



FY2015 Corporate Presentation

The presentation herein may contain forward looking statements by the management of Best World International Ltd (BWI) that pertain to expectations for financial performance of future periods vs past periods. Such forward looking statements involve certain risks and uncertainties as they relate to future events. Actual results may vary materially from those targeted, expected or projected due to various factors. Such factors are, among others, general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures as well as changes in tax regimes and regulatory developments. Such statements are not and should not be construed as management's representation on the future performance of BWI. Therefore, the actual performance of BWI may differ significantly from expressions provided herein. The reader is cautioned to not unduly rely on these forward-looking statements.

Neither the Group nor its advisers and representatives shall have any liability whatsoever for any loss arising, whether directly or indirectly, from any use or distribution of this presentation or its contents.

This presentation is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for shares in BWI.

Content

- Key Messages
- Financial Highlights
- Operations Review
- Outlook: Strategies & Plans

Key Messages

- Revenue increased 35.1% to \$101.7 million in FY2015 due to higher contributions from Taiwan, China, Indonesia and Malaysia
- FY2015 earnings grew 149.2% to \$10.1 million
- Strong balance sheet supported by healthy cash position of \$47.2 million
- Recommended a final one-tier tax-exempt dividend of 1.5 cent per share
- China direct selling license application is in progress





Financial Highlights

Income Statement Highlights

S\$'000	4Q2015	4Q2014	% Change	FY2015	FY2014	% Change
Revenue	40,945	24,957	64.1	101,672	75,265	35.1
Gross Profit	30,611	19,241	59.1	76,867	55,990	37.3
Gross Profit Margin	74.8%	77.1%	(2.3p.p)	75.6%	74.4%	1.2p.p
Profit Before Tax	9,421	2,312	307.5	16,992	5,652	200.6
Attributable Profit to Owners of the Parent Company	3,714	2,052	81.0	10,104	4,054	149.2
Net Profit Margin	9.1%	8.2%	0.9p.p	9.9%	5.4%	4.5p.p
Earnings Per Share (Cents)	1.69	0.93	81.7	4.59	1.86	146.6

P.P denotes percentage points

NM denotes not meaningful

Balance Sheet Highlights

S\$'000	As at 31 Dec 2015	As at 31 Dec 2014
Cash & Cash Equivalents	47,247	40,975
Non-Current Assets	17,804	17,068
Current Assets	76,599	67,053
Non-Current Liabilities	2,321	3,006
Current Liabilities	30,097	25,658
Net Gearing	Net cash	Net cash

