

EquitiesTracker

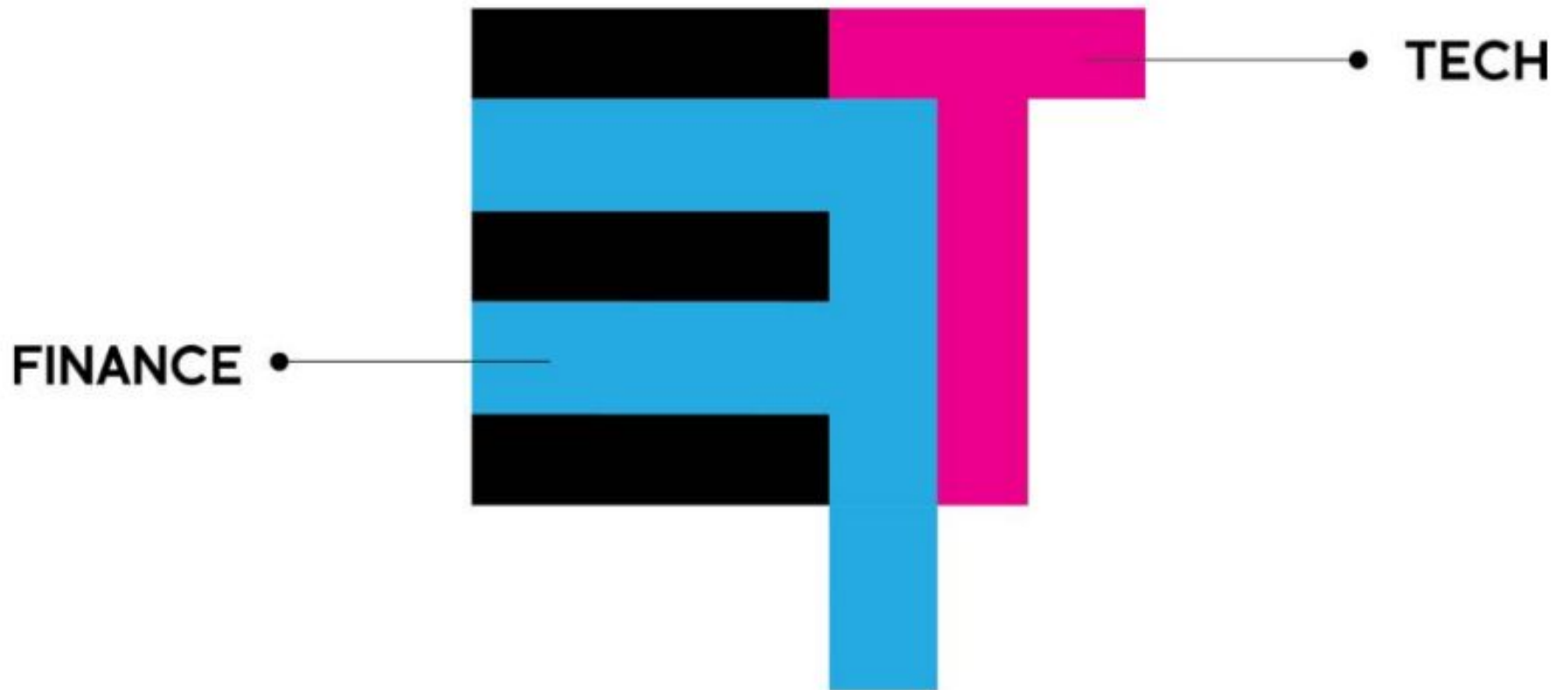
1st Annual General Meeting (AGM)

18th June 2019, Tuesday, 10:30am
EquitiesTracker Theatrette

EquitiesTracker



- Training Provider for Bursa Malaysia Retail Education nation wide
- Launch of Webinar Series & e-Learning Videos segments
- Refreshed Malaysian ET Platform with newer look and feel and launched e-Learning & Video Recordings for monthly Club Meetings
- Listing on Bursa Malaysia's LEAP Market raised RM7.14 million
- Launched of Cryptocurrency Masterclass for corporate & retail segments
- Rebranded ET with new logo & tagline





**IN DEPTH
DATA = ACCURATE
DECISION = GREAT
RESULT**

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Enabling Wealth Creation through
Informed Investment Decisions

