



# audience

A N A L Y T I C S

**ANNUAL GENERAL MEETING**

**22 April 2024 | 2:00 PM**

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The contact person for the Sponsor is Ms Leong Huey Miin, Director, ZICO Capital Pte. Ltd., at 77 Robinson Road, #06-03 Robinson 77, Singapore 068896, telephone (65) 6636 4201.

# Board of Directors

Board Of Directors



**Datuk William Ng**  
Chairman & Managing Director



**Dato' Ryan Ooi**  
Executive Director



**Elaine Beh**  
Lead Independent Director



**Adj. Prof. Paul W Chan**  
Independent Director



**Datuk Alexandra Chin**  
Independent Director

# Agenda

**01** — Financial Highlights

**02** — Proposed Resolutions

PRESENTATION  
AGENDA

# Financial Highlights - Overview

Established in 2002, Audience Analytics is a well-established business enabler, with a presence in Singapore, Cambodia, China, Hong Kong, India, Indonesia, Macau, Malaysia, the Philippines, South Korea, Sri Lanka, Taiwan, Thailand, United Arab Emirates and Vietnam.

## 3 main business segments:



### Exhibitions

Connecting corporates with future talents



### Business Impact Assessment and Recognition

Recognising best practices and celebrating the achievements of corporates



### Business Media

Content research and raising awareness of corporates



15

Markets across Asia, and growing



S\$0.017 | 5.4%

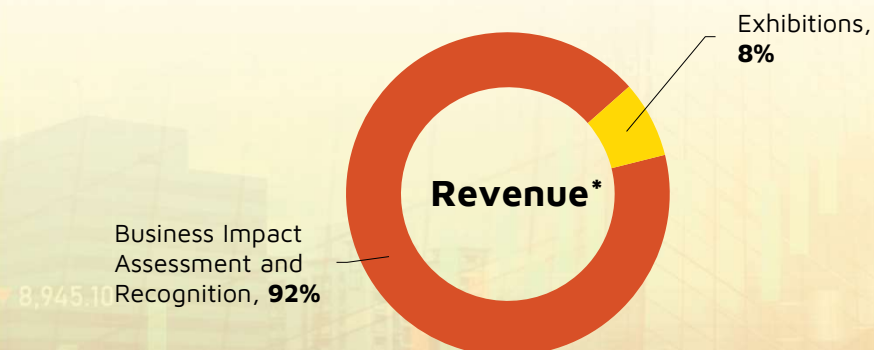
Proposed Dividend per share and Yield as of 31 Dec 2023



15.0% | 19.3%

FY2019-FY2023 Revenue and Net Profit Growth CAGR

## FY2023 AT A GLANCE







\*Revenue from Business Media is less than 1% of the total revenue of the Group in FY2023

<b>Revenue</b>	<b>S\$14.6M</b>	15.0% CAGR FY2019-FY2023
<b>Gross Profit</b>	<b>S\$8.0M</b>	21.8% CAGR FY2019-FY2023
<b>Net Profit</b>	<b>S\$4.6M</b>	19.3% CAGR FY2019-FY2023

