



FY2019 Annual General Meeting

29 June 2020





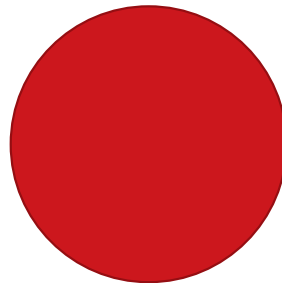
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FY2019 AGM
29 June 2020

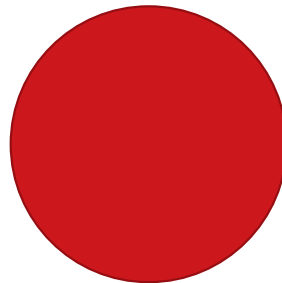
**Video:
Countdown Timer
with Heather**





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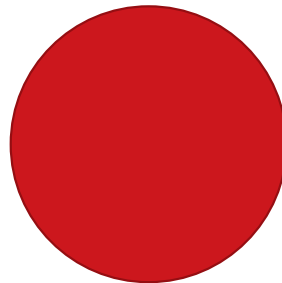
**Video:
CEO Message to Parents
on Covid-19**





FY2019 AGM
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Video:
2019 – A Year of Growth





Business Updates

Presented by
Mr. David Chiem Phu An
Founder Chief Executive Officer
& Executive Chairman





MindChamps Home Based Learning

Week 1 Materials






A Cover and an Introduction on **what** and **why** of our HBL activities

MindChamps[®]
preschool

Home-Based Learning Activities

NURSERY 2 | Week 1



Welcome to your Champ's first week of home-based learning!

We've prepared a special learning package with materials for your child's home-based learning.


Each package consists of 5 activities – we recommend that you complete one activity per weekday.

This week's learning package is designed to help Champs with:

- Reading and narrative understanding of an important children's story
- Relating to current events and their daily interactions
- Articulating their learning of a whole host of skills (literacy, numeracy, arts and crafts) and values that are the hallmarks of a Champion!

Also included with each activity are tips and prompting questions you can ask your Champ. These questions are important in helping your Champ explore the topic being discussed.

At any point in the activities, you can also share your personal anecdotes or feelings on the topic – this will help your Champ better relate it to his/her own life!



Attributes for the Week

This package will guide our Champion Parents through a series of activities based on the following idea: **I Am Grateful** for the many things that I have and the people who love and care for me. Because I am grateful, I feel and demonstrate **Compassion for others** through acts of kindness and consideration!

I AM GRATEFUL

I am grateful for what I have.
I am thankful for all the wonderful things around me.

I AM COMPASSIONATE

I show my understanding and concern towards others.

Highlighting key info for parents

- Rewritten in readable and parent-friendly way
- Clear step by step instructions
- Highlighting key info
- Use of colours and illustrations

Activity #1

Read through "Llama Llama Home with Mama" by Anna Dewdney with your Champ

This first activity will touch on:

- Showing gratefulness to caregivers
- Showing compassion for someone who is sick or feeling unwell

Materials You Will Need



"Llama Llama Home with Mama" by Anna Dewdney

If you do not own this book, you can access it on Youtube.

[WATCH VIDEO](#)

Step 1

Activity Guide and Instructions

Before reading the book together, have a quick chat with your Champ on what you're going to be reading.

Here are some questions to help you out:

- What do you think this book is going to be about?
- How can you tell? / How do you know?

Step 2

Read the book aloud with your Champ sitting beside you so he/she can also see the words.

- As you go through the book,
- Remember to place emphasis on the rhyming words on each page.
 - Be sure to go slow, so your Champ can keep pace with your reading.
 - Use pauses where appropriate and different tones to express the words that are coloured.

Tips to engage your Champ!

You may find that your Champ becomes distracted while reading – this is normal! We recommend using the following techniques to keep your young one engaged:

- Have your Champ point to the words as you are reading them
- Point out words that you're emphasising and have your Champ repeat them with you
- Keep your energy high so your Champ will feel excited about reading with you

Pause on these pages and ask the following questions to have a little discussion with your Champ:

PAGE 6

- What symptoms did Llama Llama have?
- How did your throat feel when you were sick? Was it sore and painful? Did that make it difficult for you to swallow?
- How did you get better?
- Who looked after you when you were unwell?

PAGE 12

- Llama Llama was not interested to play with trucks, tractors and trains. Why do you think that was so?
- What would you do if you were sick?

PAGE 18

- How was it different when Llama Llama got better?
- What were some of the things he did?

PAGE 28

- What happened to Mama?
- How did Llama Llama help Mama?

Step 3

After reading the book, do a quick wrap-up of the book's plot and help your Champ connect what happened in the book to his/her own life.

Use these questions to get started:

- What did you learn from the story?
- Have you felt the same way as Llama Llama before? When?
- What can you do for Daddy/Mummy/Caregiver's name if he/she becomes sick?

Step 4

To get your Champ Involved in the reading, go through the book once more with your Champ.

This time, you can choose to role-play the story or even switch roles so you're playing Llama Llama and your Champ plays Mama!

YOU DID IT!



Redesigning the Googled posters to make them uniquely us.







Step 3

Discuss the importance of proper handwashing with your Champ and how this helps reduce the likelihood of falling sick. You can refer to the images below to show your child each step in detail. Ask your Champ if he/she would like to try out these 8 steps for himself/herself!

Step 1

Activity Guide and Instructions

Before starting the activity, ask your Champ to think about a community helper that he/she admires or appreciates. You can use the image below to share about the different types of helpers your Champ may already be familiar with.

 <p>FOOD SECTOR Restaurants, hawkker centres, coffee shops, food courts, supermarkets, wet markets, convenience stores, grocery retailers</p>	 <p>TRANSPORT & STORAGE SECTOR Public transport including taxis and private-hire cars, air transport and airport operations, shipping and port services</p>	 <p>HEALTH SECTOR Acute and community hospitals, polyclinics and TCM clinics, social services for elderly, special needs and other vulnerable groups, urgent dental services</p>
 <p>BANKING & FINANCE SECTOR Cash withdrawal and deposits, payments and fund transfers, insurance services like claims servicing, financial advisory</p>	 <p>INFORMATION & COMMUNICATIONS SECTOR Fixed and mobile internet services, postal services, platforms and services such as ride hailing, food delivery, groceries and online payments</p>	 <p>OTHER SERVICES Hairdressing and barber services, veterinary services, optician services, vehicle recovery and repair services, selected hotels, serviced apartments, dormitories and hostels</p>

Here are some questions to help you out:

- Who do you think helps us when we get sick? Or when we want to travel around Singapore? Or when we're hungry and head out to a food place to eat?
- What do you admire about him/her?
- What did he/she do to help you/others?
- What would you say to this person?

Highlighting key info for parents

Tips to engage your Champ!

To add an element of fun, have your Champ dramatise the rhyme with elaborate or exaggerated actions!

Step 4

Together with your Champ, do a handwashing activity at the wash basin.

Let your Champ be the one to take you through the proper handwashing procedure step-by-step. You can bring the chart along so your Champ can refer to each step as you both wash your hands.

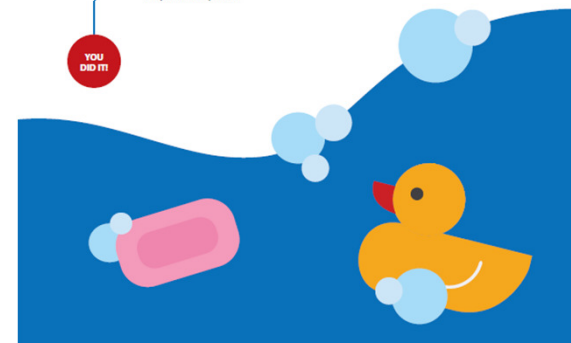
Tips to engage your Champ!

To add an element of fun, have your Champ dramatise the rhyme with elaborate or exaggerated actions!

Help your Champ remember the steps by reciting the 'Handwashing Rhyme' together.

Remember to use appropriate tones, pacing, emphasis and pauses.