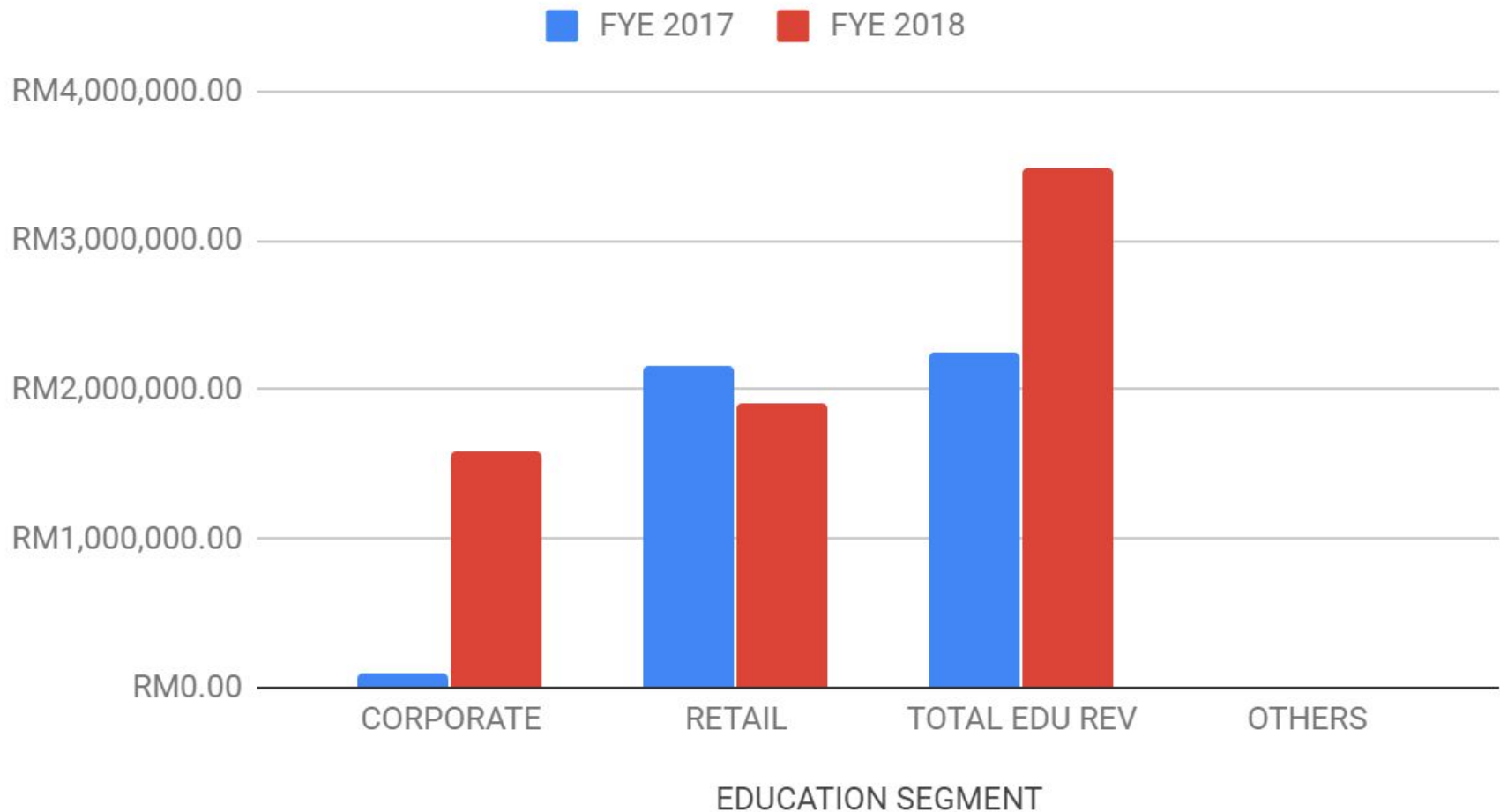
BUSINESS
REVIEW 2018/2019

INVESTMENT TRAINING SERVICES SEGMENT



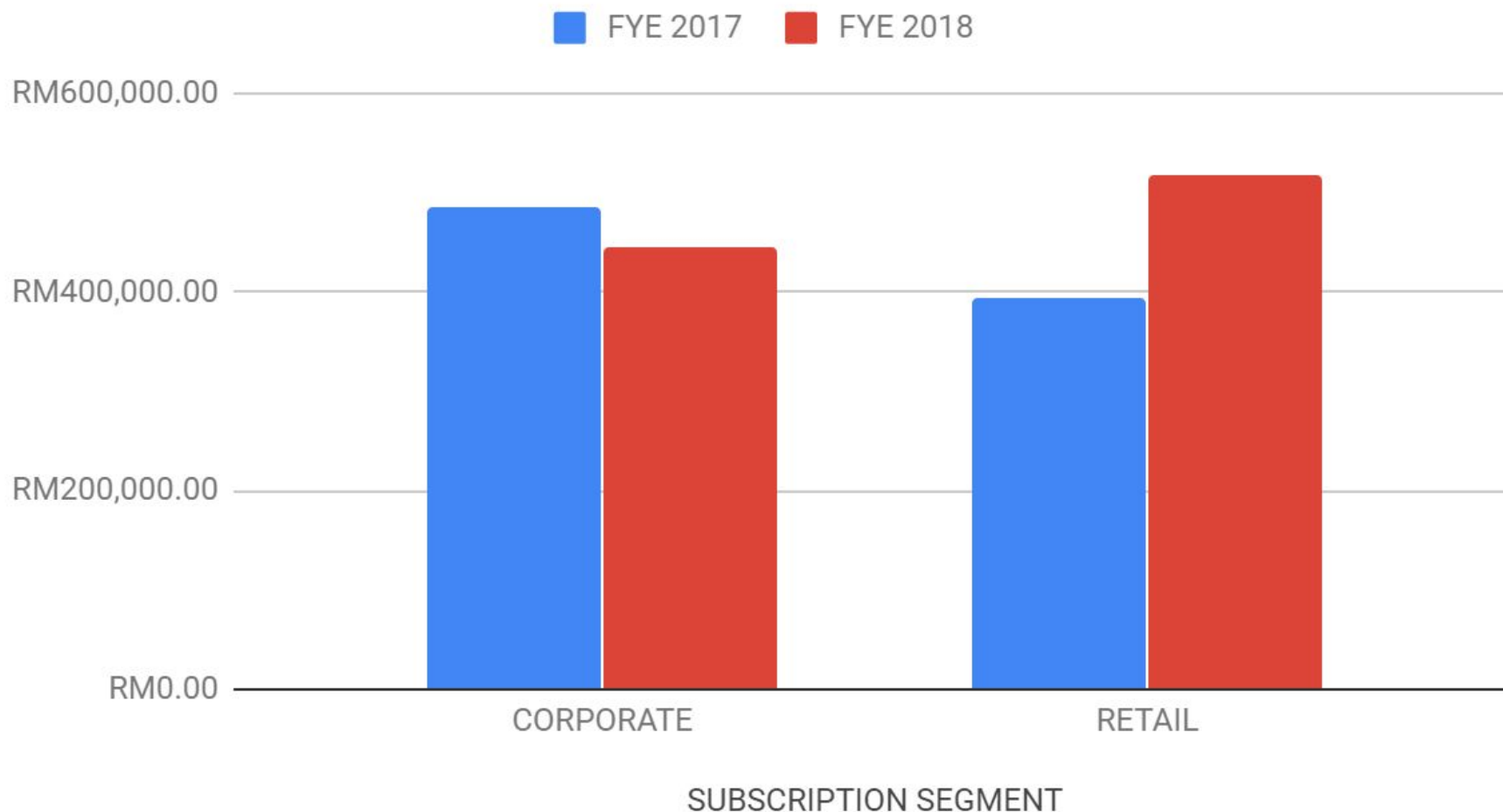
INVESTMENT TRAINING SERVICES	FYE 2017	FYE 2018	DELTA FYE '17/'18
CORPORATE	RM92,000	RM1,579,000	1,616%
RETAIL	RM2,150,000	RM1,902,000	-11%
TOTAL EDU REV	RM2,242,000	RM3,481,000	55%
OTHERS	RM7,000	RM10,000	42%
TOTAL	RM2,249,000	RM3,491,000	55%

