

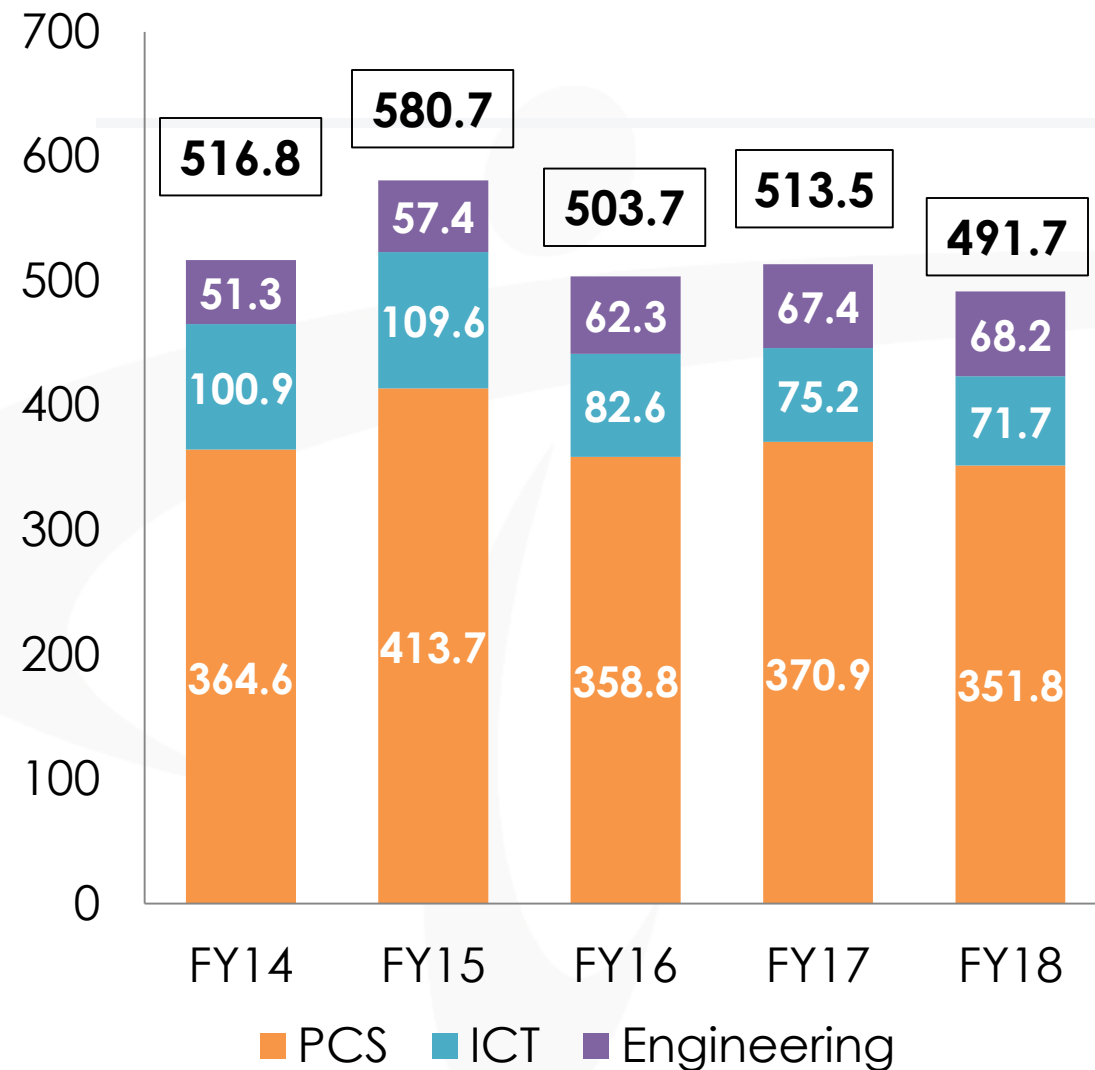


TeleChoice International Limited

21st Annual General Meeting

23 April 2019

REVENUE



Group Revenue decreased by 4% in FY2018

- **PCS Services – Decrease by 5%**

Lower revenue due to lower prepaid sales and lower equipment sales to a major customer in Singapore