YOU DID IT!



Clear step by step instructions

Step 4

Follow the following steps to help your Champ make his/her own flip book.

- 1 Cut a piece of A4 paper into two A5 pieces to form the front and back cover pages of the flip book.
- 2 Cut a separate piece of A4 paper into 4 quarters.
- 3 Use each quarter to write the letter and letters that make up each word. For example, one set of quarters should have the starting letters (b, c, h, l) while the other quarter has the ending letters (-ook).
- 4 Remind your Champ to give enough spacing for his/her writing and drawing/pasting of the pictures.



Let your Champ explore his/her creativity with this exercise! Allow your Champ to choose to draw pictures of objects that rhyme or cut out pictures found in magazines and paste them in their Rhyming Book.

Step 5

Once the flip book is completed, remember to thank your Champ for his/her effort and encourage your Champ to thank you for helping him/her out with the activity. This will help your Champ build the good habit of showing gratitude to others.

Step 6

If your Champ has a younger sibling, ask your Champ who he/she would like to read the 'Rhyming Book' to. Alternatively, you can share with your Champ that he/she can read the book to his/her younger cousins or playmates in future if he/she doesn't have younger siblings!

This creates an opportunity for your Champ to learn that teaching a younger sibling/cousin/friend to read is also a way of showing compassion (kindness) towards a younger individual.



Highlighting key info for parents

Tips to help your Champ!

If your Champ is unsure what to say, you can provide prompts! Be sure to also help your Champ spell out words if he/she needs your help.

Tips to help your Champ

If your Champ is unsure what to say, you can provide prompts! Be sure to also help your Champ spell out words if he/she needs your help.

Step 2

Have your Champ write and/or draw a message to the community helper for what he/she is grateful for.

Encourage your Champ to convey a personal message and start him/her off with this opening:



Step 3

Once your Champ is done, have your Champ drop the message into the gratitude jar. Your Champ can continue to add on as many messages as he/she would like. For each message, encourage your Champ to address them to different community helpers in the poster provided!

Here are some examples of gratitude messages:



Step 4

As an extension of this activity, you can also invite other family members to do this together with your Champ.

Have the family come together, empty the jar and get the person who wrote or drew each message to read out the message(s) he/she has written. Be sure to have the family member read out the message as if he/she is talking to the community helper directly. This will show your Champ that compassion and gratitude can be shown by anyone, at any time!

If you'd like to, you can take a family photo at the end of the sharing to commemorate this activity.

YOU DID IT!



"Caitlin really enjoys the learning connections especially when she can see her friends and teachers whom she has missed dearly! The lessons are interactive and interesting and Caitlin gets really engaged. Thank you for the efforts! For the past few days, Caitlin has been waiting for 3pm. Once she wakes up, she changes to her uniform as soon as she has brushed her teeth in the morning! I sincerely hope the learning connections can continue and probably increase the number of sessions? Cause I see that all the Champs are enjoying it! Thank you so much for the efforts and keep it going! Really appreciate it!"

– Marie Tan, mother of Caitlin Chen



[Companies](#) [Infrastructure](#) [Childcare](#)

Singapore's MindChamps shakes up Australian childcare

Simon Evans *Senior Reporter*



Sep 19, 2019 - 11.53am



The chief executive of Singapore-listed childcare group MindChamps Pre-School aims to have 100 centres operating within three years in an Australia-wide network across all capital cities.

David Chiem said parents were voting with their feet and gravitating to centres with high-quality curriculums which are popular in the fiercely-competitive Singapore market, with MindChamps' existing 20 centres in Sydney having an overall occupancy rate in the "high 80's" on a percentage basis.





“MindChamps is mindblowing! There is nothing more important than an education and nothing more valuable than an educator who can inspire. The whole structure and ethos of MindChamps is around that. On behalf of the New South Wales Government and the community, we love having you here.”

Brad Hazzard
Australia's Minister for Health and Medical Research

Why the class of 2021 will be behind the starting line



DISRUPTIVE: Michelle Mulder had to find a new childcare centre for her daughter Zoe.

Picture: TIM HUNTER

CLARE MASTERS

THE childcare crisis could have serious repercussions for the COVID-kids class of 2021, who head into school next year after suffering massive disruptions to their learning of vital preschool skills.

The end of free childcare has prompted experts to raise concerns about preschoolers who have had their early education interrupted and, in some cases, have had to pull out of care.

It comes as under-resourced childcare centres admit they have had to drop education programs in order to keep up cleaning protocols. Some of the big childcare chains have put a 60 per cent cap on enrolments, forcing families to scale back their days.

That was the case for Michelle Mulder's daughter, Zoe, who is in her last year of childcare and learning essential skills for starting school next year.

Ms Mulder was told by her daughter's daycare centre that Zoe would have to scale down her days. With both her and her husband working full-time, she had to disrupt her daughter and secure a position at another centre. "She adored her

carers and having to make that decision seven months out from her starting school was really disruptive," Ms Mulder said. "But her school readiness was a really important consideration for us.

Zoe was able to continue her school readiness program at her local MindChamps centre on the Northern Beaches of NSW. The Australian childcare chain has picked up more than 500 days from children who had been turned away from other centres. MindChamps' owner David Chiem said the chain was out of pocket but had been inundated with parents needing care and did not want to turn anyone away.

The Parenthood movement says its data shows 34 per cent of parents will need to reduce days or remove their children altogether when out-of-pocket fees return next month.

Early Childhood Australia CEO Sam Page said preschoolers would be adversely affected if parents had to scale down their hours or pull them out.

She said now was the critical time for educators to be working on readiness skills for school next year. "We are running out of time to get on top of

those things, (from) significant issues like speech delay or signs children have additional learning needs right through to the support that needs to be in place before children transition to school," she said.

"Otherwise, the school has to play catch up."

A spokesperson for the federal Education Department said that when free childcare ended next month, there would be "capacity for special consideration to make sure children can access preschool".

But Nicole Breeze, director of Australian programs at UNICEF, which is lobbying for free early learning for disadvantaged families, said it was expecting a lot of families would have to reduce hours across the board. "We know one in five are already starting school developmentally vulnerable ... what are the implications for that as those children enter their year of formal schooling next year?" she said.

Opposition early childhood spokeswoman Amanda Rishworth said early education had to be affordable for families "to ensure children starting primary school in 2021 do not start behind".

MindChamps partners developer to add 10 new childcare centres in Australia



To date, 23 out of 80 of MindChamp's centres globally are located in Australia. PHOTO: MINDCHAMPS.AU/FACEBOOK

🕒 PUBLISHED 43 MIN AGO



SINGAPORE - MindChamps PreSchool has partnered property developer Malek Family to expand its footprint in Australia.

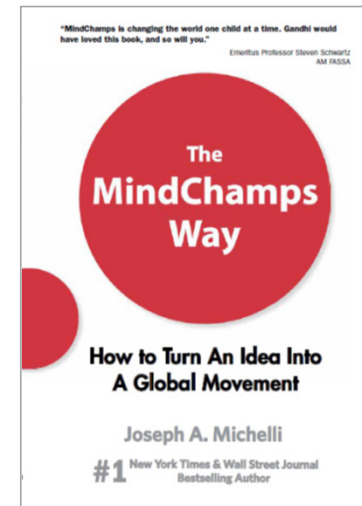
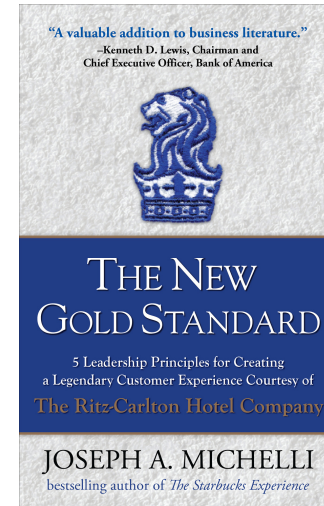
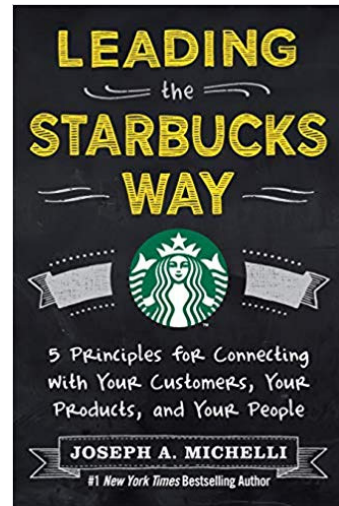
BRANDED CONTENT