INVESTMENT TRAINING SERVICES REVENUE FYE '17,'18



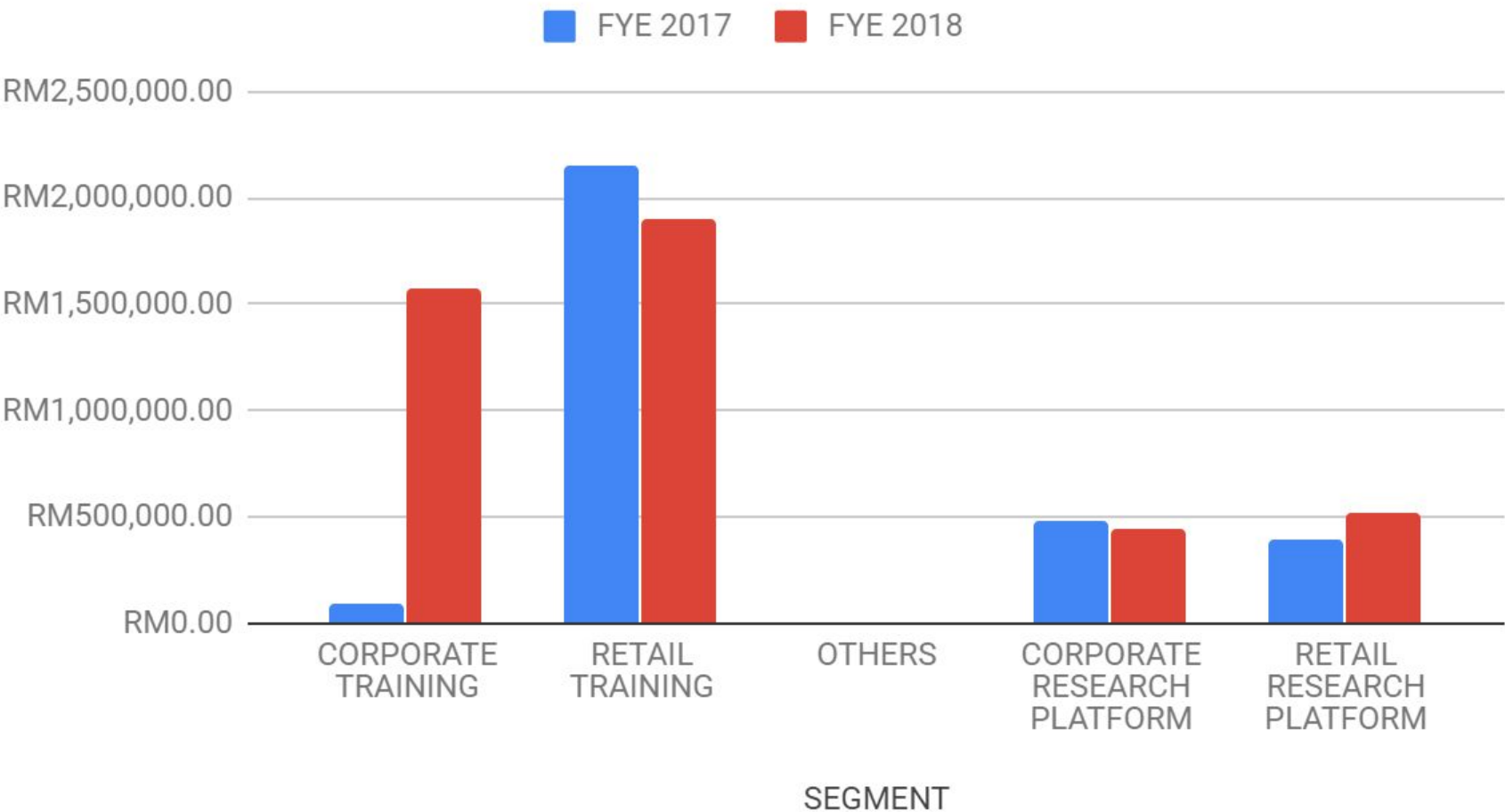
EQUITY INVESTMENT RESEARCH PLATFORM	FYE 2017	FYE 2018	DELTA FYE '17/'18
CORPORATE	RM485,000	RM444,000	-8.45%
RETAIL	RM394,000	RM517,000	31.22%
TOTAL SUBSCRIPTION REV	RM879,000	RM961,000	9.33%

