



FY 2007 Results Briefing

3 March 2008

Disclaimer

The presentation is prepared by Best World International Limited (the “Company”) and is solely for the purpose of corporate communication and general reference only. The presentation is not intended as an offer to sell, or to solicit an offer to buy or to form any basis of investment decision for any class of securities of the Company in any jurisdiction. All such information should not be used or relied on without professional advice. The presentation is a brief summary in nature and do not purport to be a complete description of the Company, its business, its current or historical operating results or its future business prospects.

This presentation is provided without any warranty or representation of any kind, either expressed or implied. The Company specifically disclaim all responsibilities in respect of any use or reliance of any information, whether financial or otherwise, contained in this presentation.



Presentation Outline

- Highlights
- FY2007 Financial Review
- FY2007 Operating Review
- Outlook

Highlights

- Revenue up 32.5% to S\$102.2m
- Net profit up 13.9% to S\$13.5m
- Strong net operating cash flow of S\$20.6m
- Final dividend of 2.0 cents per share
 - Total dividend of 3.212 cents per share; represents approximately 45.4% of FY2007 net profit

Highlights

- Well placed to ride on China's consumption boom
- Expects to launch 80 Distribution Centres in China by FY2008



FY 2007 Financial Review

19 February 2008

Income Statement Highlights

S\$'000	FY2007	FY2006	% Variance
Revenue	102,180	77,114	32.5%
Gross Profit	77,861	59,895	30.0%
Gross profit margin	76.2%	77.7%	
Distribution Costs	40,985	30,820	33.0%
Distribution Costs/Rev	40.1%	40.0%	
Admin Expenses	17,784	13,326	33.5%
Admin Expenses/Rev	17.4%	17.3%	
PBT	17,312	15,617	10.9%
PBT margin	16.9%	20.3%	
Income tax expense	4,699	3,110	51.1%
Effective tax rate	27.1%	19.9%	
Net Profit	13,504	11,861	13.9%
Net profit margin	13.2%	15.4%	

Financial Breakdown

- Administration expenses increase due to new RCs operational related costs, depreciation for fixed asset for Changi Headquarters and other RCs and staff related costs previously not recorded
- Gross profit margin affected by repackaging campaign & increased exports to new region

Key Financial Ratios

Per Share Analysis (\$ cents)	FY2005	FY2006	FY2007
Diluted EPS	5.50	5.75	6.55
Dividend/ Share	2.6	2.5	3.212
Dividend Payout Ratio	48.9%	34.8%	45.0%
Net Operating CF/ Share	3.40	7.6	10.0
Receivable days	36	57	45
Inventory days	130	110	84
Payable days	19	57	14
Liquidity (times)			
Current ratio	4.1	3.1	2.5
Quick ratio	3.6	2.7	2.3
Net debt to equity ratio	Net Cash	Net Cash	Net Cash
Returns (%)			
ROE	29.4%	33.0%	29.0%