Dr Joseph Michelli

#1 NYT & WSJ Best-selling author
World-renowned master trainer

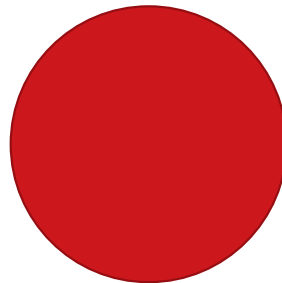
- Wall Street Journal, USA Today, Publishers Weekly, Nielson Bookscan and New York Times #1 bestselling author





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29 June 2020

Video:
Dr Joseph Michelli
– The MindChamps Way





Performance Updates

Presented by
Mr. Yongky Widjaja
Senior Director, Finance





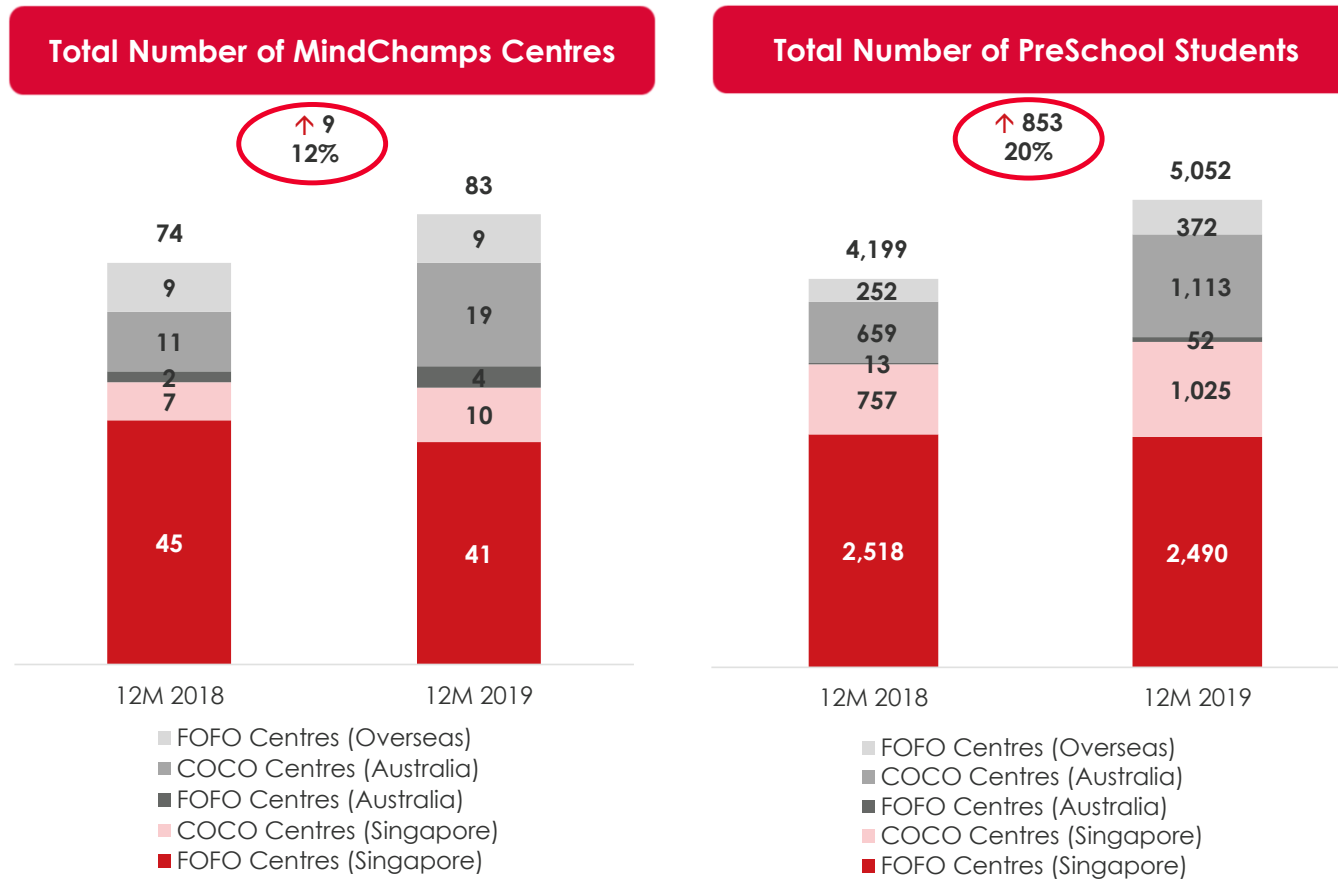
Key Financial Indicators (S\$'000)

	12M 2018		12M 2019
Revenue	36,960	↑46%	53,890
Cost of Sales	(14,639)	↑81%	(26,451)
Gross Profit	22,321	↑23%	27,439
Operating Expenses	(17,724)	↑50%	(26,573)
EBIT	7,399	↑33%	9,817
Profit Before Tax	6,823	↑7%	7,310
Profit After Tax	6,487	↑7%	6,948