EQUITY INVESTMENT RESEARCH PLATFORM FYE '17,'18





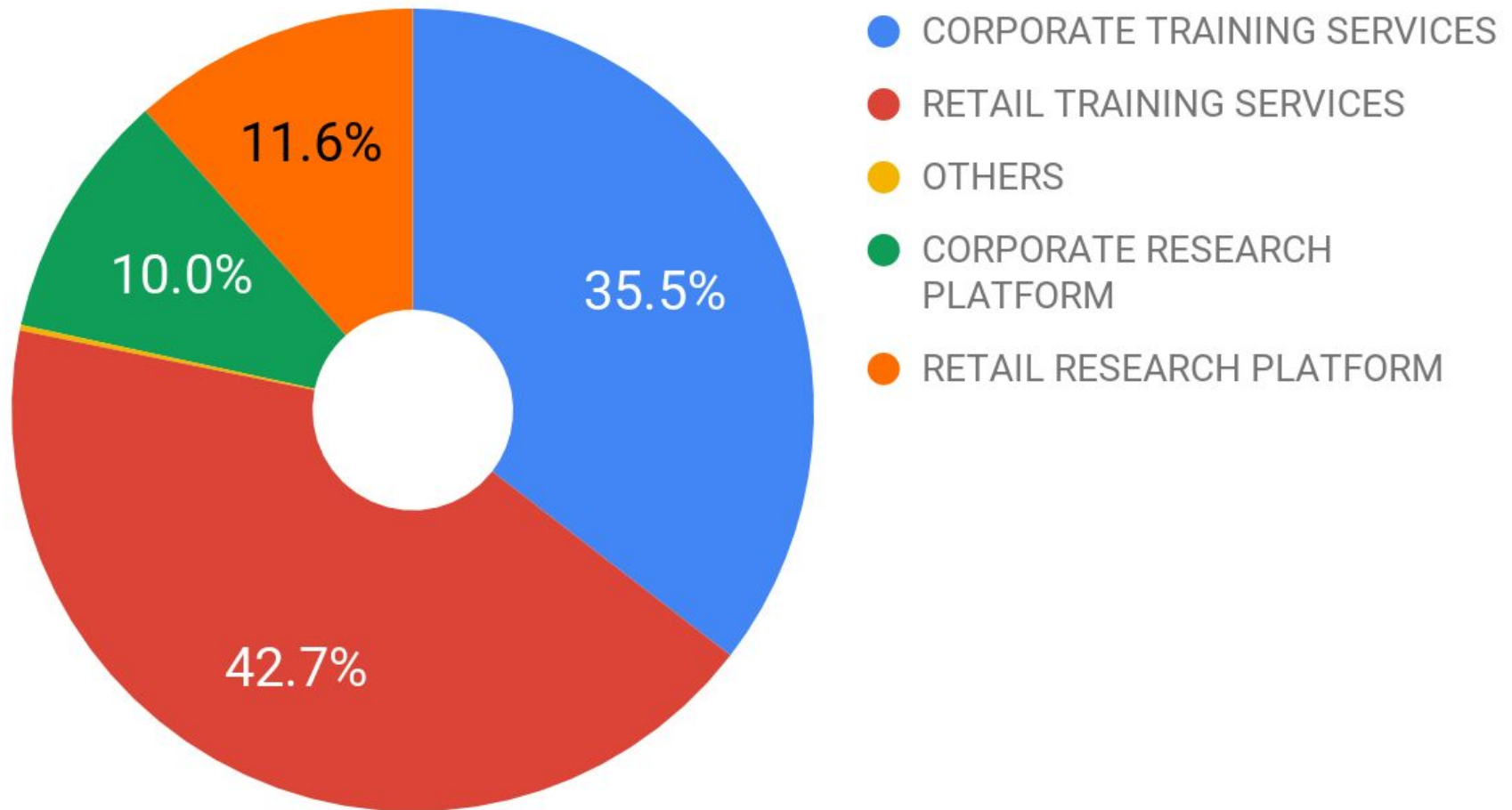
REVENUE BY SEGMENT BREAKDOWN



REVENUE BREAKDOWN BY SEGMENT FYE '18



REVENUE BREAKDOWN BY SEGMENT FYE '18



UTILISATION OF IPO PROCEEDS UPDATES

Listing Expenses

Details	Estimated	Actual	Variance
Listing Expenses	RM1,000,000	1,038,909.42	3.89%

