Bedok
People's Park	Northpoint	Jurong West	Joo Chiat
Bukit Merah	Causeway point	Clementi	Paya Lebar
Tiong Bahru	Hougang	Choa Chu Kang	Aljunied
Harbourfront	Nex Mall	Bukit Batok	Tampines
Serangoon Road (3 Locations)	Chong Pang	Jurong point	Pasir Ris
Boon Keng	Admiralty	Bukit Panjang	Eunos
Holland	Waterway Point		Sengkang
Ion Orchard	Punggol		Compass One
	Seletar Mall		
	Sembawang		
	Wisteria Mall		
	Marsiling		



OUR BUSINESS - PAWNBROKING

- A form of **collateralised micro-loan** that is regulated and licensed under the Pawnbrokers Act.
- Provides customers with convenient and **quick access to short-term financing** with a redemption period of six months, or longer.
- Our customers are walk-in individuals who pledge personal articles with our pawnshops.
- As collateral for the loans extended, we typically accept jewellery such as yellow gold, white gold, diamonds and branded timepieces.



- The rate of interest we can charge on the loans (not more than 1.5% per month) is regulated by the Pawnbrokers Act.
- Each pledged personal article is redeemable within the redemption period or after the redemption period if the pledged article has not been forfeited.
- All unredeemed pledges are forfeited one month after we have served the notice of forfeiture on the customer. Upon a pledge being forfeited, the pledge becomes our absolute property.



- Maxi-Cash currently has loans extended to borrowers overseas.
- These loans could be extended by the Group via a subscription in notes issued by such corporations, indirectly through the Group's investment in funds which provide financing to such corporations or through a direct lending to such corporations.
- These loans are typically secured by land or property-related assets.
- As and when necessary, Maxi-Cash may enter into contracts or arrangements to hedge its foreign exchange exposure.



02

COMPETITIVE STRENGTHS

OUR KEY COMPETITIVE STRENGTHS



46

store locations

We currently have 46 pawnshops and retail outlets in Singapore, most of which are strategically and conveniently located near amenities such as bus interchanges and MRT stations.

S\$319M

trade receivables¹ &
other receivables

Our trade and other receivables has grown from approximately S\$248.0 million in FY2016 to approximately S\$318.7 million in FY2018.

S\$204M

revenue

Our business has grown in scale, as evident from the growth of our revenue from approximately S\$163.2 million in FY2016 to approximately S\$203.7 million in FY2018.

⁽¹⁾ Trade receivables include loans to customers

Our professional and qualified staff have the relevant knowledge to appraise pledged articles and disburse loans expeditiously

In-house training programmes equip employees with essential skills and knowledge

One of the key growth factors of our business to date

We also have in-house expertise in providing repair and after-sale services for luxury time-pieces

The high quality and short response time of our customer service differentiate our services

STRONG TEAM & STRONG RISK MANAGEMENT: PROVIDER OF SHORT-TERM FINANCING



Experienced and committed Board of Directors and management team

- Our management team is led by our CEO, Mr. Ng Leok Cheng, and assists him in the daily management of our business.
- We believe the extensive experience of our management team, together with their industry knowledge and in-depth understanding of the market, will enable us to take advantage of future market opportunities.

