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Wealth and Health Group in Greater Bay Area, China



INVESTOR PRESENTATION

August 2023

Disclaimer and Confidentiality



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We are a One-Stop **Financial Supermarket**





Group

Operating

30 Years

Track Record

Mr. Richard Tsai

Workforce

Major Shareholder

2,600

Products

Insurance: 700+

Investment: 1,800+

Product Vendors (100+ in total)









BlackRock.







































Largest Independent Financial Advisor in Hong Kong

~1,600

~200,000

~US\$160m

financial advisors

customers

projected normalized revenue



Largest Healthcare Brand in Hong Kong

~800

affiliated clinics

~1,200

doctors and specialists

~300,000

corporate and Individual customers

(1) Source: various internal and external studies

Global Slowdown Challenges Hong Kong Growth



China's Worsening Economic Slowdown Is Rippling Across the Globe

- Asian economies are taking biggest hit to trade so far
- Falling prices in China may help to curb global inflation



Hong Kong Exports Fall Again, Weighing on Economy's Outlook

Global Slowdown

 Faltering PRC recovery contributes to a slowdown in global economic growth.

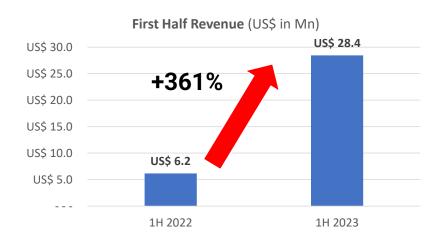
Driving slow-down in HK GDP Growth

- Weak external demand drives down Hong Kong exports, tourism, etc.
- Hong Kong GDP increased by only 1.5% in real terms in Q2 2023 (compared to Q2 2022).

Despite external slowdown, We had a strong Q2







Key Achievements in Q2 2023 included:

- HSBC Life Insurance Partnership.
- Acquisition of Sony Life Financial Advisers, Singapore.
- Launched OneGI, a new and comprehensive digital sales platform for general insurance products.
- Revenue growth from new insurance and investment products.
- Cost control initiatives narrowing losses (expected 30%+ reduction in recurring operating expense levels).

Key achievements in Q3 2023 included:

- Selected as a Stock Constituent to MSCI Global Micro-cap Index
- S-1 went effective on August 29, 2023

Updated AGBA Group - 2023-2026 Projections



	AGBA Group				
HK\$ Mn	2023	2024	2025	2026	CAGR
Revenue	\$810	\$1,510	\$2,233	\$2,963	54%
Sales Costs	(650)	(1,093)	(1,440)	(1,808)	41%
Gross Margin	160	417	793	1,156	93%
Expense	(541)	(493)	(507)	(528)	(1)%
Profit Before Tax	(\$381)	(\$76)	\$286	\$627	NM
As % of Revenue					CHG
Revenue	100%	100%	100%	100%	
Sales Costs	(80)	(72)	(64)	(61)	19%
Gross Margin	20	28	36	39	19%
Expense	(67)	(33)	(23)	(18)	49%
Profit Before Tax	(47)%	(5)%	13%	21%	68%

Funding drives scale (revenue growth) + efficiency (cost cuts) + capacity build (tech development) = improved margins and accelerated break-even point:

- Other than economies of scale, revenue growth also helps to drive gross margin through better ability to negotiate both commissions received (up) and paid out (down).
- Core platform built out, allowing for selected cost efficiencies in 2023 and 2024 in corporate overhead and non-core projects.
- Use funding to continue to pursue selected core platform increases to further increase revenue stickiness and margins.
- Break-even revenue is around HKD 1.6 bn.

Benefitted by Immediate Growth and Long-Term Advantages of China's Greater Bay Area



Opening up of Greater Bay Area leads to Huge Opportunities:

Life insurance:

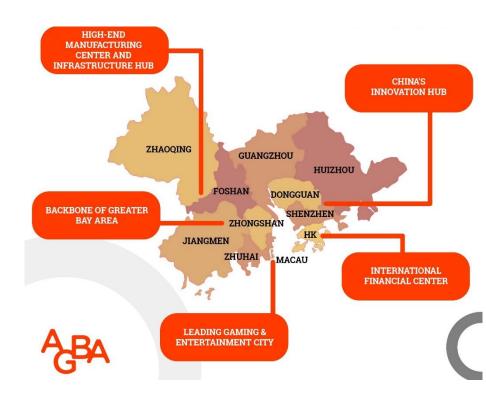
- Low penetration in the rest of GBA
- HK has the most attractive products
- Established practice of "fly-to-buy"

