

# FY2019 Financial Results

(1 January 2019 – 31 December 2019)



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Annual Performance: Key Highlights

27 February 2020

# Financial Results: YoY Financial Performance

(\$'000)	FY 2019	FY 2018
<b><u>Continuing Operations</u></b>		
Revenue	285,691	264,869
Gross Profit	32,555	26,762
Profit before income tax	1,038	2,596
<b>Profit for the year from continuing operations</b>	<b>1,041</b>	<b>2,583</b>
Loss for the year from discontinued operations	(5)	(91)
<b>Profit for the year</b>	<b>1,036</b>	<b>2,492</b>
<b>Profit for the year (excluding one-off impairments)</b>	<b>6,256</b>	<b>2,492</b>

# Financial Results: QoQ Financial Performance

(\$'000)	1Q – 2019	1Q – 2018	2Q – 2019	2Q – 2018	3Q – 2019	3Q – 2018	4Q – 2019	4Q – 2018
<b><u>Continuing Operations</u></b>								
Revenue	69,369	64,710	66,970	60,303	73,527	67,419	75,825	72,437
Gross Profit	7,930	6,450	8,639	6,574	8,392	6,629	7,594	7,109
Profit (Loss) before income tax	1,749	843	1,801	724	1,999	544	(4,511)	485
<b>Profit (Loss) for the period from continuing operations</b>	<b>1,568</b>	<b>764</b>	<b>1,696</b>	<b>618</b>	<b>1,894</b>	<b>438</b>	<b>(4,117)</b>	<b>763</b>

# Financial Results: QoQ Financial Performance (cont'd)

(\$'000)	1Q – 2019	1Q – 2018	2Q – 2019	2Q – 2018	3Q – 2019	3Q – 2018	4Q – 2019	4Q – 2018
<b>Profit (Loss) for the period from continuing operations (cont'd)</b>	1,568	764	1,696	618	1,894	438	(4,117)	763
Profit (Loss) for the period from discontinued operations	(2)	20	2	(85)	(3)	2	(2)	(28)
<b>Profit (Loss) for the period</b>	1,566	784	1,698	533	1,891	440	(4,119)	735
<b>Profit (Loss) for the period (excluding one-off impairments)</b>	1,566	784	1,698	533	1,891	440	1,101	735

## Financial Results: YoY Segmental Breakdown of Revenue (Continuing Operations)

(\$'000)	FY 2019	FY 2018
<b>DMS</b>	253,048	232,847
<b>AMS</b>	19,864	24,240
<b>DPAS</b>	5,793	6,153
<b>INVESTMENT</b>	6,986	1,629
<b>Total</b>	285,691	264,869

# Financial Results: QoQ Segmental Breakdown of Revenue (Continuing Operations)

(\$'000)	1Q – 2019	1Q – 2018	2Q – 2019	2Q – 2018	3Q – 2019	3Q – 2018	4Q – 2019	4Q – 2018
<b>DMS</b>	61,377	56,382	58,237	51,741	64,863	59,415	68,571	65,309
<b>AMS</b>	5,228	6,386	4,906	6,382	5,202	6,209	4,528	5,263
<b>DPAS</b>	1,552	1,529	1,558	1,860	1,435	1,304	1,248	1,460
<b>INVESTMENT</b>	1,212	413	2,269	320	2,027	491	1,478	405
<b>Total</b>	69,369	64,710	66,970	60,303	73,527	67,419	75,825	72,437

# Financial Results: YoY Segmental Breakdown of Gross Profits (Continuing Operations)

(\$'000)	FY 2019	FY 2018
DMS	18,619	17,131
AMS	5,266	6,102
DPAS	1,684	1,900
INVESTMENT	6,986	1,629
Total	32,555	26,762

# Financial Results: QoQ Segmental Breakdown of Gross Profits (Continuing Operations)

(\$'000)	1Q – 2019	1Q – 2018	2Q – 2019	2Q – 2018	3Q – 2019	3Q – 2018	4Q – 2019	4Q – 2018
<b>DMS</b>	4,920	3,985	4,591	3,989	4,608	4,306	4,500	4,851
<b>AMS</b>	1,388	1,612	1,353	1,636	1,354	1,465	1,171	1,389
<b>DPAS</b>	410	440	426	629	403	367	445	464
<b>INVESTMENT</b>	1,212	413	2,269	320	2,027	491	1,478	405
<b>Total</b>	7,930	6,450	8,639	6,574	8,392	6,629	7,594	7,109