Strong system of risk management

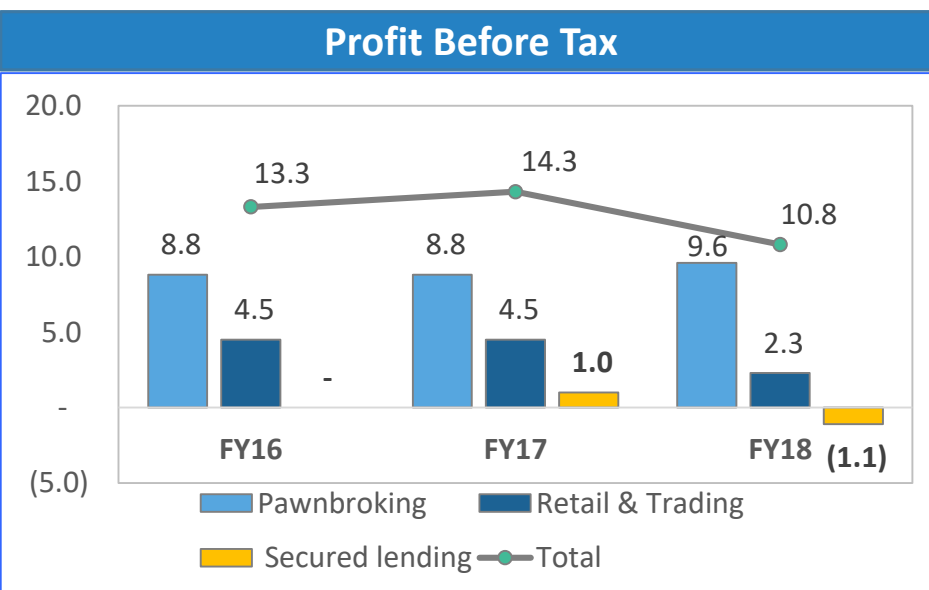
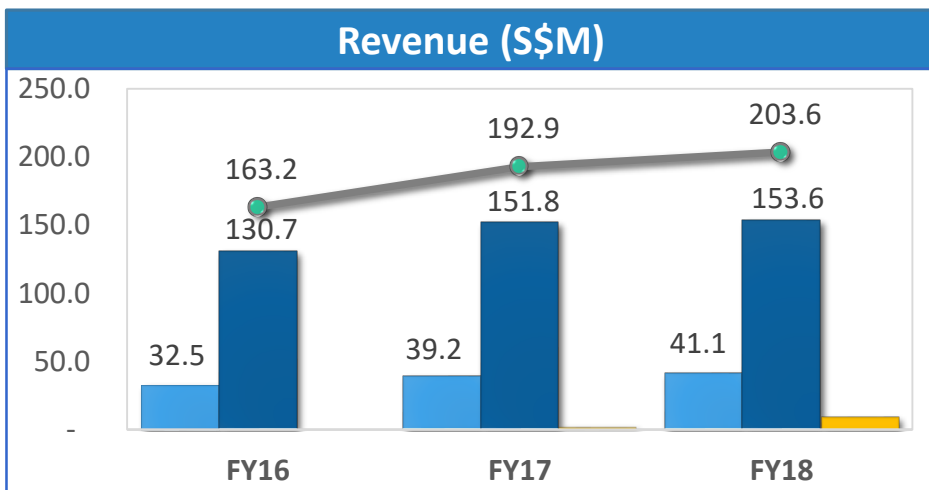
- Risk management is integral to the success of our business. Our focus on accuracy in the valuation and assessment of authenticity of pledged articles, and acquisition of jewellery, watches and luxury bags enables us to maintain our risk at minimum levels.
- Our focus on accurate valuation enables us to minimise price risks and determine the appropriate loan amounts to be given.
- The strong risk management system that is in place allows us to manage our risks effectively as we expand our business.

Convenient and quick access to short-term financing

- As licensed pawnbrokers, we seek to provide speedy, convenient and efficient pawnbroking services for customers who need cash on short notice.
- Large network of pawnshops and retail outlets facilitates customer outreach by providing customers with convenient access to our pawnbroking services.
- Knowledgeable and well-trained staff ensures that our services are provided expeditiously.

03

FINANCIAL HIGHLIGHTS



- Our revenue is derived from 3 business segments

Pawnbroking

- Derived from interest income earned from providing collateral loan services.
- Revenue in FY2018 grew 4.8% year-on-year as we gained more market share, relocated and opened new outlets resulting in a net increase of 1 outlet.

Retail and trading of jewellery, watches and branded merchandise

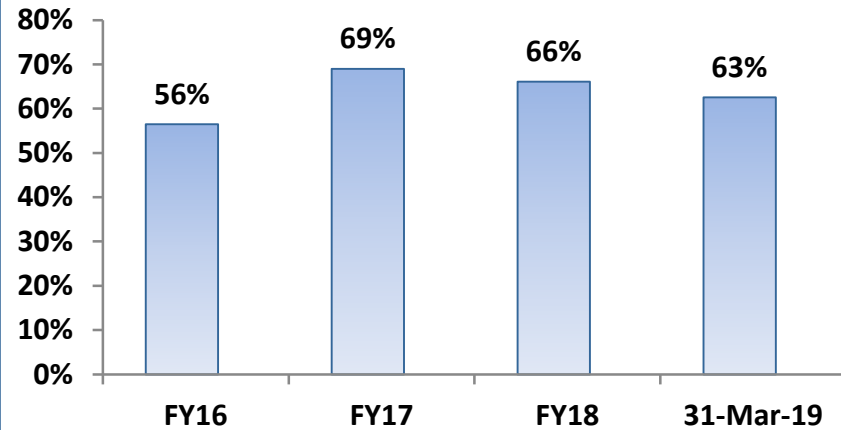
- Revenue in FY2018 grew 1.2% year-on-year due to the increased retail and trading activities at our retail outlets.