FY 2007 Operating Review

19 February 2008

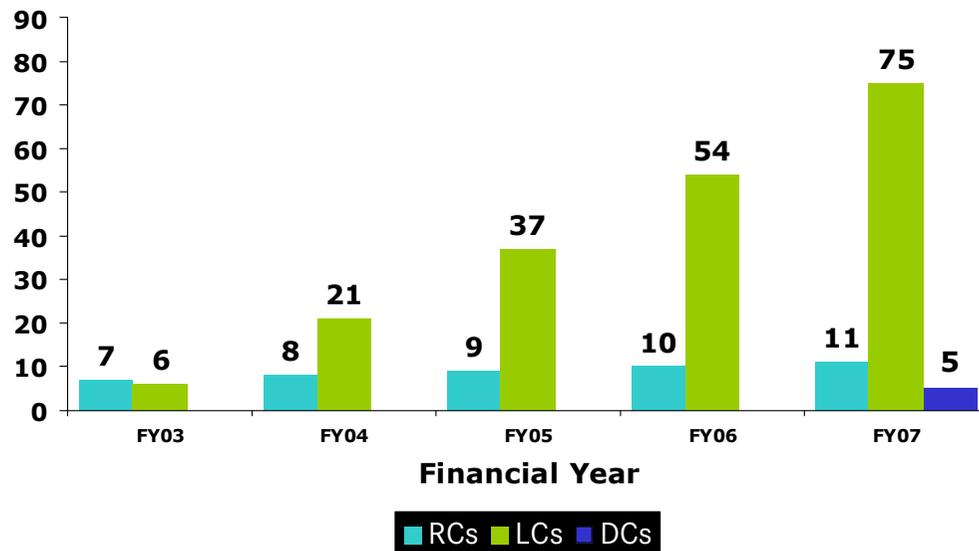
Geographical Breakdown

Geographical Segment	FY2007		FY2006		+ / (-)
	S\$'000	%	S\$'000	%	
Indonesia	45,946	45.0%	17,550	22.7%	161.8%
Singapore	19,702	19.3%	24,037	31.2%	-18.0%
Malaysia	25,912	25.3%	32,369	42.0%	-19.9%
Others	10,620	4.0%	3,158	4.1%	236.3%
	<u>102,180</u>	100%	<u>77,114</u>	100%	32.5%

Geographical Breakdown

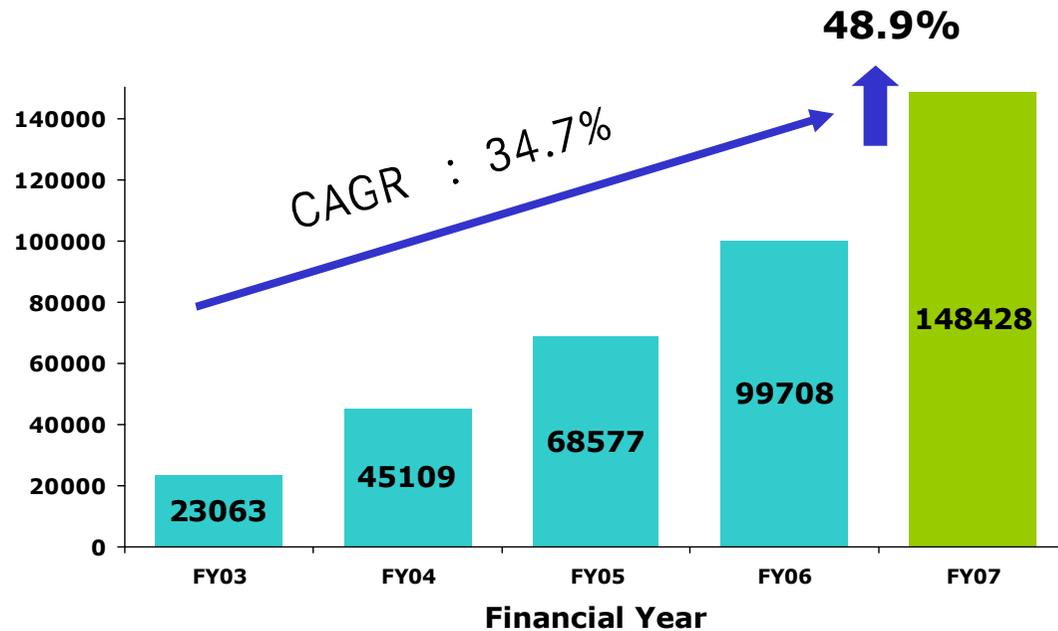
- Indonesia overtook Singapore and Malaysia to become top revenue contributor
- Indonesia revenue up 161.8% contributing 45.0% of total revenue
- Singapore dipped as a results of delay in new product launches and intense market competitiveness
- Malaysia slowed down due to the delay of product launches and delay in approval of health supplements registration
- Strong growth markets in the Others segments include Vietnam and Hong Kong

Regional & Lifestyle Centres



- Record number of 21 LCs established in FY07
- Hunan RC operational since Aug 2007
- New additions of 5 Distribution Centres in China

Overall Membership Growth



- Surge in membership figures by 48.9% in FY07
- Largely attributable to Indonesia and Vietnam