## Financial Results: One-off impairments

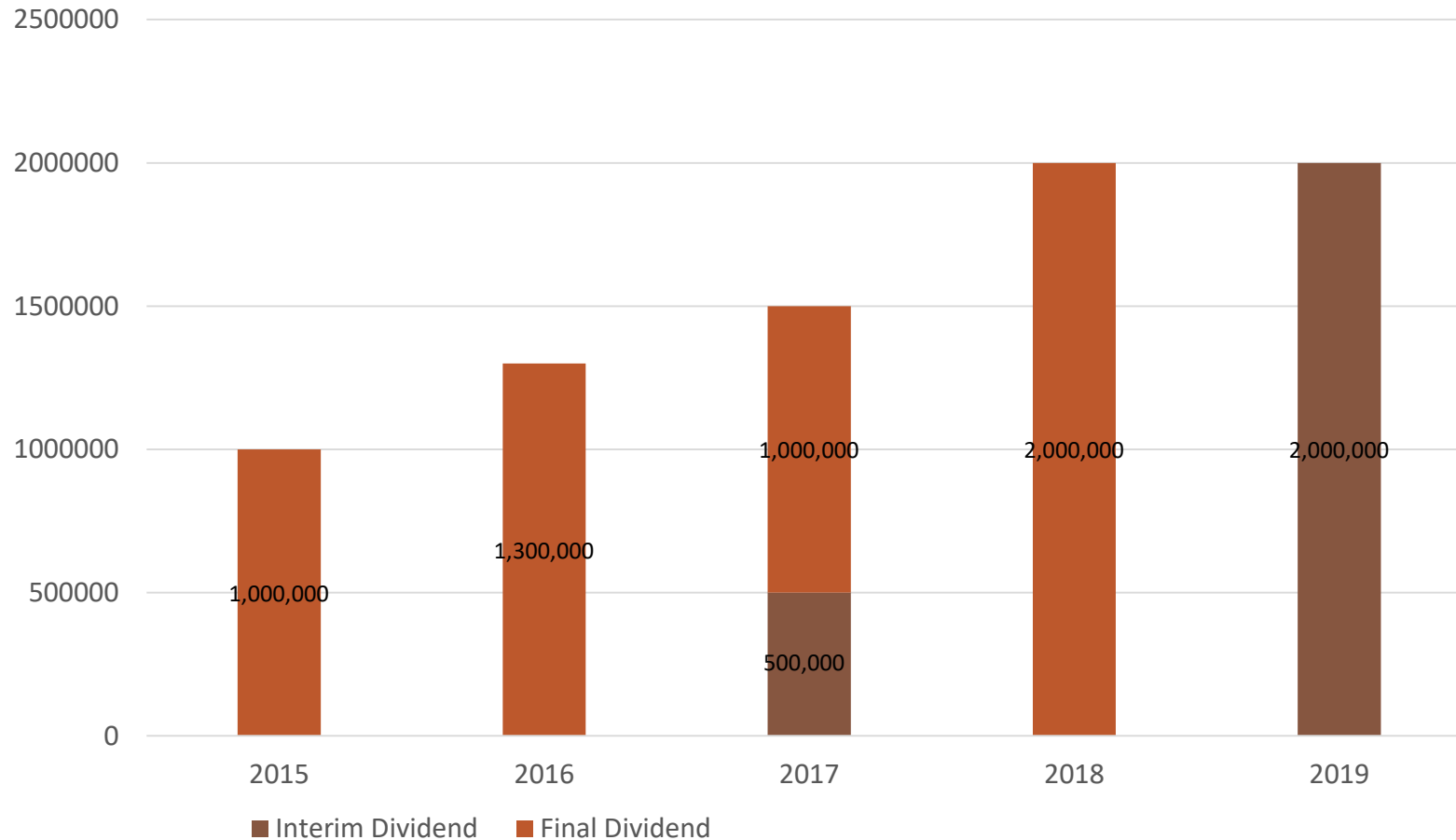
(\$'000)	FY 2019
<b><u>Continuing Operations</u></b>	
<b>Profit for the year</b>	<b>1,041</b>
<b><u>One-off impairment impact:</u></b>	
Impairment of right-of-use assets	571
Impairment of investment in debt securities	1,851
Impairment of goodwill	2,798
Total one-off impairments	5,220
<b>Profit for the year (excluding one-off impairments)</b>	<b>6,261</b>

# Investments: Performance Overview

(\$'000)	FY 2017	FY 2018	FY 2019
<b>Investment performance</b> (inclusive of dividends from equity investment and accrued interest income from bond investment)	(1,457)	(2,705)	3,664

(\$'000)	1Q-2019	2Q-2019	3Q-2019	4Q-2019
<b>Investment performance</b> (inclusive of dividends from equity investment and accrued interest income from bond investment)	4,110	(1,207)	(4,750)	5,511

# Dividend



- **Dividend Policy:** At least 50% of profits
- **Cash flow profits used for:**
  - (1) Dividends
  - (2) Share Buy-back
  - (3) Re-investment

- Investment division expected to be Group's growth engine
- Barring any unforeseen event, Group committed to achieve better performance in FY2020
- COVID-19 outbreak and uncertainties in the global economy may exert pressure on the Group's profit targets for FY2020
- DMS division's performance to be impacted by the competitive pressures from the challenging retail environment and the economic effects of the COVID-19 outbreak
- Group actively exploring potential investment opportunities to build new revenue streams and improve shareholders' returns

# Thank You



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