Secured Lending

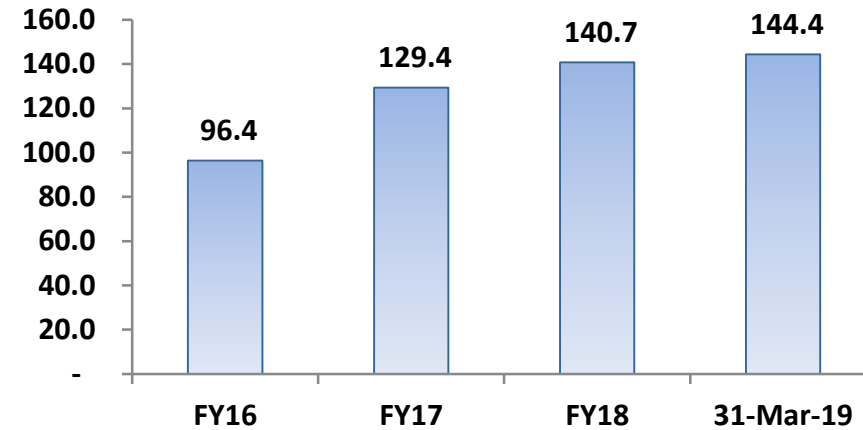
- Distribution income is recognised when the Group's right to receive payment is established.
- Revenue in FY2018 grew 368.4% year-on-year.

KEY FINANCIAL RATIOS

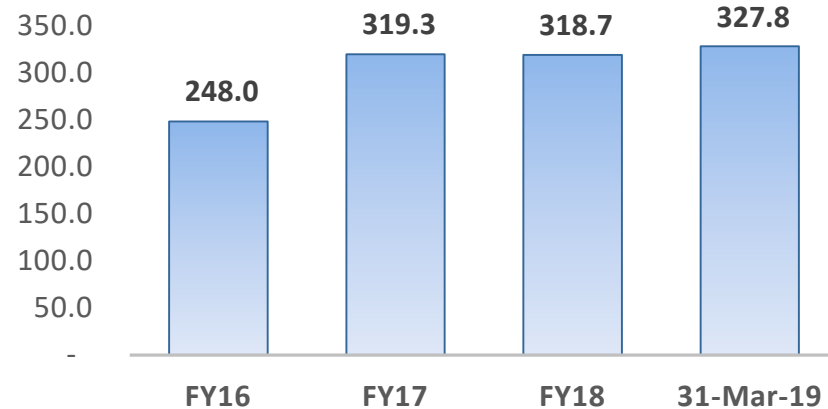
Total Debts to Total Assets (%)



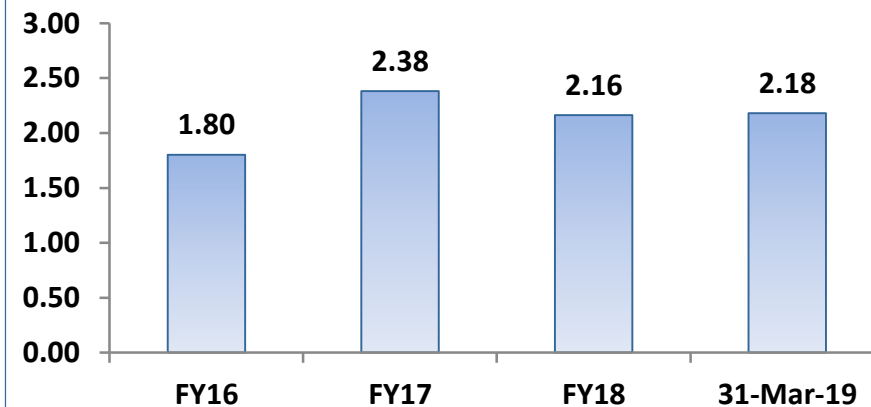
Consolidated Tangible Net Worth (S\$'M)



Trade & Other Receivables (S\$'M)



Total Debt to Tangible Net Worth (x)



04

**PROSPECTS,
BUSINESS STRATEGIES &
FUTURE PLANS**



Expansion of business operations: Increase our number of pawnshops and/or retail outlets, especially in locations with room for higher market penetration.



Strengthening brand recognition through brand management and marketing strategies: Continue to strengthen our “Maxi-Cash” brand name and maintain our brand leadership in Singapore through branding and marketing strategies to highlight our modern, progressive and customer-centric store concept, providing customer with a “bank-like” pawning experience where trust, transparency and reliability are the hallmarks of our services.



Expanding our range of jewellery, watches and branded merchandise: Acquire wider range of products in order to keep up with rapid changes in market trends and consumer preferences.



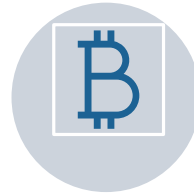
Expanding through investments, acquisitions, joint ventures and/or strategic alliances: Strengthen our market position, expand our network (whether in Singapore or otherwise), as well as expand into new businesses complementary to our current business through investments, acquisitions, joint ventures or strategic alliances.

05

**SALIENT
HIGHLIGHTS**



Leader and innovator in the pawnbroking industry



Strong track record and reputation under the “Maxi-Cash” brand name



Large network of pawnshops and retail outlets in 46 strategic locations in Singapore



Revenue grew by 24.82% to S\$203.7 million from FY2016 to FY2018



Provide convenient and quick access short-term financing



Innovator in a recession-proof space

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