IPO UTILISATION UPDATES

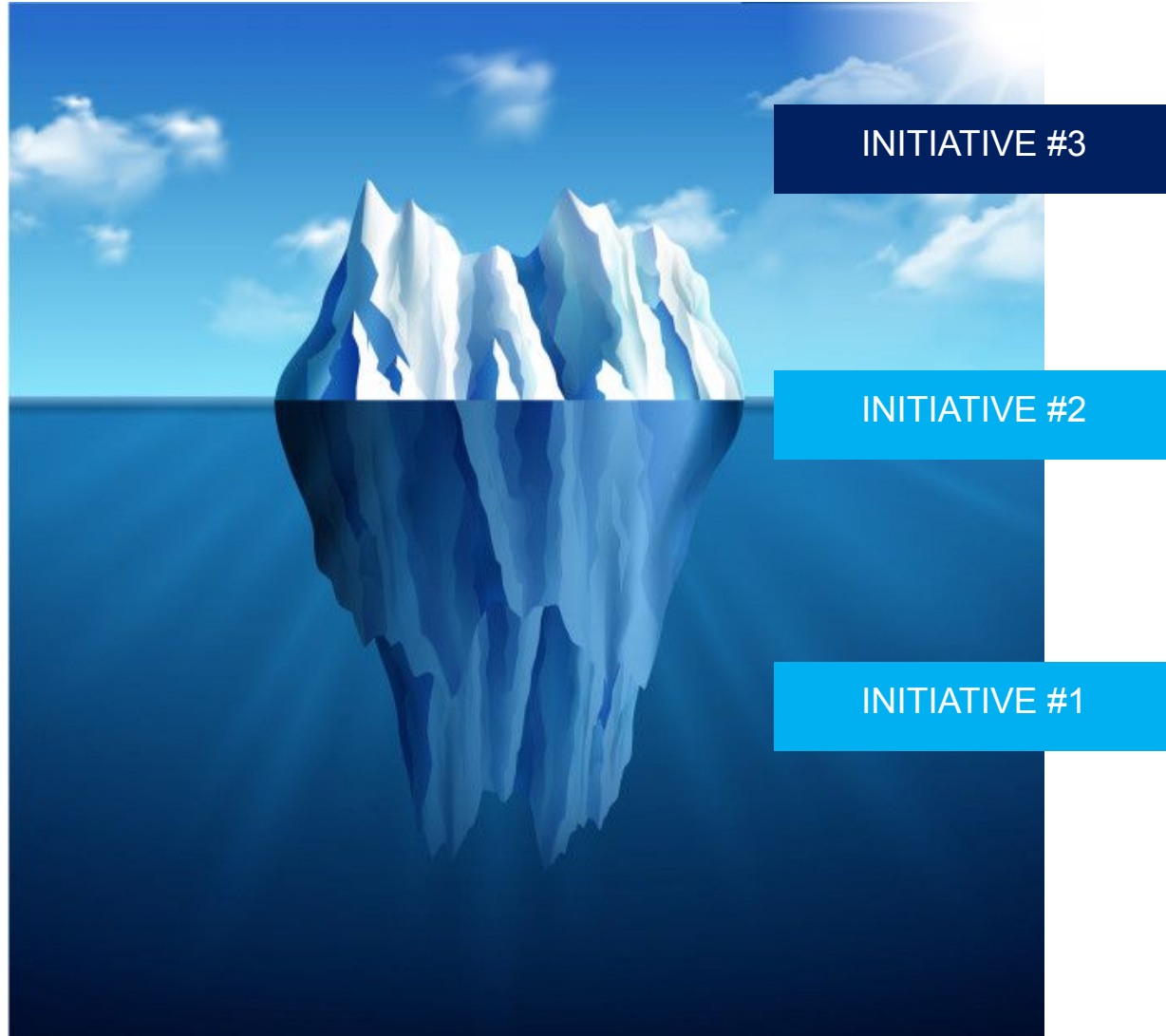


Details	Allocation	Utilised as at 15 June 2019	Balance
Marketing & Digital Advertising Expenses	RM500,000	RM53,000	RM447,000
Office Training Centre & Relocation	RM1,000,000	RM0	RM1,000,000
Information Technology	RM4,000,000	RM229,000	RM3,771,000

TECHNOLOGY SEGMENT

TECHNOLOGY	AMOUNT
BACKEND SYSTEM UPGRADES (INITIATIVE 1)	RM1,600,000
ENHANCEMENTS FOR CRM & ePOS SYSTEMS (INITIATIVE 2)	RM500,000
ENHANCEMENT OF EPM & PLUS (INITIATIVE 3)	RM1,900,000
TOTAL	RM4,000,000

ALL INITIATIVES RUN IN PARALLEL



BACK END SYSTEM UPGRADES

- Robust & Scalable Infrastructure to support our overseas expansion plans
- Allows ET to access and benefit from global talent pool
- Improved design to allow ET to Scale at Speed
- Quicker loading times for better user experience
- Better accuracy and timeliness of data updates



ENHANCEMENTS FOR CRM & ePOS SYSTEMS



- Integration with Backend Systems for improved customer experience
- Allows ET to provide tailored customer-centric experience
- Frictionless sign up and renewal process
- Multi Event Instantaneous Reporting

ENHANCEMENTS FOR EPM & PLUS

- Enhanced & Frictionless data driven investment decision making for investors
- Mobile App

DIGITAL MARKETING UPDATES

Details	FY No. of Posts	1 Jan 2018 (Following)	31 Dec 2018 (Following)	Net Change (%)
	96	4,781	5,573	↑ 792 (17%)
	27	170	314	↑ 144 (85%)

Details	YTD No. of Posts	1 Jan 2019 (Following)	17 June 2019 (Following)	Net Change (%)
	122	5,579	7,870	↑ 2,291 (41%)
	146	314	906	↑ 592 (189%)

DIGITAL MARKETING VIDEOS



EquitiesTracker.com
April 16 · 🌐

How a Multi-Million Dollar Asset Management CEO invests in the Stock Market in 2019?

We're pleased to have Mr [Peter Lim TC](#), CEO of Inter-Pacific Asset Management Sdn Bhd.

This video snippet reveals one of his key wisdom points on How to Invest Successfully in the Stock Market this year.... [See More](#)

How a Multi-Million Dollar Asset Management CEO invests in the stock market in 2019?
04:56

EQUITIETRACKER.LPAGES.CO

How a Multi-Million Dollar Asset Management CEO invests in the stock market in 2019? [Learn More](#)

👍❤️👎 136 1 Comment 27 Shares 39K Views

👍 Like 💬 Comment ➦ Share 📺

Posted: 16 April 2019
Views: 39,000 People Reached: 78k
Engagements 6k

EquitiesTracker.com
Published by EquitiesTracker [?] · May 31 at 11:53 AM · 🌐

Telekom Malaysia Stock up almost 30% in just 2 days!
What has happened?

Here are our insights into what took place in the AGM last Wednesday.