Asset Mgt:

- Continued high saving rates
- HNWI in GBA is keen to invest abroad
- Diversification away from cash

Healthcare:

- Sophistication of HK medical services
- Mainland China "medical tourism"



- 13% China economy
- US\$2.0 trillion GDP
- 86 million population
- 2-hour living circle

Attractive Entry Point

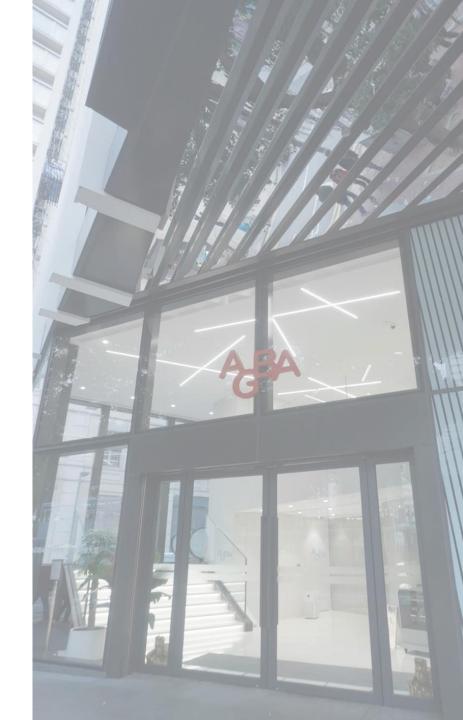


	EV to Sales		
Category	May 2023	Aug 2023	Change
Insurance Brokerage	5.9x	6.5x	0.5x
Tech-Enabled Wealth Platforms	3.8x	3.6x	(0.2)x
Healthcare Services	4.8x	5.1x	0.3x
Wealth Distribution	2.1x	2.4x	0.3x
China FinTech	3.1x	3.8x	0.6x
China Financial Services	2.6x	2.0x	(0.6)x
Comparable Universe Average	4.0x	4.8x	0.7x
AGBA Group	0.6x	0.4x	(0.2)x

Current valuation at a substantial discount to various peer groups

- No direct comparable companies publicly traded in the US, Europe or Asia-Pacific region.
- Peer group categories contain companies with business models that overlap with what we do.
- All peer categories trade at substantial premium to AGBA Group current valuation level.

Overview of AGBA Group



Organized into Four Principal Business

How we make money....



Distribution Business

Platform Business

FinTech Business Healthcare Business

ABA Financial

one platform TANDEM

oscar



ABA Health

Sells a wide range of financial products to retail and corporate customers through various types of sales representatives.

Commissions

Provides access to products and supporting services to internal and external distribution channels.

Platform fees

Invests in FinTech companies capturing strategic benefits as well as financial rewards.

Investment gains

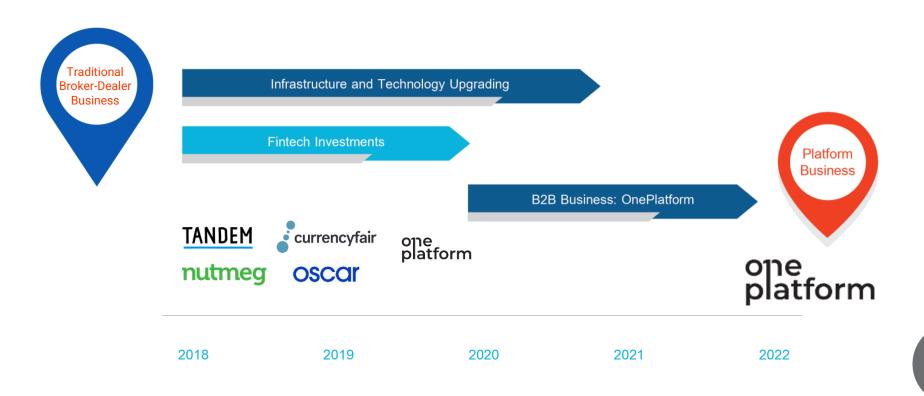
Provides healthcare services to corporate customers through a network of doctors and clinics.