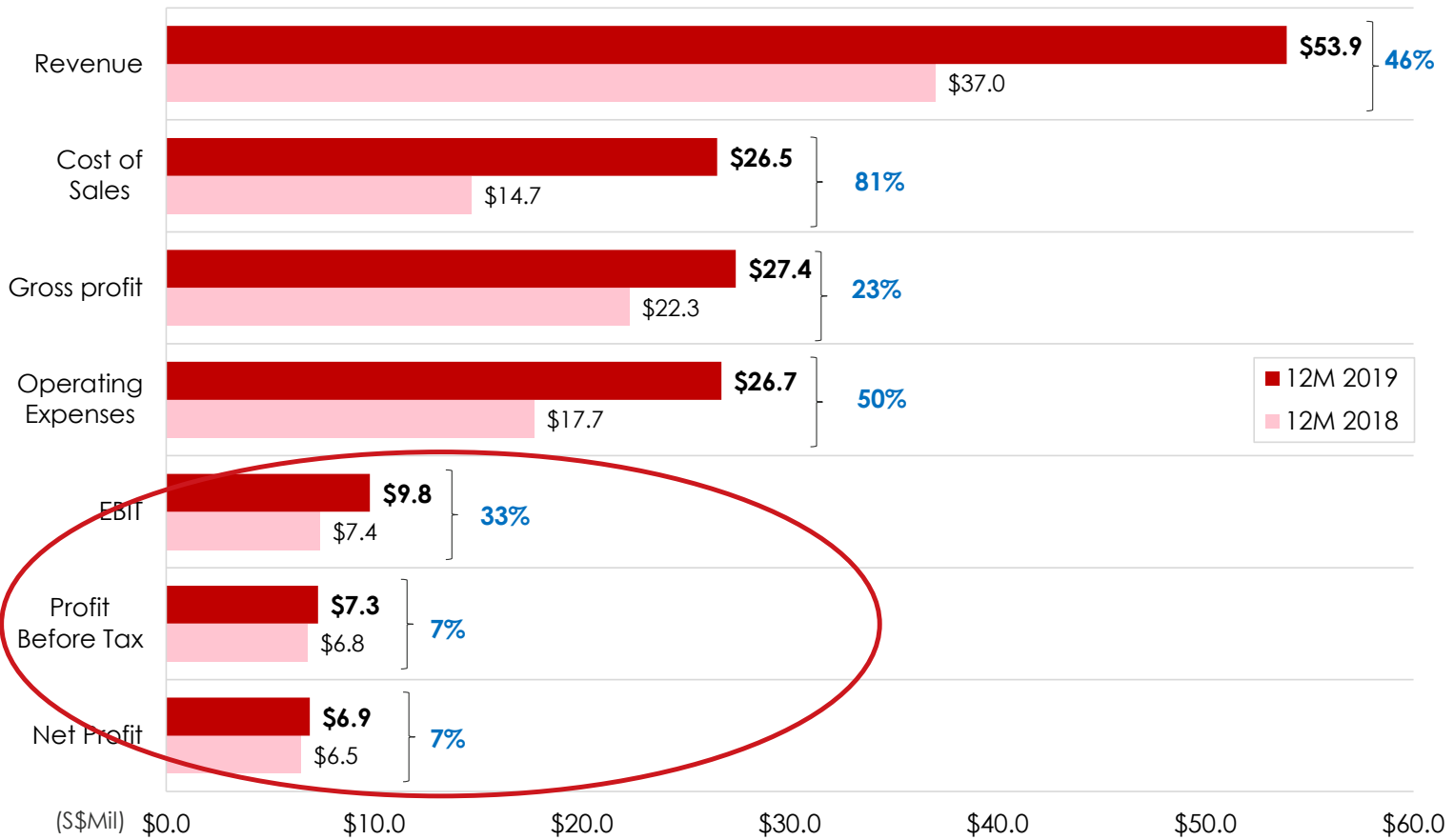




Growth of MindChamps Centres and PreSchool Students

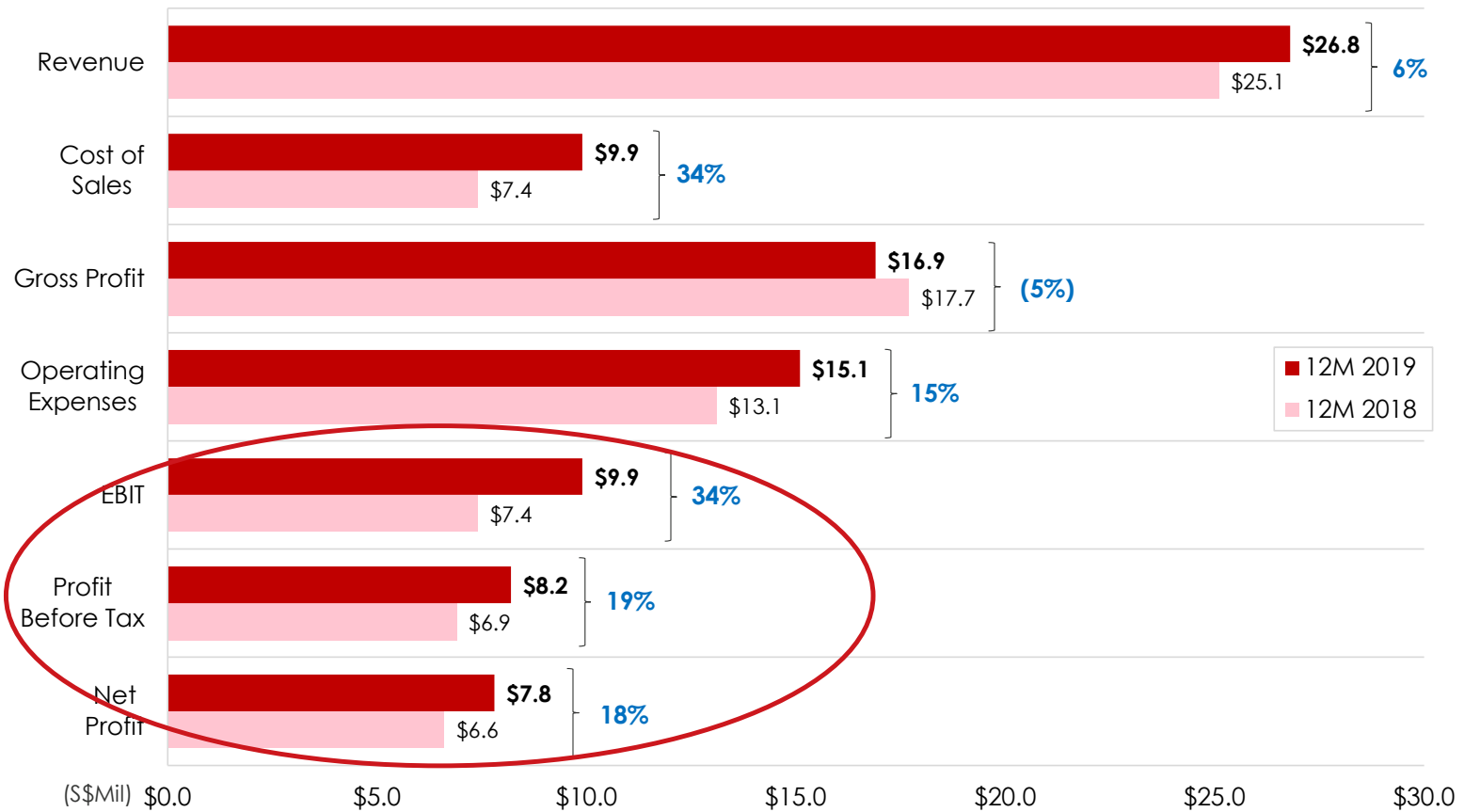


Group 12M 2019 Financial Highlights (\$Mil)