*All figures in '000
*Re-statement Excluded

PROFIT & LOSS	2018-12-31	2017-12-31	2016-12-31	2015-12-31	2014-12-31
CURRENCY	MYR	MYR	MYR	MYR	MYR
TURNOVER	11,819,300	12,085,100	12,060,900	11,721,600	11,235,100
Cost of Sales ⁽¹⁾	(5,078,600)	(4,088,800)	(4,126,100)	(4,156,200)	(3,874,300)
GROSS PROFIT	6,740,700	7,996,300	7,934,800	7,565,400	7,360,800
OPERATING PROFIT	2,820,000	4,171,700	1,154,000	1,257,100	1,299,100
PROFIT/LOSS BEFORE TAX	1,405,000	1,041,000	918,500	911,800	1,105,500
NET PROFIT/LOSS TO SHAREHOLDERS	153,200	29,700	776,000	700,300	831,800
<small>(Inclusive of)</small>					
Depreciation	(3,404,800)	(2,377,000)	(2,512,000)	(2,329,600)	(2,321,300)
Interest	(379,100)	(80,800)	(312,100)	(343,400)	(202,900)
Taxation	(277,900)	(317,500)	(305,100)	(320,000)	(263,000)

*All figures in '000

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Posted: 31 May 2019
Views: 1,000 People Reached: 2.6k
Engagements 477

DIGITAL MARKETING POSTS



 **EquitiesTracker.com**
February 28 · 🌐

20 LIFE-HACKS TO BECOME POOR
Do you want to continue being poor?
Or do you want to always live that life you deserve..... [See More](#)



Buy a house to stay in before the age of 30. 

For your first car, buy new and foreign 

Upgrade your car every 5 Years. **+20** 

👍❤️👎 2K 244 Comments 2,892 Shares

 Like  Comment  Share 

Posted: 28 February 2019
Shares: 2,950 Comments: 1,007 Likes: 3,305

 **EquitiesTracker.com**
April 12 · 🌐

8 Ways Where Investing = Dating
We constantly strive to empower people to begin their Investing Journey.
These few concepts might help you understand investing clearer....
[See More](#)



👍❤️👎 138 7 Comments 125 Shares

 Like  Comment  Share 

Posted: 12 April 2019
Shares: 126 Comments: 159 Likes: 166

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**NEW
PREMISES**

SITES WE VISITED AND SURVEYED

KL Eco City	PJ33	PJ Midtown	Empire Subang	Uptown 1	Uptown 5	CP Tower
Wisma E&C	SS2 Hub	Southbank Old Klang	PJX HM Shah Tower	Surian Tower	Nucleus Tower	KYM Tower
Plaza IBM	1Powerhouse, BU	Menara LGB	The Ascent, Paradigm	Brunsfeld Oasis Tower 3	Common Ground Jaya One	Symphony Square
UOA Business Park	Da Men Mall USJ	Menara KEN TTDI	Sunway Pinnacle	Oasis Square Ara Damansara		

MSC Status Buildings

- 26 premises were evaluated out of approximately 100 office buildings in PJ, Damansara area
- Convenient in terms of public transportation, parking, food and amenities for our community, team members & catering purposes
- MSC Status, GBI Gold, Good Building Manager (preferably non-stratified title)