P.P denotes percentage points
NM denotes not meaningful

Cash Flow Statement Highlights

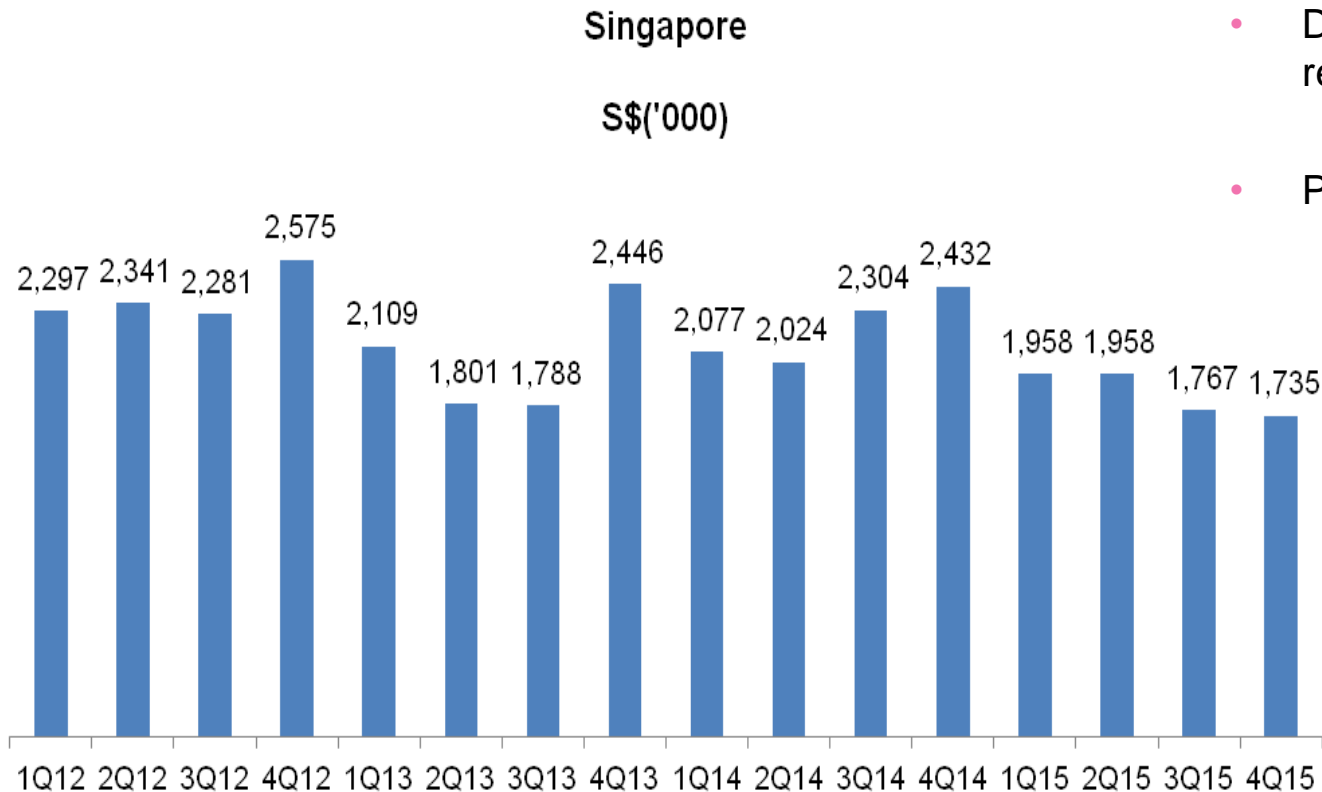
S\$'000	4Q2015	4Q2014	% Change	FY2015	FY2014	% Change
Net Cash Flows from/(used in) Operating Activities	8,497	4,907	73.2	17,097	11,115	53.8
Net Cash Flows from/(used in) Investing Activities	(1,163)	35	NM	(2,518)	(6,820)	(63.1)
Net Cash Flows from/(used in) from Financing Activities	(1,724)	(1,643)	4.9	(12,987)	3,401	NM
Net Increase (Decrease) in Cash and Cash Equivalents	5,610	3,299	70.1	1,592	7,696	(79.3)