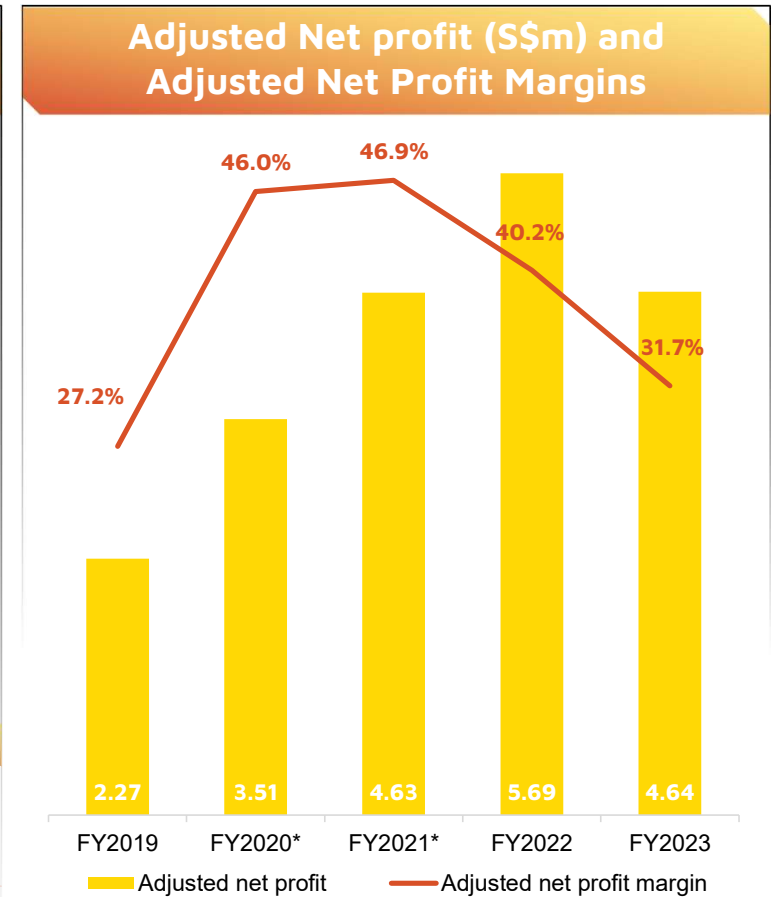
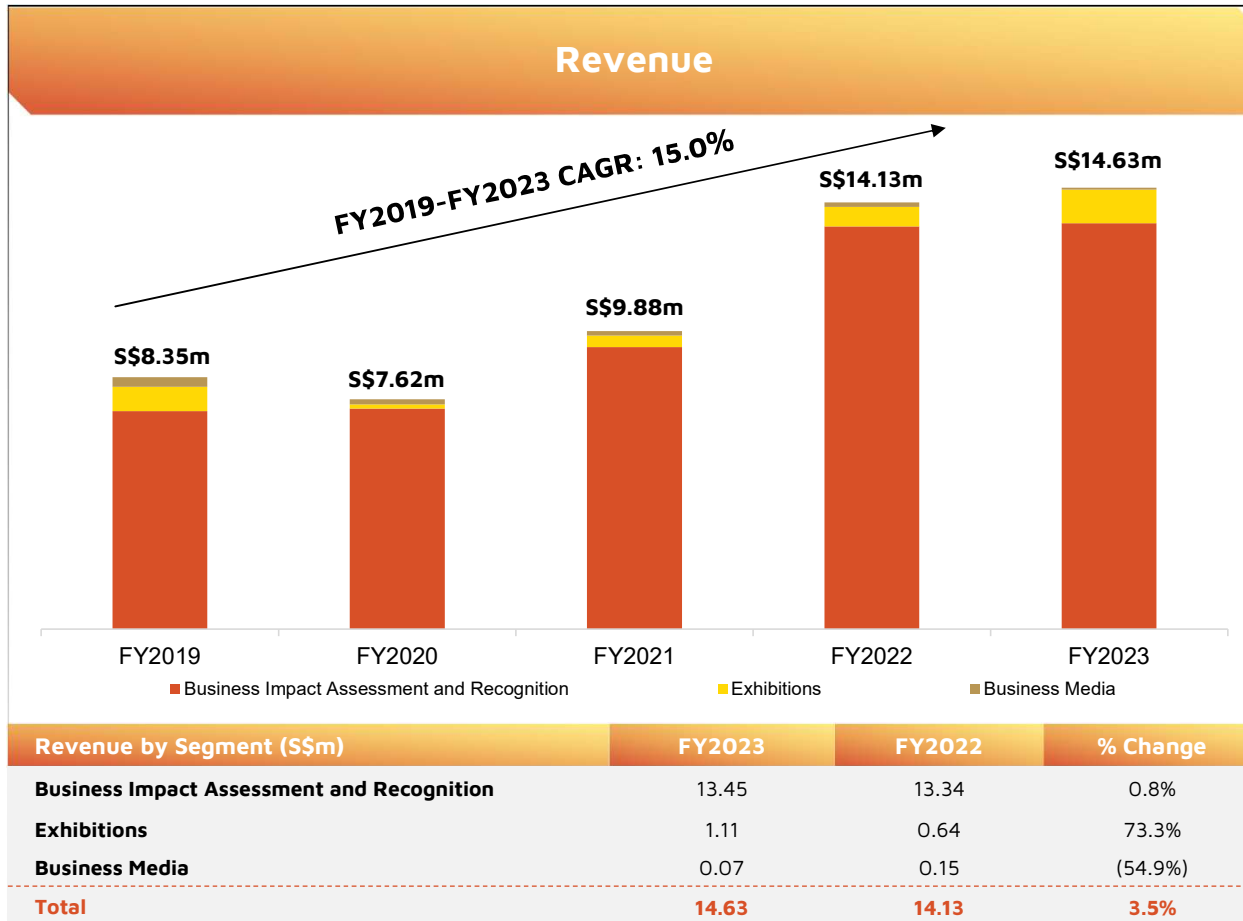
**S\$0.1106**  
**Net Cash/share\*\***  
(As of 31 Dec 2023)