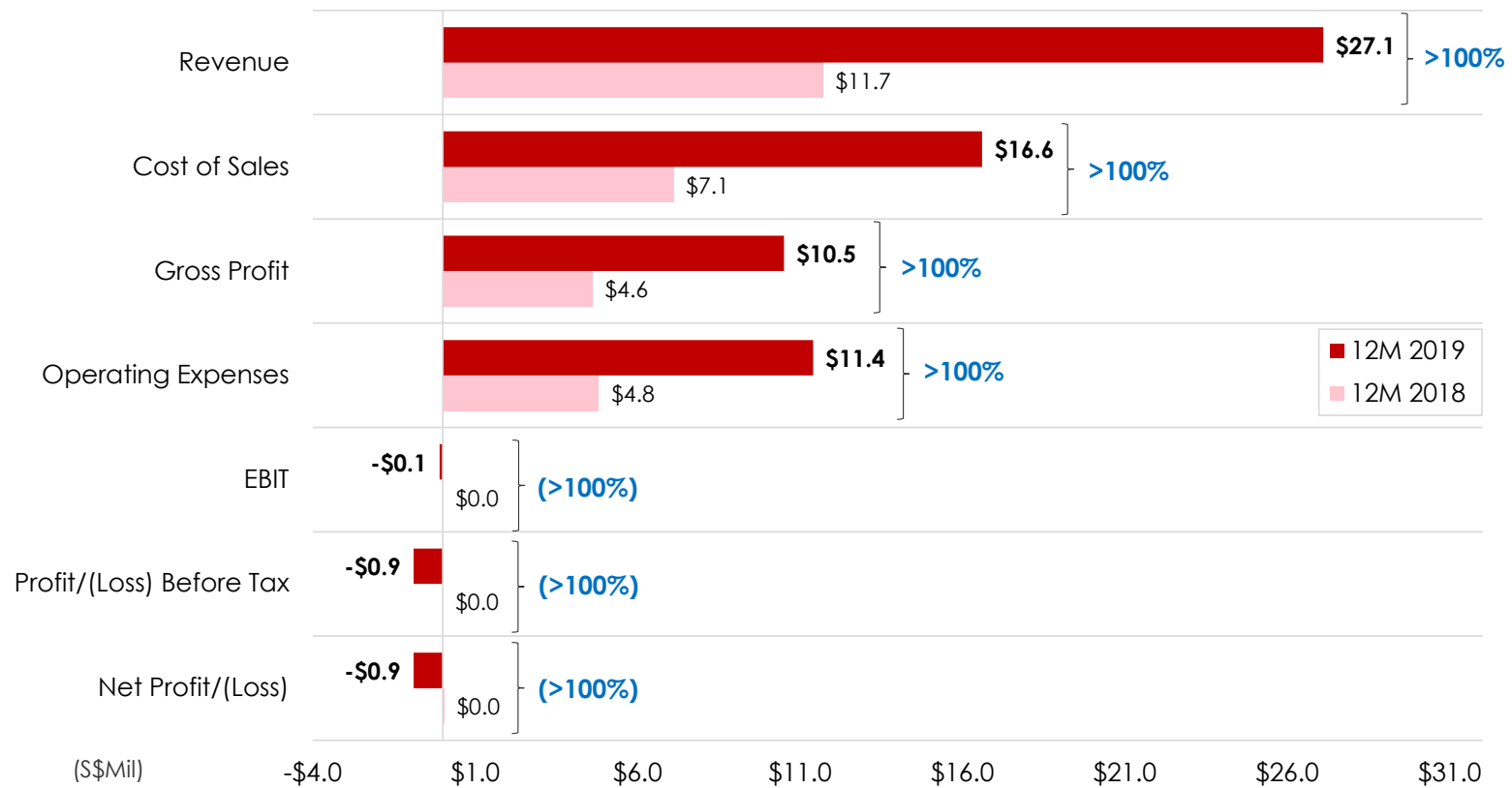


Singapore Home Ground Operation Remains Strong (\$Mil)



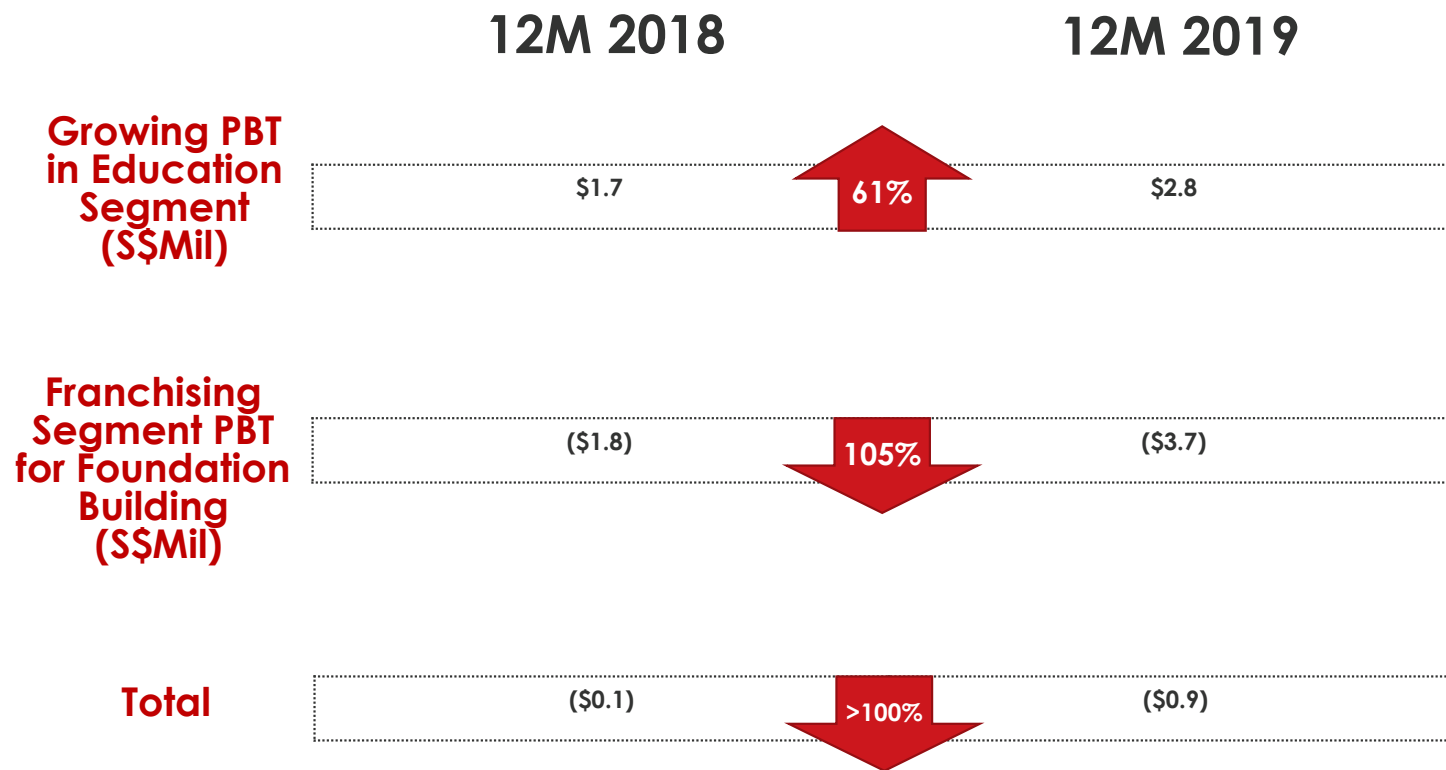


Integrating New Operation in Australia Market (S\$Mil)

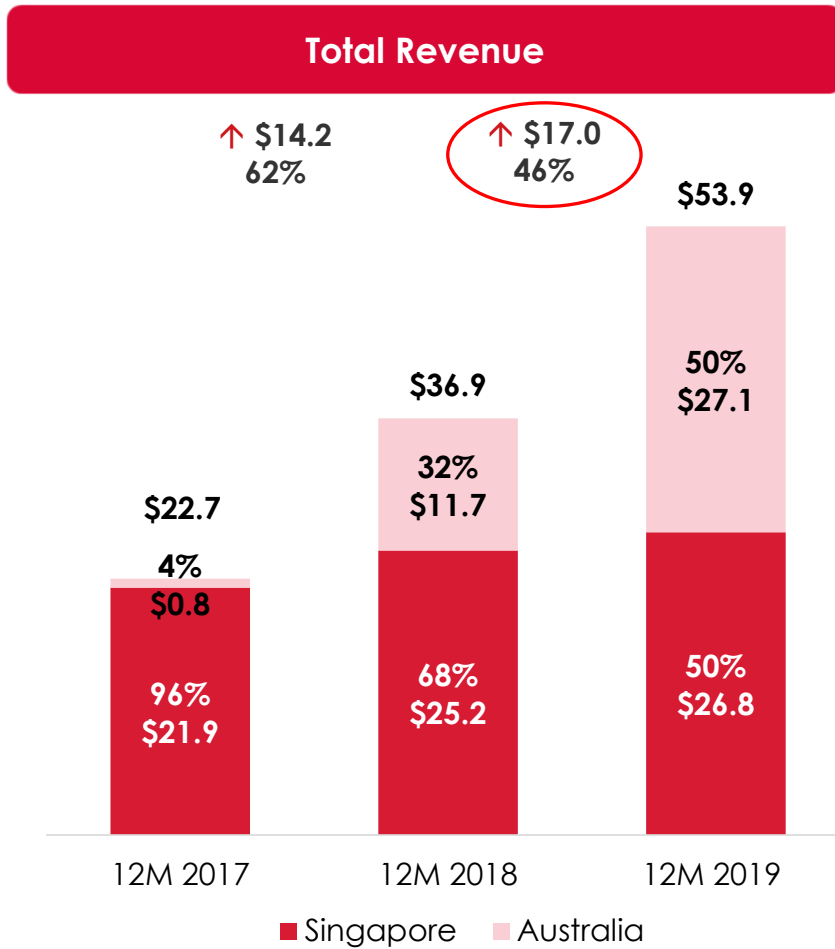




Performance Snapshot of New Operation in Australia Market (\$Mil)



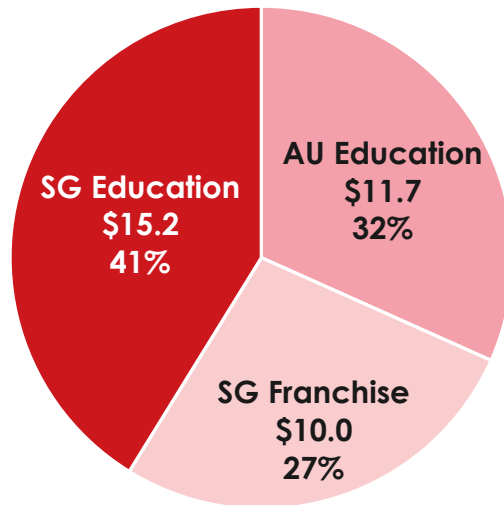
Australia, the Key Driver of Revenue Growth (\$Mil)