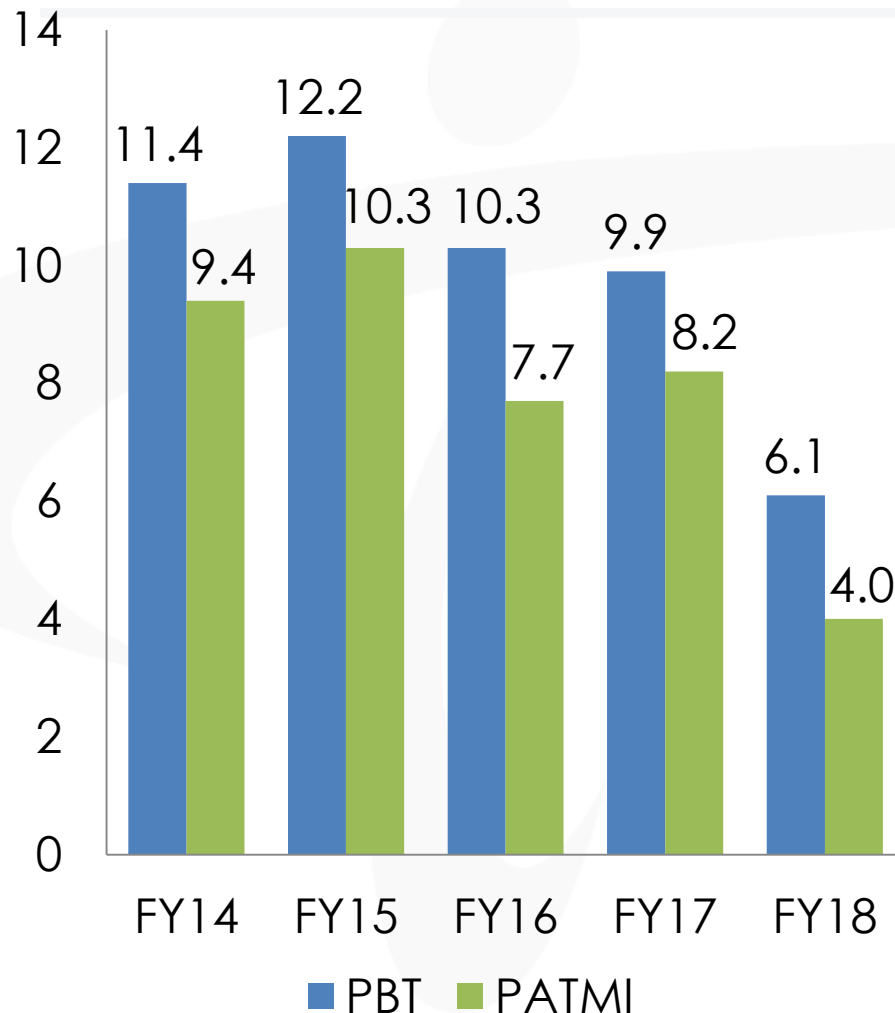
- **ICT Services – Decrease by 5%**

Disposal of enterprise network product distribution business in 3Q18

- **Engineering Services – Increase by 1%**

Increase from Philippine and Singapore operations

PBT & PATMI



PBT decreased by 38% in FY2018

Lower gross profit partially mitigated by lower operating expenses

- **PCS Services**

- Contributed to 67% of Group PBT

- **ICT Services**

- Recorded losses for the first time due to lower gross profit with lower gross margin

- Restructuring cost incurred to move the division into higher margin applications and solutions business

- **Engineering Services**

- Reported improvements of 26%

PATMI decreased by 51% in FY2018

Lower tax expenses in 2017 due to higher claims under the PIC scheme for the Singapore entities