\*\*Net Cash = Cash and Cash Equivalents – Total Borrowings

# Annual Financial Performance

	FY2023	vs FY2022
 <b>Revenue</b>	<b>S\$14.6 million</b>	↑ 3.5%
 <b>Net Profit</b>	<b>S\$4.6 million</b>	↓ (18.4%)
 <b>Proposed Dividend per share</b>	<b>S\$0.017</b>	↓ (5.6%)
 <b>Net cash/share</b>	<b>S\$0.1106</b>	↑ 7.5 %

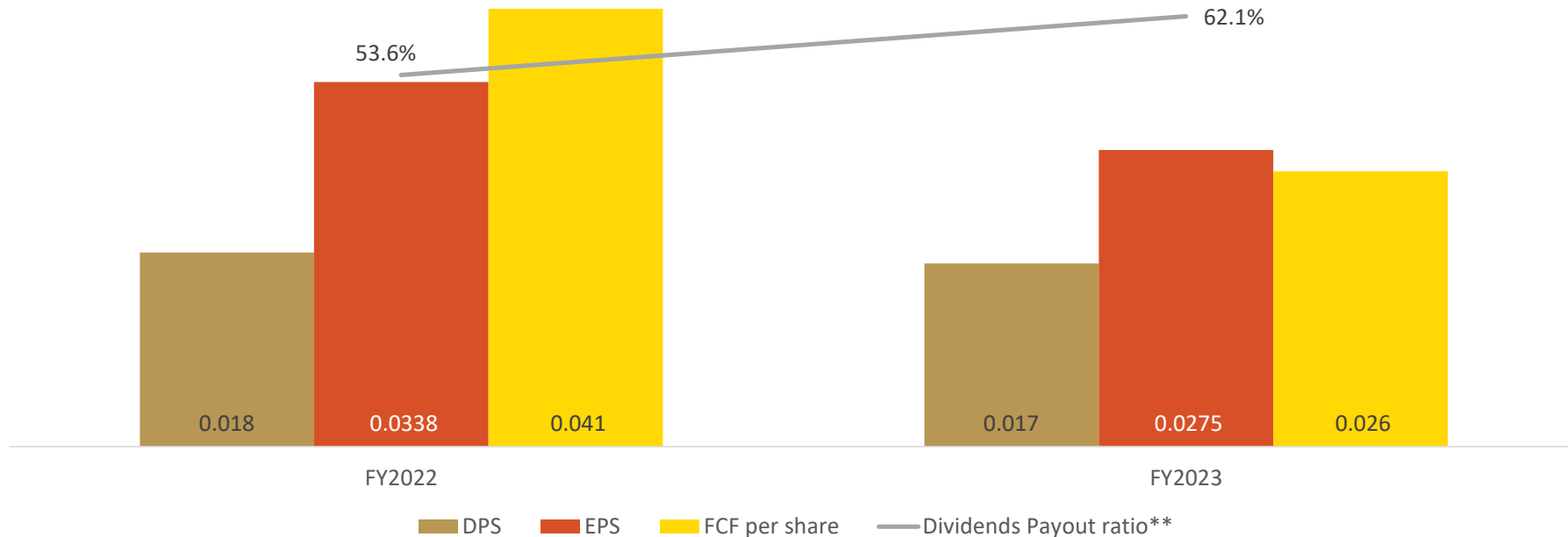
# FY2023 Revenue And Profitability



\*Excluding one-off listing expenses of S\$0.4m and S\$0.6m in FY2021 and FY2020, respectively.

# Financial Performance

## Dividends Proposed\* supported by profits and free cash flow generation



\*The proposed dividend in FY2023 is subject to shareholders' approval at the Company's forthcoming annual general meeting.

DPS: Dividend per share (In S\$)

EPS: Basic Earnings per share (In S\$)

FCF: Free cash flow (defined as net cash from operating activities less purchase of property, plant and equipment, and intangible asset) (In S\$)

\*\* The payout ratio is calculated based on dividends declared, 168.2 million shares as of 31 December 2022 and 169.3 million shares as of 31 December 2023.



# Balance Sheet

Group

S\$m (except for per share figures)	31 Dec 2023	Y-o-Y % Change	31 Dec 2022
<b>Total Assets</b>	20.86	↑ 7.9%	19.33
<b>Total Liabilities</b>	2.94	↓ (11.3%)	3.31
<b>Total Equity</b>	<b>17.92</b>	↑ 11.9%	<b>16.01</b>
<b>Net Asset Value per share (S\$ cents)*</b>	<b>10.59</b>	↑ 11.2%	<b>9.52</b>
<b>Cash and Cash Equivalents</b>	<b>18.95</b>	↑ 8.9%	<b>17.41</b>
Borrowings**	(0.23)	↑ 120.5%	(0.10)
<b>Net Cash</b>	<b>18.72</b>	↑ 8.9%	<b>17.30</b>

\*Computed based on 169.3 million shares for 31 Dec 2023 and 168.2 million shares for 31 Dec 2022