P.P denotes percentage points
 NM denotes not meaningful



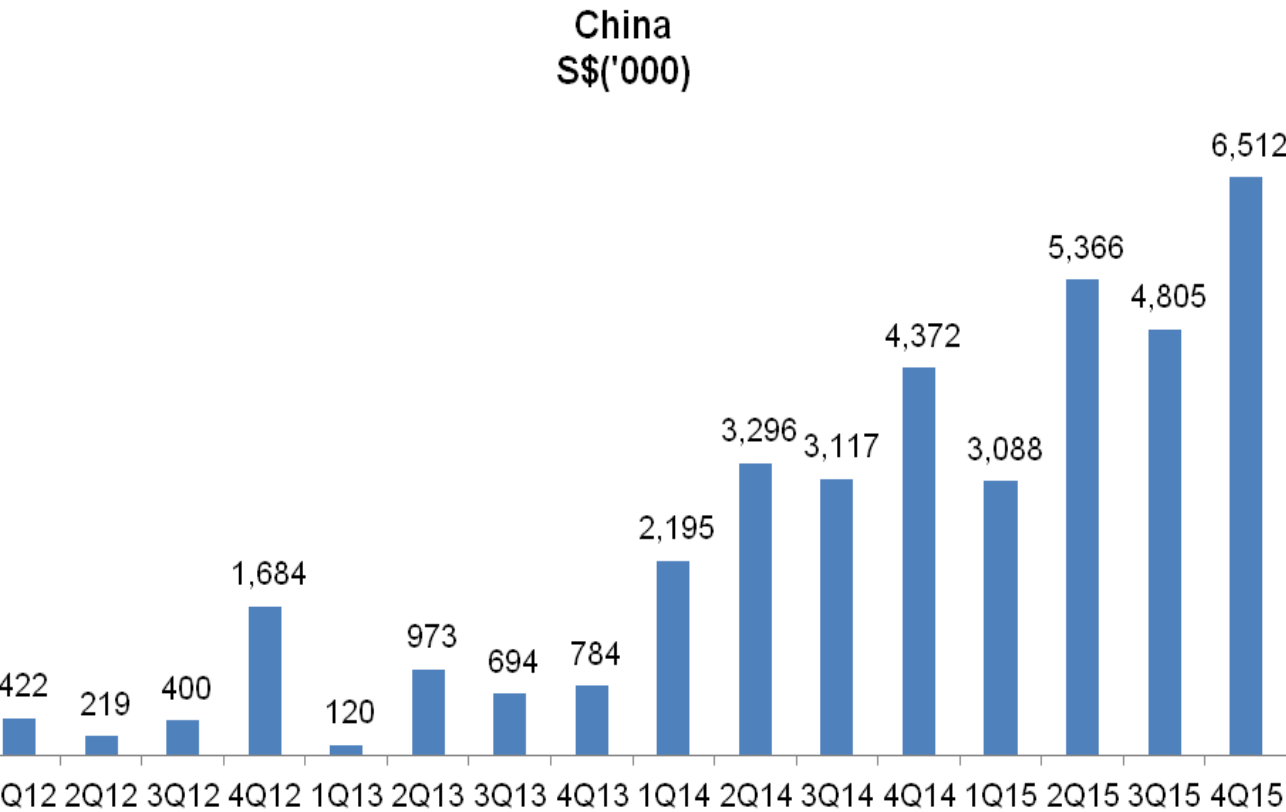
Operations Review

Singapore



- Market contributed 7.3% of total revenue for FY2015
- Revenue declined 16.1% from \$8.8 million for FY2014 to \$7.4 million for FY2015
- Demand for product offerings remains flat
- Plans for 1H2016:
 - Implementation of more trainings, marketing events, online strategies and the launch of new products

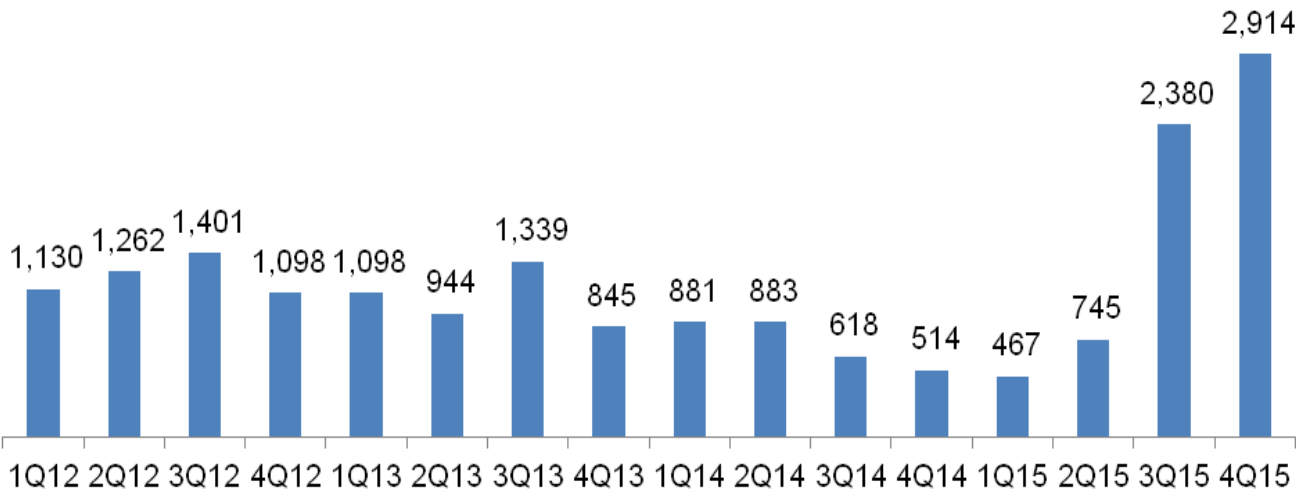
China



- Market contributed 19.4% of total revenue for FY2015
- Revenue increased 52.3% from \$13.0 million for FY2014 to \$19.8 million for FY2015
- Higher export orders due to increased demand for our skincare and functional food lines
- Plans for 1H2016:
 - More marketing to increase brand awareness
 - New product launches for the manufacturing/wholesale segment