FINANCIAL POSITION

In \$ Million	FY14	FY15	FY16	FY17	FY18
Operating cash flow	1.4	24.7	24.8	1.5	(9.7)*
Cash and cash equivalent	38.0	44.6	48.9	42.9	28.8
Net cash	18.0	25.1	36.8	26.6	7.5
Net cash per share (cents)	4.0	5.5	8.1	5.9	1.7
Debt/Equity ratio	0.28	0.26	0.16	0.22	0.30
Net asset	72.1	74.2	75.3	74.7	70.8
Net asset per share (cents)	15.87	16.32	16.57	16.45	15.57

* Negative cash from operating activities due to higher contract assets (to support increase in Engineering projects) and lower trade payables (to enjoy early payment discount)

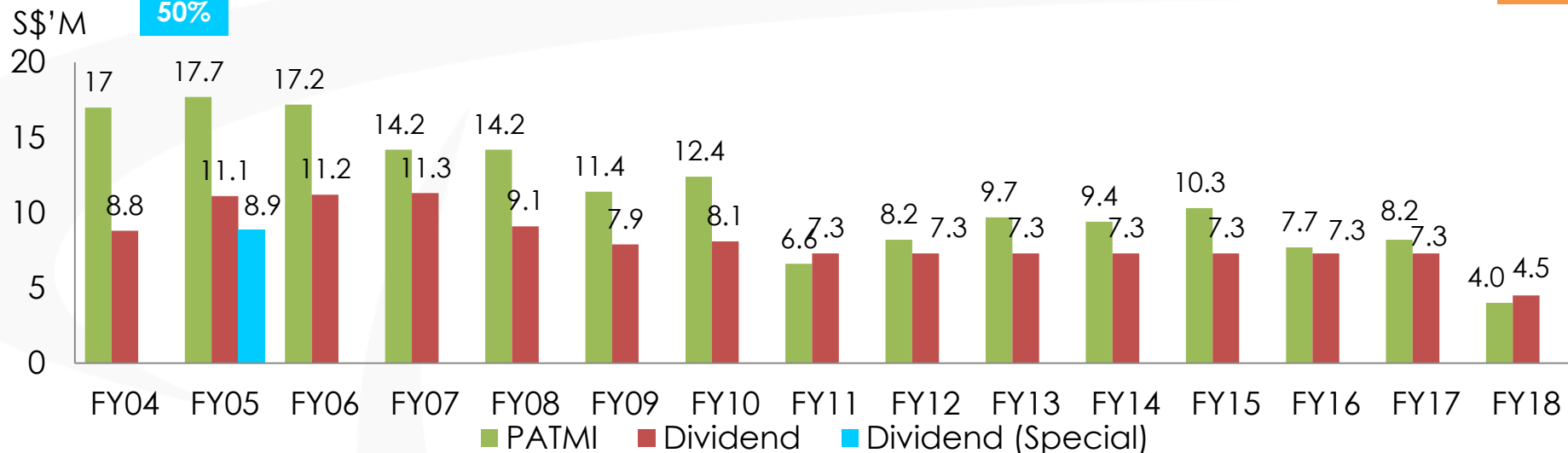
DIVIDEND

FY18 proposed final dividend: 1.0 cents per share

Dividend yield of 4.5% (based on share price of 22.0 cents on 31 Dec 2018)

FY04	FY05	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18
2.0	2.5 2.0*	2.5	2.5	2.0	1.75	1.8	1.6	1.6	1.6	1.6	1.6	1.6	1.6	1.0
52%	63%	65%	80%	64%	70%	65%	110%	89%	75%	78%	71%	95%	89%	114%

50%



- **Total dividend declared for FY18: S\$4.5m**
 - Payout is equivalent to 114% of current year earnings
- **Total dividend declared since listing in June 2004: 29.25 cents**
 - A total of \$131.9m (78.4% of earnings over the same period)



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Thank You

23 April 2019