\*\* Include hire purchases of motor vehicles

**Net cash as of 31 Dec 2023 forms 35.1% of the Group's total market cap\*\*\***

\*\*\*Based on share price of S\$0.315 as of 31 Dec 2023



# Free Cash Flow

S\$m	FY2023	FY2022	FY2021	FY2020	FY2019
<b>Net cash generated from operating activities</b>	<b>4.5</b>	<b>7.2</b>	<b>3.7</b>	<b>3.7</b>	<b>3.8</b>
<b>Net cash generated from/ (used in) investing activities</b>	0.1	(0.3)	-***	0.1	0.1
<b>Net cash (used in)/ generated from financing activities</b>	(3.2)	(2.2)	3.1	(1.6)	(3.1)
<b>Net increase in cash and cash equivalents</b>	1.5	4.7	6.9	2.3	0.7
<b>Cash at end of financial year</b>	<b>19.0</b>	<b>17.4</b>	<b>12.8</b>	<b>5.9</b>	<b>3.7</b>
<b>Free cash flow generated*</b>	<b>4.3</b>	<b>6.8</b>	<b>3.7</b>	<b>3.7</b>	<b>3.8</b>
<b>Free cash flow yield**</b>	<b>8.1%</b>	<b>14.5%</b>	<b>10.1%</b>	<b>7.4%</b>	<b>7.4%</b>

\*Free cash flow generated = Net cash from operating activities – purchase of property, plant and equipment, and intangible asset

\*\*Free cash flow yield = Free cash flow/Market cap. Market Cap is based on the end-of-year closing price for FY2021-2023 and the IPO price of S\$0.30 for FY2019 and FY2020.

\*\*\* Less than S\$50,000

# Unlocking Our Value, Pursuing Growth

## The Company will continue pursuing growth via:

### 01 Deepening our presence in markets we are currently operating in.

- Creating localized programs for clients in our existing markets.
- Increasing the number of employees dedicated to servicing each market.

### 02 Potential JVs and acquisitions

- We continue to explore potential JVs and acquisitions in our operating markets and in adjacent and complementary business segments to diversify the Company's growth and further unlocking our value.
- To deepen its presence in Vietnam, the Group is currently in preliminary discussions with a company in Vietnam to acquire a 30% equity stake in the said company for a proposed consideration of VND17.5 billion (or approximately S\$0.90 million). These terms are subject to change as the negotiation progress. The said company is in the business of management consultancy and event organisation. Announcement(s) will be made on the SGXNet if there are material developments, in compliance with the Catalist Rules.

### 03 Optimising our pricing in existing markets

- Management is constantly seeking ways to optimise our pricing in existing markets by delivering substantial value to our new and existing clients.

# Proposed Resolutions

## **RESOLUTION 1**

To receive and adopt the Directors' Statement and the Audited Financial Statements of the Company and of the Group for the financial year ended 31 December 2023 ("**FY2023**"), together with the Independent Auditor's Report thereon.

## **RESOLUTION 2**

To declare and approve the payment of a first and final tax exempt (one-tier) dividend of S\$0.017 per ordinary share in respect of FY2023.

## **RESOLUTION 3**

To re-elect the following Directors of the Company (the "**Directors**"), who are retiring by rotation pursuant to Regulation 100 of the Constitution of the Company (the "**Constitution**") and who, being eligible, offer themselves for re-election as Directors:

(a) Datuk William Ng Yan Meng

# Proposed Resolutions

## **RESOLUTION 4**

To re-elect the following Directors of the Company (the “**Directors**”), who are retiring by rotation pursuant to Regulation 100 of the Constitution of the Company (the “**Constitution**”) and who, being eligible, offer themselves for re-election as Directors:

(b) Adj. Prof. Paul Chan Wan Siew

## **RESOLUTION 5**

To approve the payment of Directors’ fees of S\$54,000 for the financial year ending 31 December 2024 (“**FY2024**”), to be paid half yearly in arrears (FY2023: S\$54,000).

## **RESOLUTION 6**

To re-appoint Messrs Baker Tilly TFW LLP as the Independent Auditors of the Company to hold office until the next AGM and to authorise the Directors of the Company to fix their remuneration.

# Proposed Resolutions

## **RESOLUTION 7**

Authority to allot and issue shares in the capital of the Company

## **RESOLUTION 8**

Authority to offer and grant awards, and to allot and issue Shares under the Shared Purpose and Prosperity Incentive Plan ("**SPRINT**")

## **RESOLUTION 9**

Authority to offer and grant options, and to allot and issue Shares under the Group Employee Share Option Scheme ("**Group ESOS**")



**audience**  
ANALYTICS

**THANK YOU!**

**Investor  
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