Revenue Mix – Geographical SBUs (\$Mil)

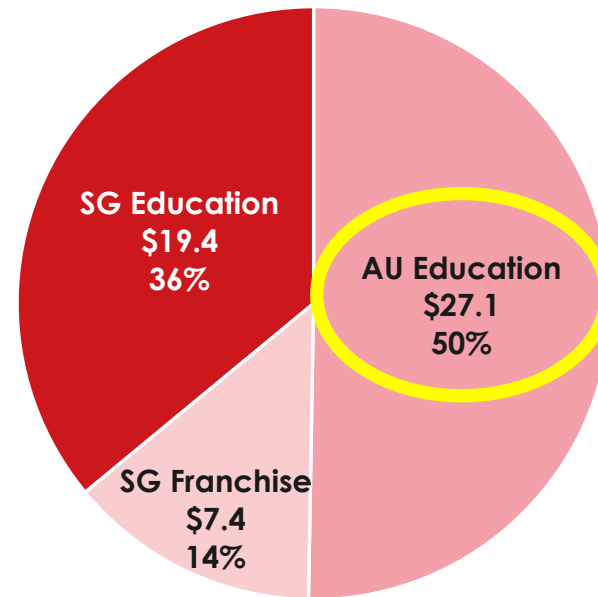
12M 2018

Total: \$36.9

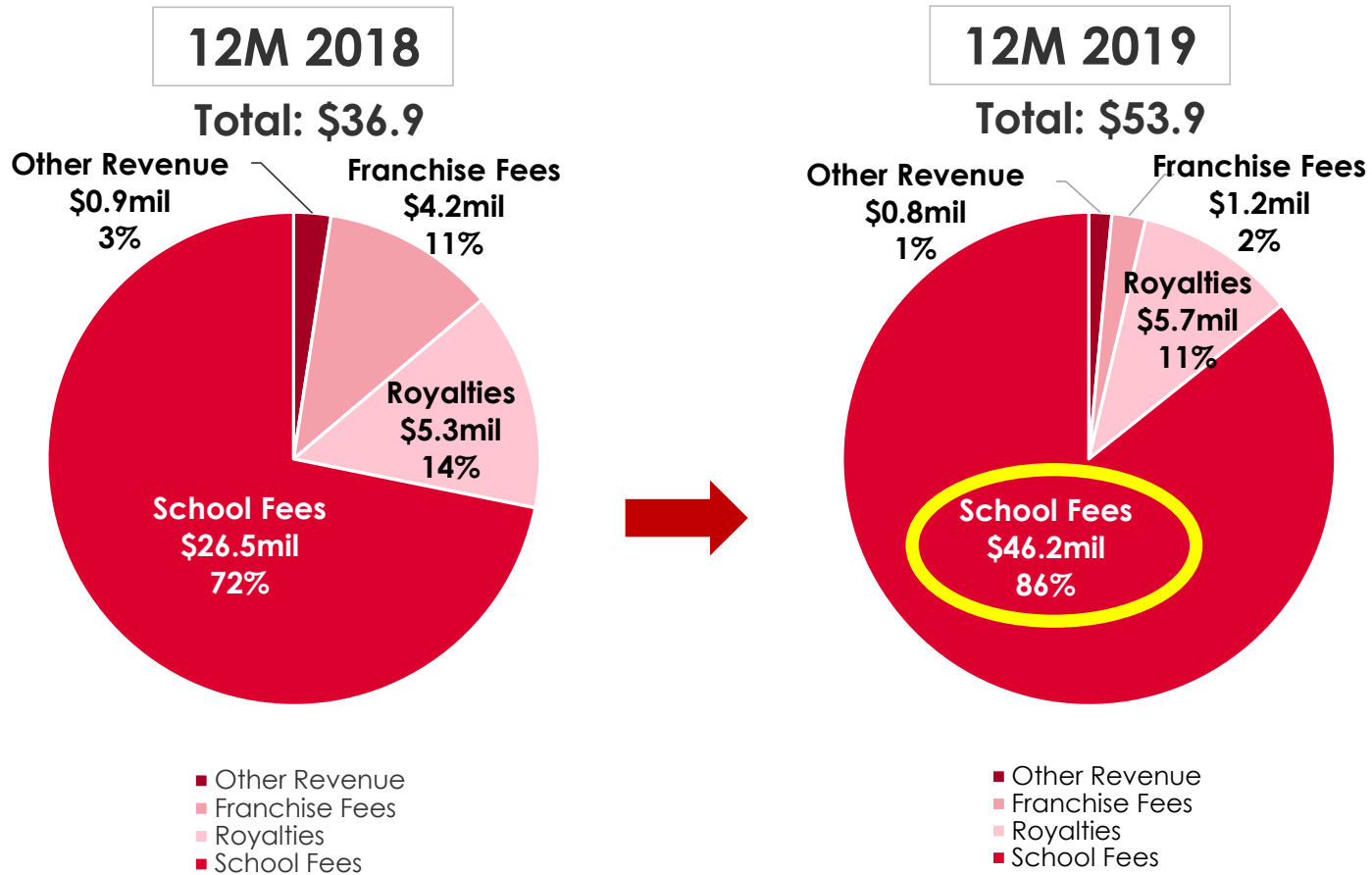


12M 2019

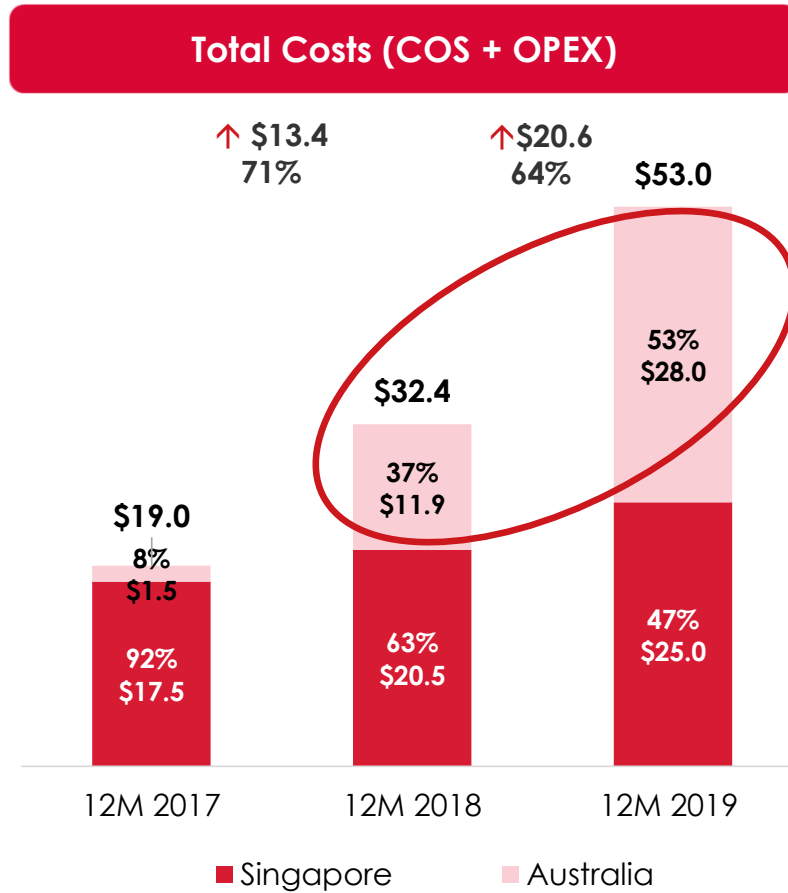
Total: \$53.9



46% Revenue Growth Driven by Australia Education Segment (\$\$Mil)