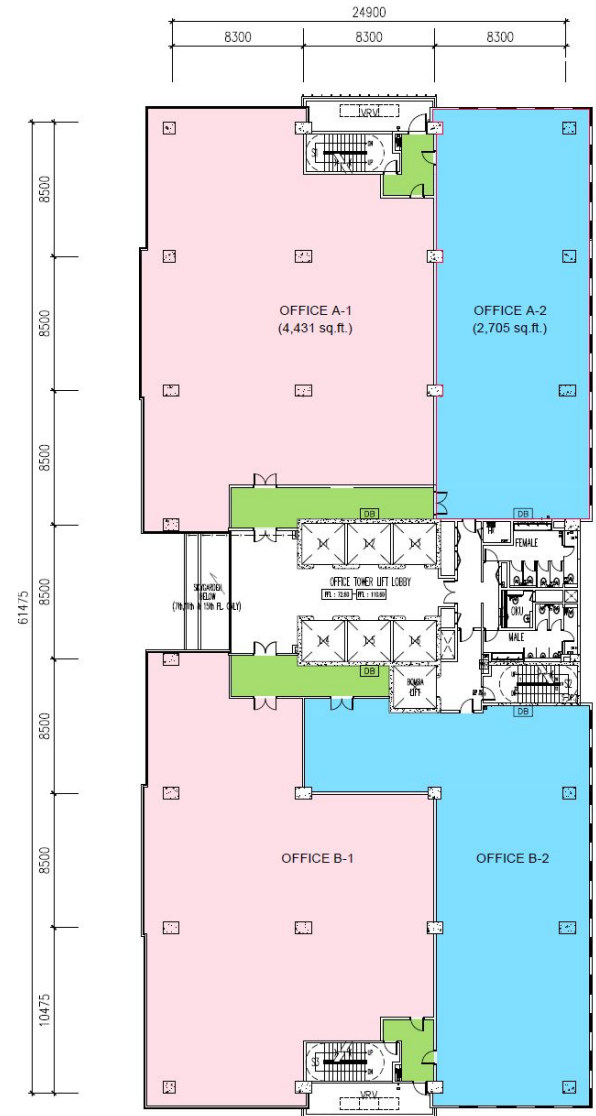
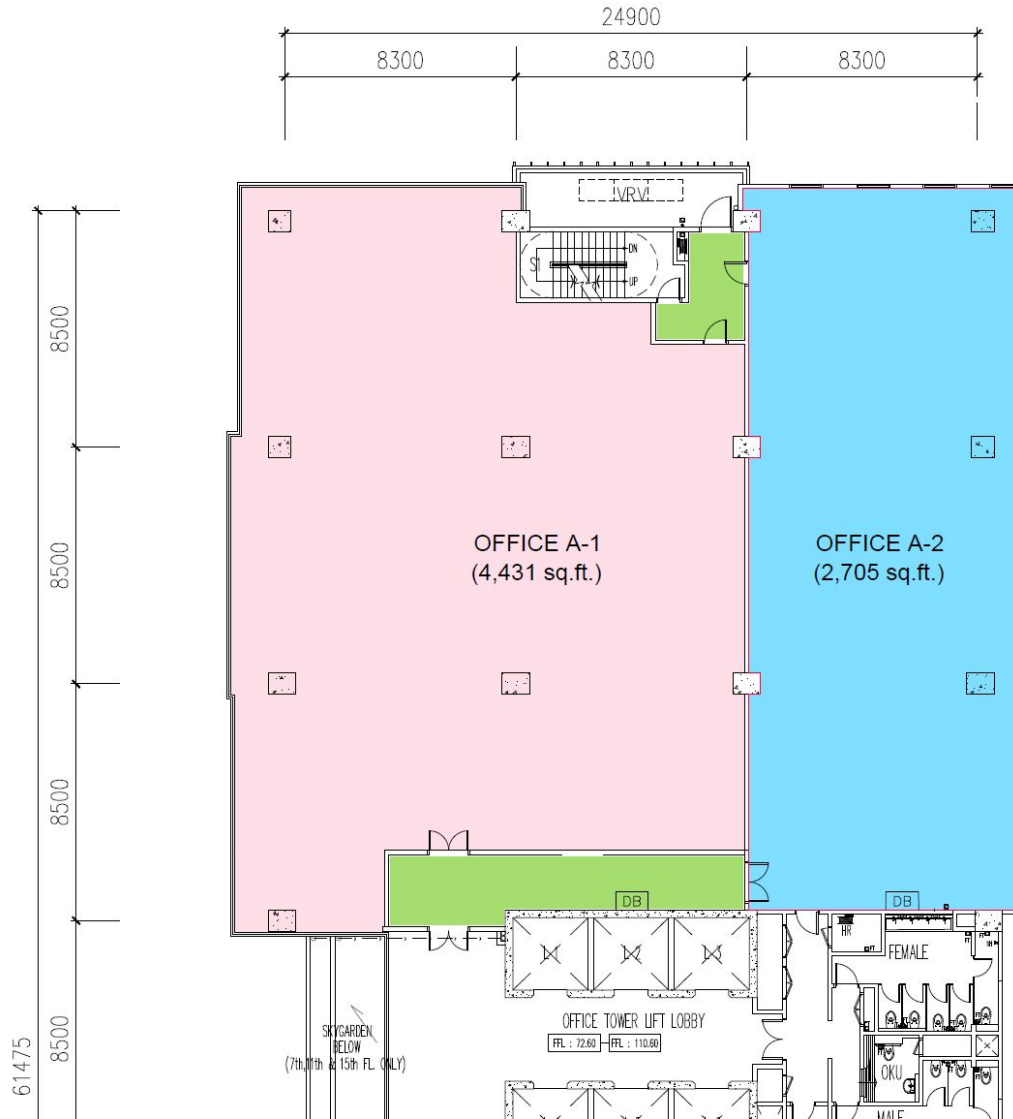


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DATA LICENSING EXPANSION

DATA LICENSING SEGMENT





Existing Coverage

	923 Companies (99% of Market Cap)
	781 Companies (100% of Market Cap)
	600 Companies (97% of Market Cap)

Existing Coverage
2,304 Companies

Other ASEAN Exchanges

	688 Companies
 Indonesia Stock Exchange Bursa Efek Indonesia	566 Companies
 HANOI STOCK EXCHANGE SỞ GIAO DỊCH CHỨNG KHOÁN HÀ NỘI	376 Companies
	271 Companies

DATA LICENSING SEGMENT



Existing Coverage

	923 Companies (99% of Market Cap)
	781 Companies (100% of Market Cap)
	600 Companies (97% of Market Cap)

Existing Coverage
2,304 Companies

Other ASEAN Exchanges

	247 Companies
	5 Companies
	5 Companies

Potential Coverage
2,158 Companies

SEA FOOTPRINT



Source: <http://business.mapfan.com/en/asean/>

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eLEARNING UPDATES



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Feedback Form:
<http://bit.ly/ETHAGM2019>

QUESTIONS & ANSWERS