Looking Forward

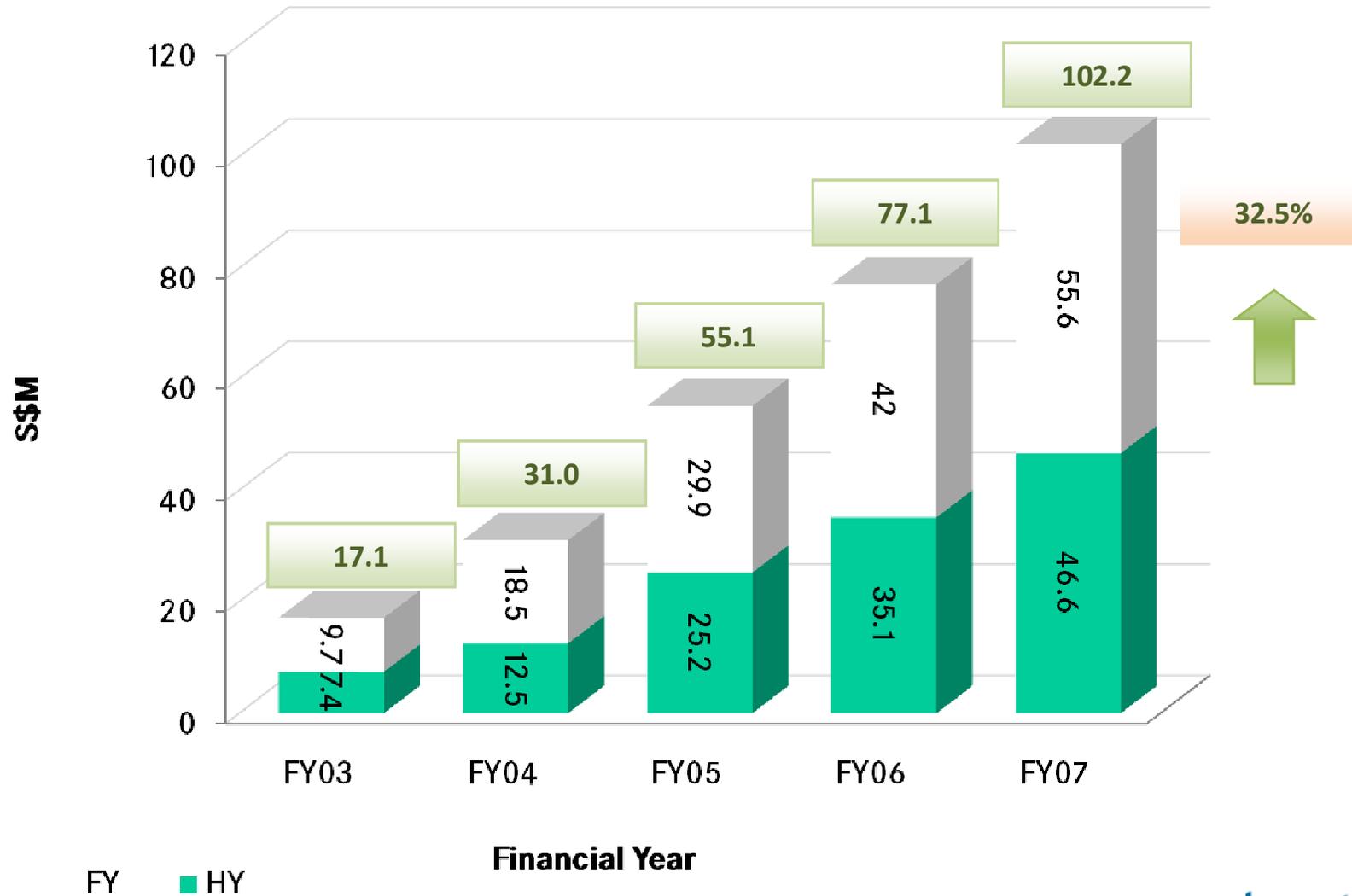
19 February 2008

Best World's Track Record

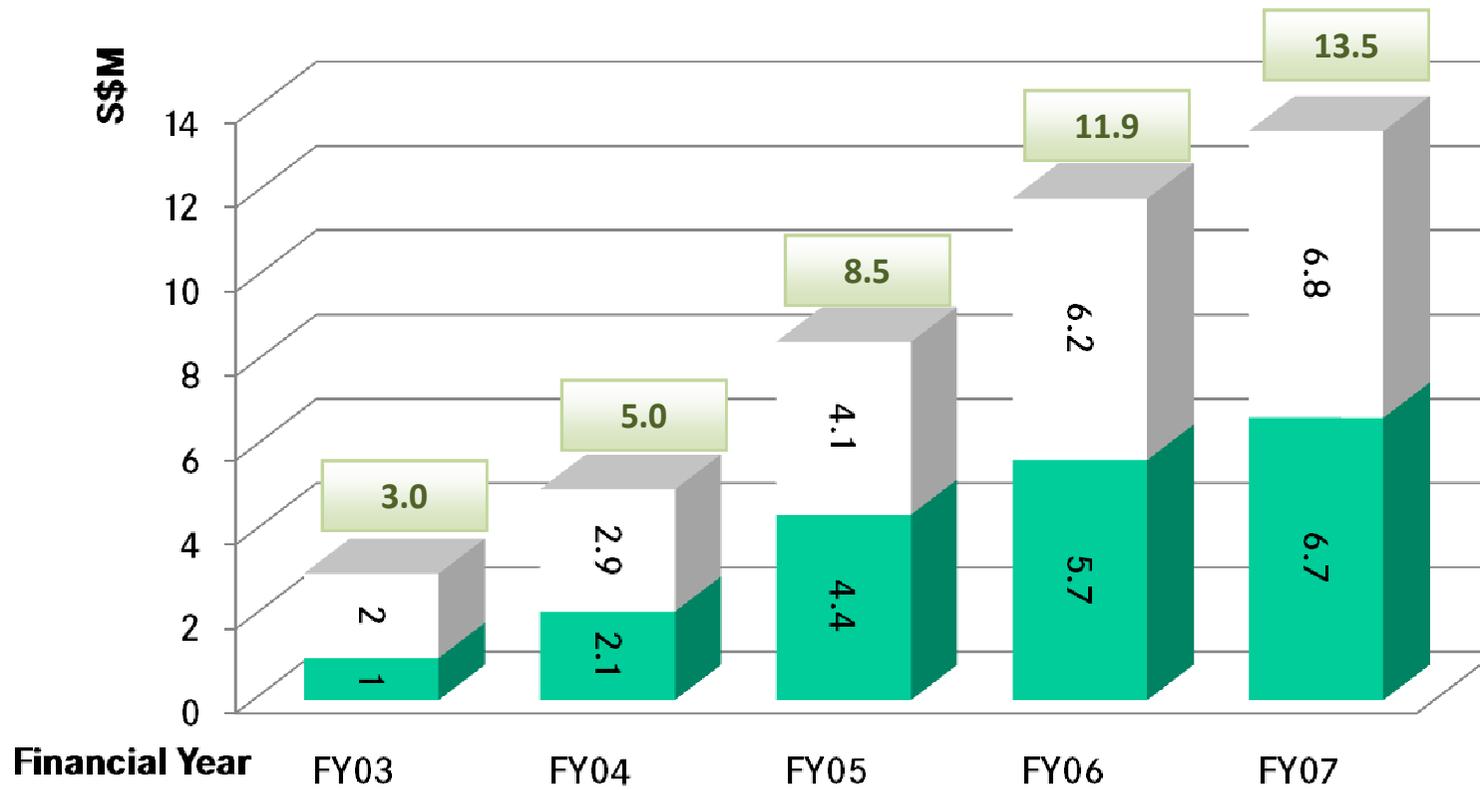
- Founded in 1990
- Listed on SGX in 2004
- Strong regional presence in markets such as Malaysia, Indonesia, Vietnam, Thailand, Taiwan, Brunei, China, Australia and Hong Kong



Revenue Track Record



Net Profit Track Record



Regional Expansion Blueprint



Year	Market
1990	Singapore
2003	Malaysia
2004	Thailand
2005	Vietnam Indonesia Hong Kong
2006	Taiwan
2007	China
2008	South Korea
2008	Philippines
2009	Japan
2010	India

Pipeline of New Products

- Following success of new products launched in 2H07 e.g. DR's Secret Touch
- Expects to rollout new products by 1H2008
- 16 new TCM healthfood licenses to be acquired through the Joymain acquisition



Summary

- Membership growth strong at 48.9% in FY07
 - Continued training and recruitment programs in potential markets
- Strong pipeline of new products
 - New Outer Harmony range scheduled for 1H08
 - Total of 32 health food licenses with acquisition of Joymain
- Set to receive direct selling license by 1Q08
 - Expects to set up 80 DCs by FY08
- FY08 expected to outperform FY07



Q & A

Thank You!