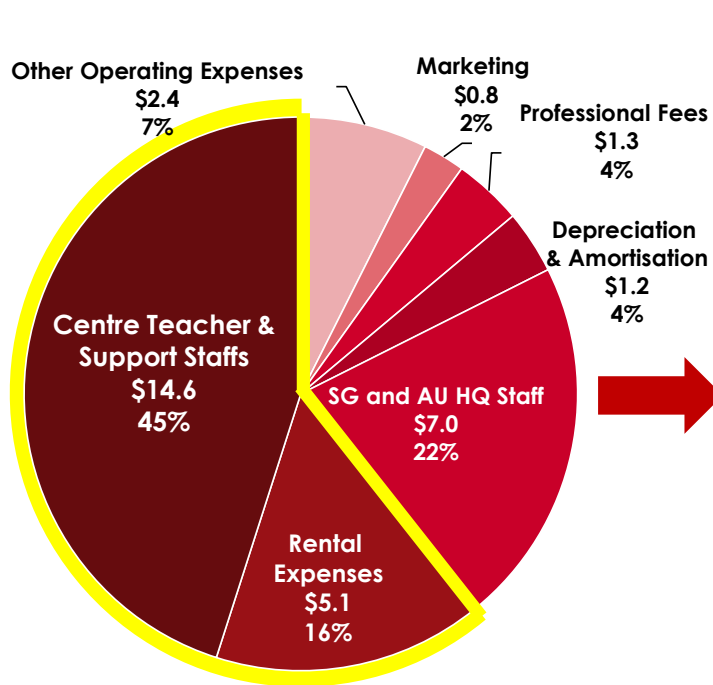
Total Cost Trend (\$Mil)



Teacher's Cost and Rental are Main Cost Drivers (\$\$'Mil)