Indonesia

Indonesia
S\$('000)

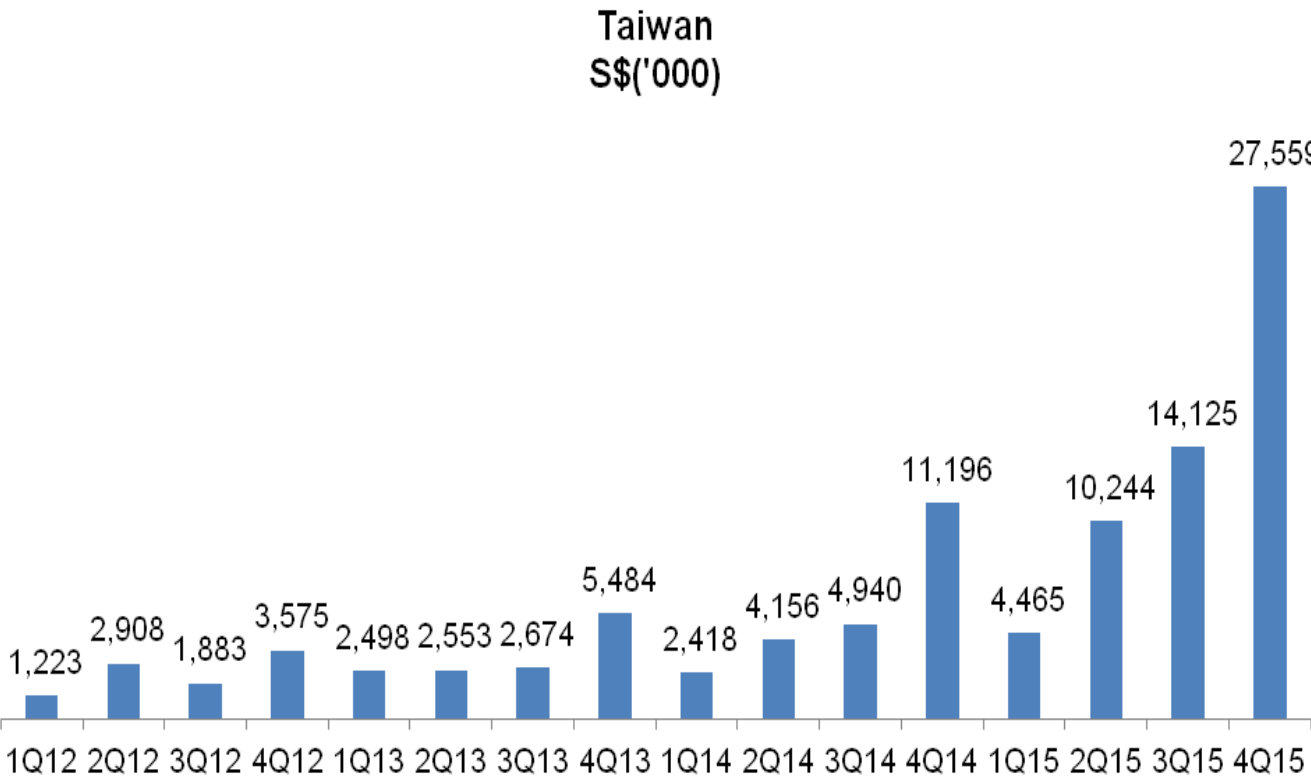


- Market contributed 6.4% of total revenue for FY2015
- Revenue increased 124.7% from \$2.9 million for FY2014 to \$6.5 million for FY2015
- Acquisition of motivated leader distributors shows positive results

Plans for 1H2016:

- More marketing campaigns and activities to promote sales and membership growth

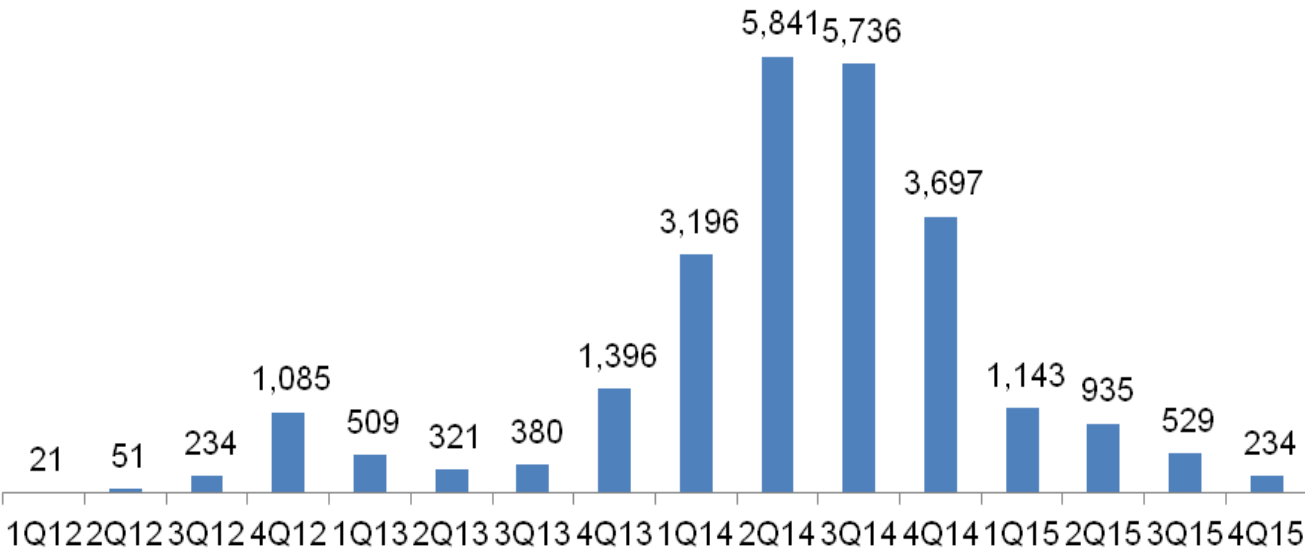
Taiwan



- The Group's largest market, contributing 55.5% of total revenue for FY2015
- Revenue increased 148.3% from \$22.7 million for FY2014 to \$56.4 million for FY2015
- Effective marketing and promotion strategies which increased product demand and members
- Plans for 1H2016:
 - Continue with effective marketing campaigns such as encouraging distributors to utilise social media
 - To open third Regional Centre in Kaohsiung

Philippines

Philippines
S\$('000)



- Contributing 2.8% of total revenue for FY2015
- Revenue declined 84.6% from \$18.5 million for FY2014 to \$2.8 million for FY2015
- New operating and marketing strategies implemented by the new management

Plans for 1H2016:

- Introduce new management to revitalise the market
- Conduct more trainings and introduce new products

Other Markets

- Revenue from Other Markets declined from \$9.4 million in FY2014 to \$8.7 million in FY2015, as a result of lower contribution from Thailand, Hong Kong, Vietnam and Myanmar offsetting improvement from Malaysia and Korea.
- Apart from new product launches, new strategies will be implemented on a country by country basis to stimulate new members recruitment and product demand.