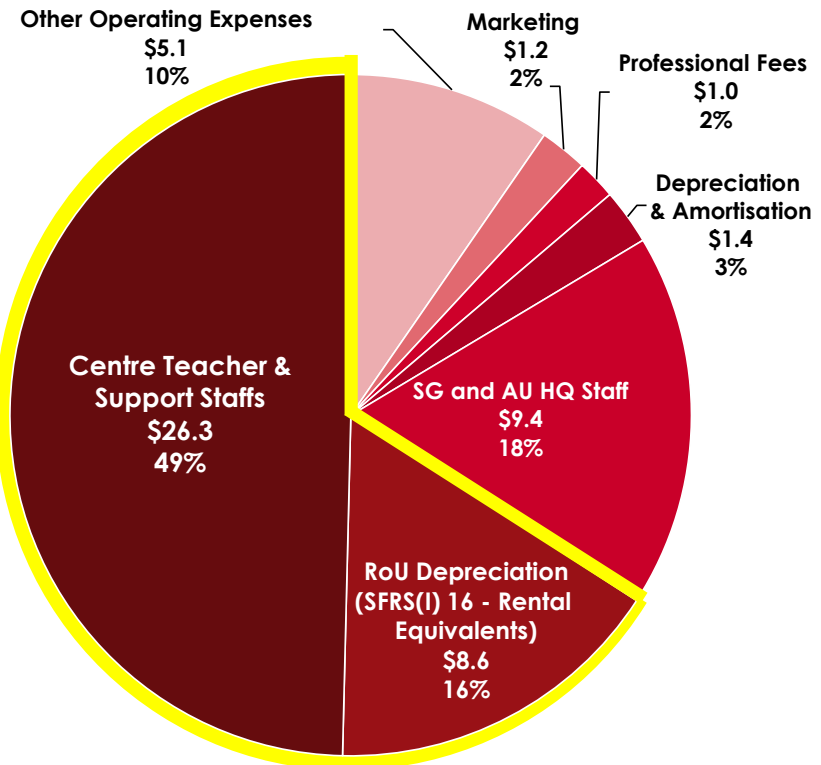
12M 2018

Total: \$32.4



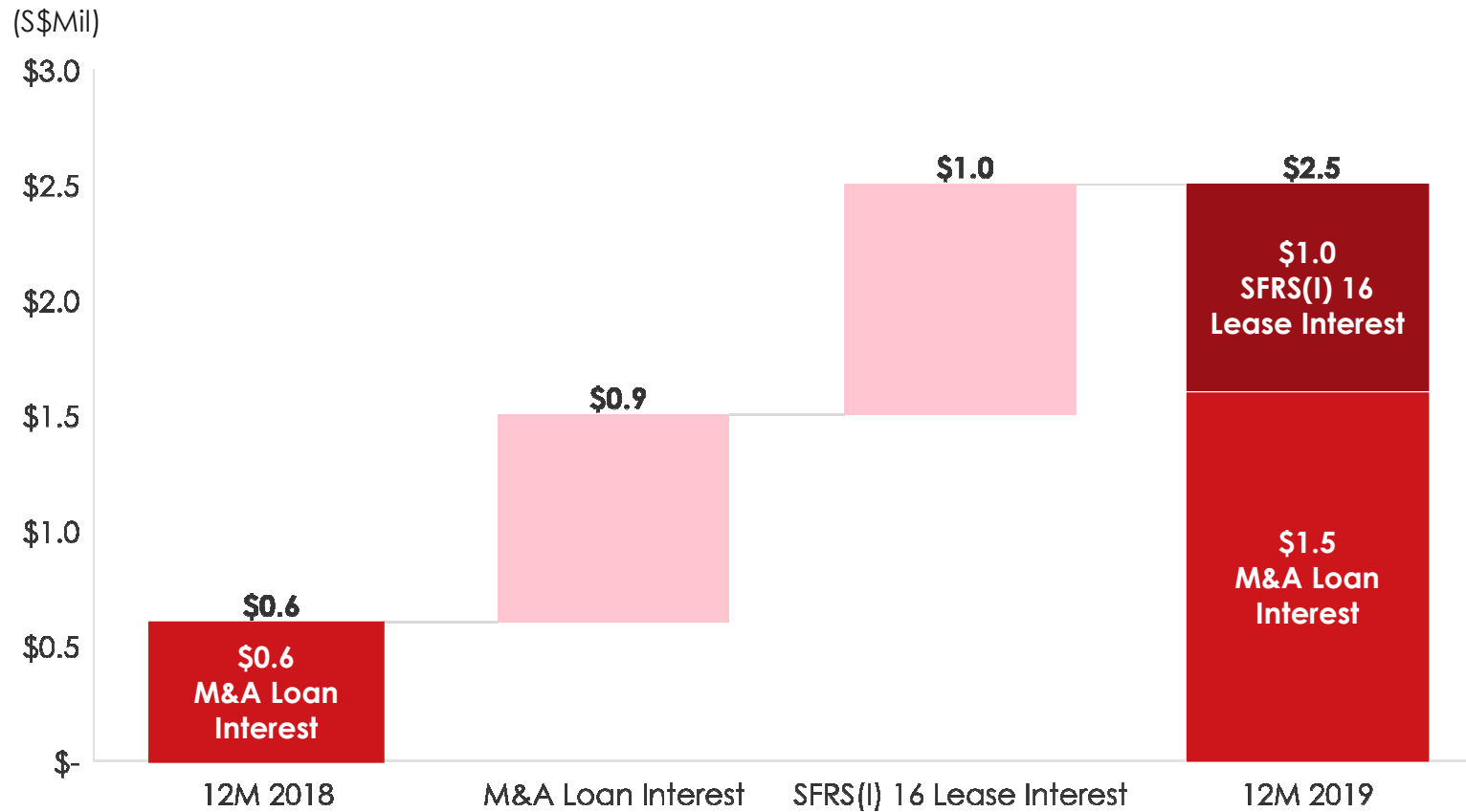
12M 2019

Total: \$53.0



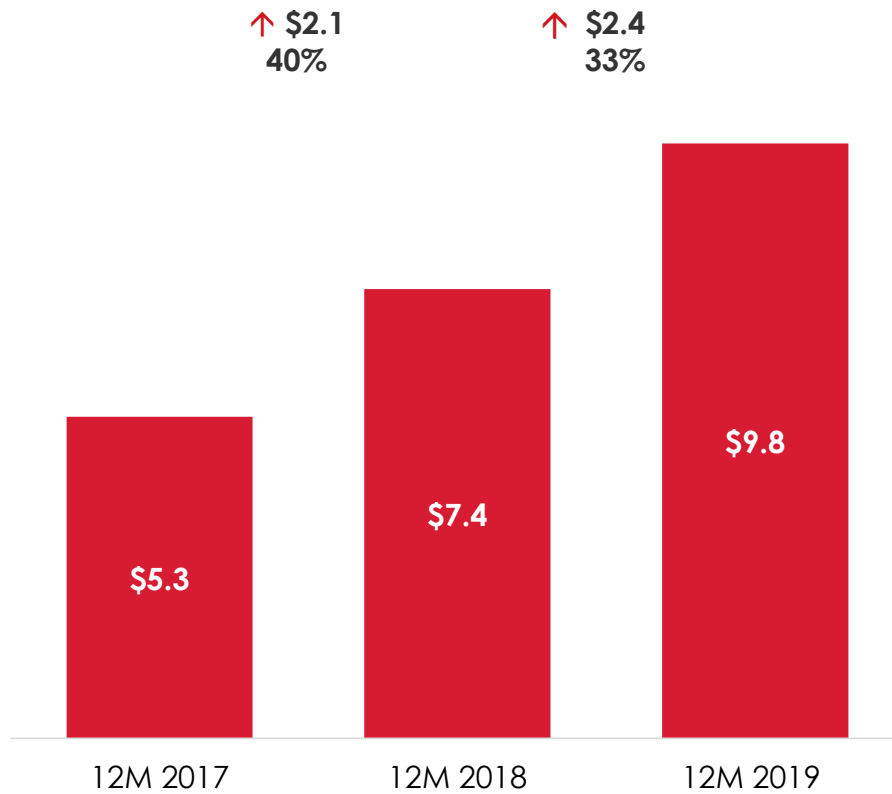


Finance Expenses Bridge

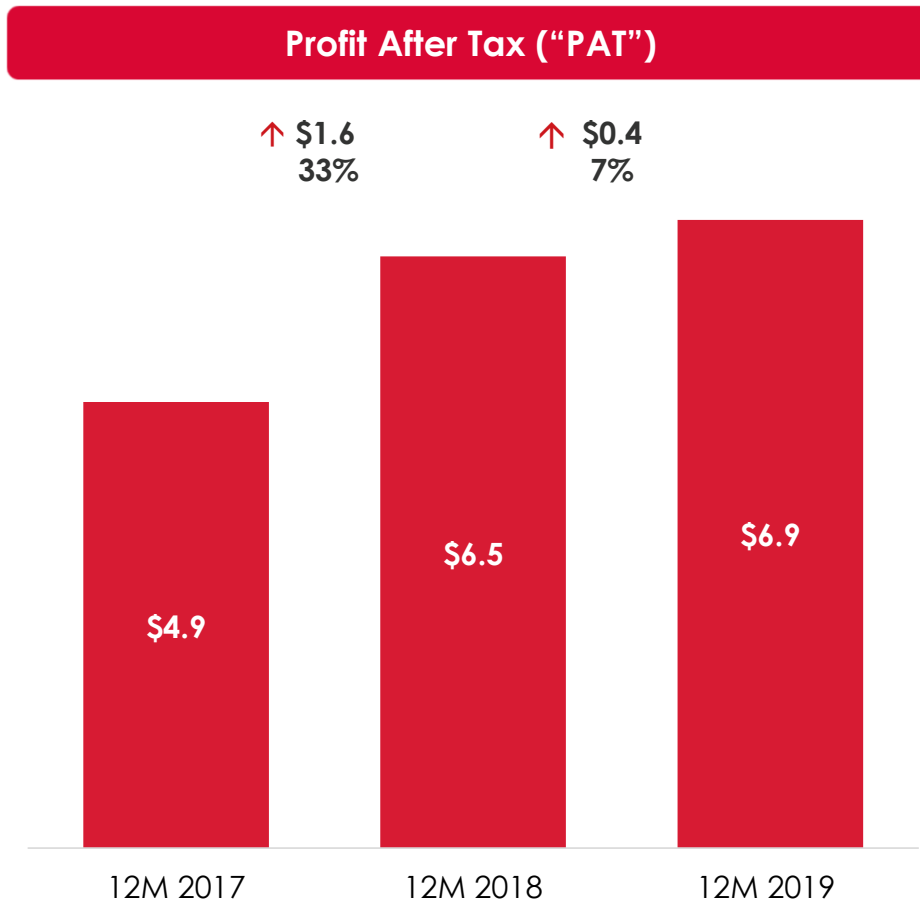


12M EBIT Trend (\$Mil)

Earning Before Interest & Tax ("EBIT")



12M PAT Trend (\$Mil)





Consolidated Income Statement 12M 2019 vs 12M 2018

(\$\$'000)	12M 2019	12M 2018	Variance	Variance %
Revenue	53,890	36,960	16,930	46%
Cost of Sales	(26,451)	(14,639)	(11,812)	81%
Gross Profit	27,439	22,321	(5,118)	23%
<i>GP Margin</i>	51%	60%		(9%)
Other Income	3,405	3,427	(19)	-*
Other Gain / (Losses)	5,985	(129)	5,856	N.M.
Expenses	(29,475)	(18,796)	(10,679)	57%
Share of Loss of an Associated Company and Joint Venture	(42)	-	(42)	N.M.
Profit Before Taxation	7,310	6,823	487	7%
<i>PBT Margin</i>	14%	18%		(4%)
Income Tax Expense	(362)	(336)	(26)	8%
Profit After Tax	6,948	6,487	461	7%
<i>PAT Margin</i>	13%	18%		(5%)

Legend:

N.M. - Not meaningful

* - Less than 1%



Consolidated Balance Sheet

(S\$'000)	31.12.2019	31.12.2018	Variance	Variance (%)
Current Assets	27,241	47,584	(20,343)	(43%)
Non-Current Assets	128,634	46,144	82,490	N.M.
Total Assets	155,875	93,728	62,147	66%
Current Liabilities	35,374	17,174	18,200	N.M.
Non-Current Liabilities	57,859	15,868	41,991	N.M.
Total Liabilities	93,233	33,042	60,191	N.M.
Net Assets	62,642	60,686	1,956	3%
Capital and Reserves Attributable to Equity Holders of the Company	62,864	60,735	2,129	4%
Non-Controlling Interests	(222)	(49)	(173)	N.M.
Total Equity	62,642	60,686	1,956	3%

Legend
N.M. – Not meaningful



Consolidated Statement of Cash Flows 12M 2019 vs 12M 2018

(S\$'000)	12M 2019	12M 2018
Net Cash Provided by Operating Activities	9,209	7,467
Net Cash Used in Investing Activities	(46,914)	(24,293)
Net Cash Provided by Financing Activities	8,112	13,098
Net Decrease in Cash and Cash Equivalents	(29,593)	(3,728)
Cash and Cash Equivalents at Beginning of Financial Period	35,437	39,377
Effects of Currency Translation on Cash and Cash Equivalents	(82)	(212)
Cash and Cash Equivalents at End of Financial Period	5,762	35,437



Financial Highlights

- 12M operating cash flow up by 22% from \$7.5 mil to \$9.2 mil;
- 12M revenue up by 46%, from \$36.9 mil to \$53.9 mil;
- 12M EBIT up by 33% from \$7.4 mil to \$9.8 mil; and
- 12M PAT up by 7% from \$6.5 mil to \$6.9 mil.

Future Plans

- Focusing on maximising profitability of acquired COCOs; and
- Reinvesting profits of education segment to create a franchise segment in Australia.

Operational Highlights

- No. of all MindChamps centres up by 12%, from 74 to 83; and
- PreSchool students up by 20%, from 4,199 to 5,052.





Thank You