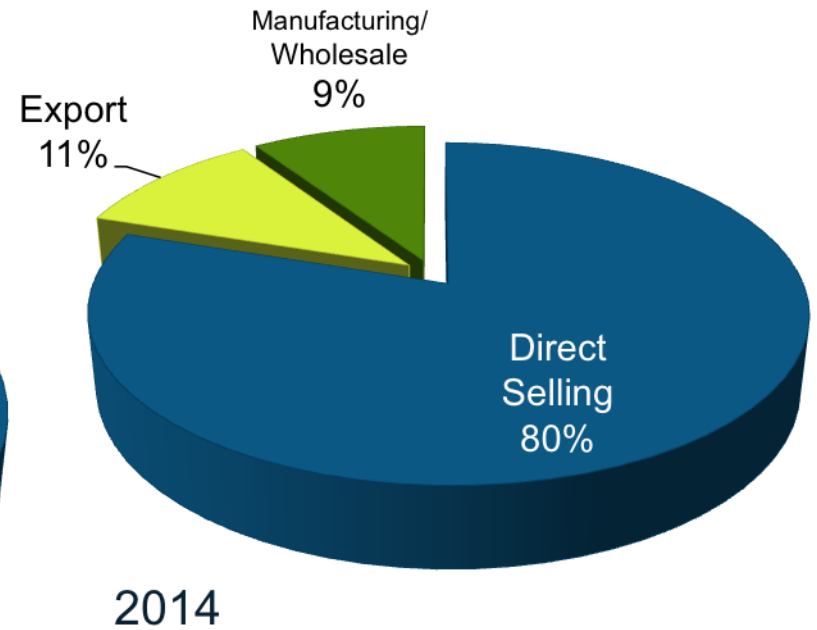
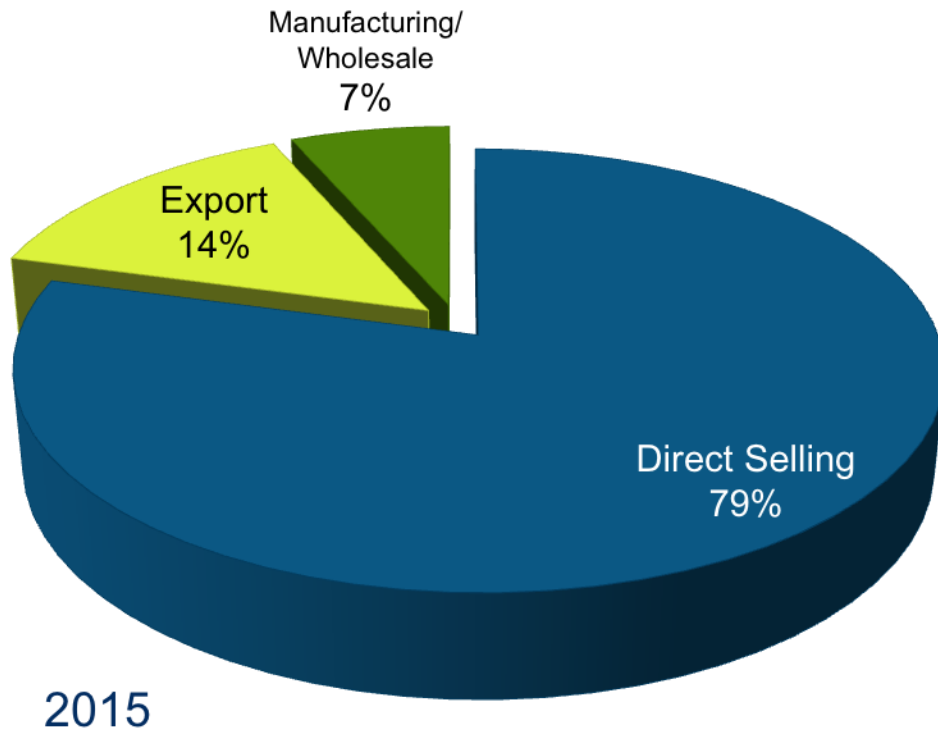


Revenue by Business Segmentation

Business Segment	FY2015 Revenue		FY2014 Revenue		Change
	\$'000	%	\$'000	%	%
Direct Selling	80,545	79.2	60,261	80.1	33.7
Export	14,433	14.2	7,936	10.5	81.9
Manufacturing/Wholesale	6,694	6.6	7,068	9.4	(5.3)
Total	101,672	100.0	75,265	100.0	35.1

- The Group generated \$80.5 million or 79.2% of its total revenue from its core business of Direct Selling in FY2015, translating to a 33.7% increase due to growth in Taiwan, China and Indonesia.
- Export revenue improved from \$7.9 million in FY2014 to \$14.4 million in FY2015, driven by increased export orders coming from China agent.
- Manufacturing/Wholesale revenue decreased 5.3% to \$6.7 million in FY2015, due to low summer season for the year.

Revenue by Business Segmentation



■ Direct Selling ■ Export ■ Manufacturing/Wholesale

The background features several overlapping, curved shapes in shades of blue and green. The shapes are positioned on the right side of the page, creating a dynamic, abstract composition. The colors range from a deep blue to a bright lime green, with some areas showing a gradient or overlap of the two colors.

Outlook and Strategies

FY2016 Outlook and Strategies

- Management is cautiously optimistic that the Group will perform positively for FY2016, due to continual growth in key markets like Taiwan, China and Indonesia as well as the launch of several new products in the next few quarters
- The Group's growth strategy includes tapping into inorganic growth opportunities in order to gain access to new markets and/or new distribution channels, attain exclusivity to new products/services and to tap into upstream value chain of businesses that are synergistic to ours
- The Group's application for direct selling license in China is in progress.



Q&A

Thank You!

bestworld 