Service fees





Investing more than US\$200m, we have leveraged lessons learned from our investments in successful FinTech operations in Europe and U.S. by upgrading and focusing on our high-margin platform business.





Group Key Investment Highlights



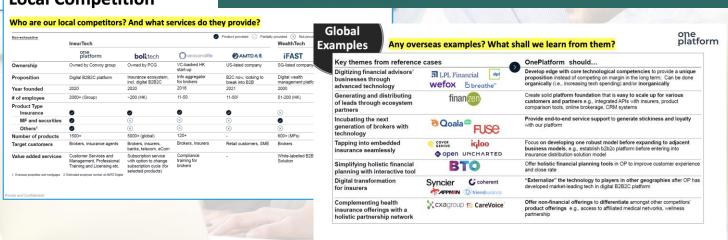
- 1. Unique product and service offerings:
 - B2C: market leading portfolio of wealth and health products
 - B2B: tech-enabled broker management platform for advisors
- Large end-markets with strong macro-economic growth drivers
- 3. Compelling business model economics
- 4. Significant unrealized value of fintech and healthcare franchise
- 5. Experienced management team



Benchmarking to World's Best







Unique Product and Service Offerings





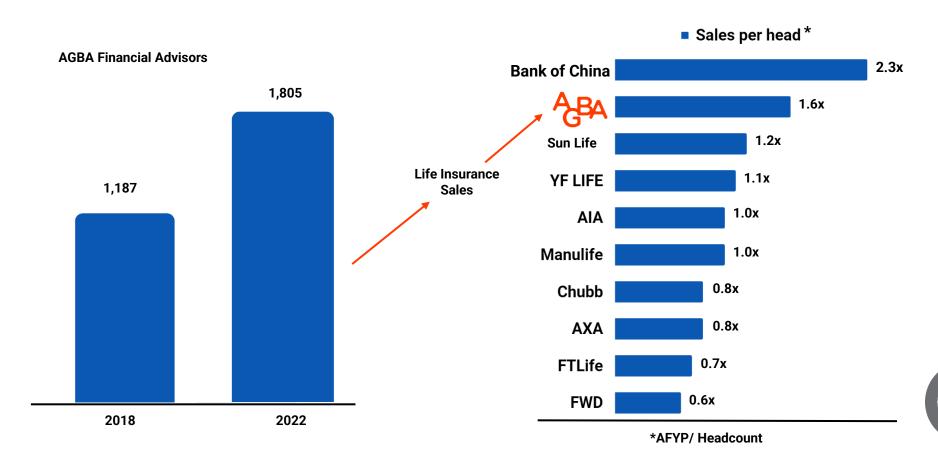


ZBA

Life Insurance Distribution: #1 Broker in Hong Kong



... Top sales team in terms of productivity





Asset Management Distribution: Covering More Products than Anyone Else



Product Type	No. of Providers	No. of Products
Investment Funds	39	880
MPF / Pensions	8	10
Non-Financial Products	2	47

Platform Business **Unique One-Stop Platform**



- Unique 'universal' one-stop financial business solution platform serving financial advisors, brokers and financial institutions.
- Already servicing 17% of the Hong Kong broker market and reaching more than 200,000 end customers in the GBA.

one platform

Product Manufactures AMA FTLIFE Cigna. CHUBB 中存人 Boc LIFE BlackRock. J.P.Morgan Allianz (1) Schroders Walue Partners Group FFIclelity FRANKIN TEMPLETON INVESTMENTS INVESTMENTS INVESTMENTS INVESTMENTS INVESTMENTS

MetLife 🛱 富邦人壽 🦠

Product Type	No. of Providers	No. of Products
Life Insurance	24	>600
General Insurance	19	>280
MPF / Pensions	8	10
Investment Funds	39	880
Non-Financial Products	2	47

	Distributors / Advisors
	Financial Advisors
	Digital Retails
	Banks
	Non-financial corporates
	HMOs
	Medical Clinics



1

Financial Advisors

- #1 financial service provider in Hong Kong.
- 1,500+ financial consultants generating > HK\$ 1bn in annual commissions.
- Distributing almost 2,000 financial products and services from global premier financial brands.

2

Alternative Distribution Channels

- Developing targeted retail and commercial distribution channels to sell insurance, investment products, loans.
- Incubating new sales teams, adopting bank RM teams, partnering with corporate teams.
- Reaching different customer segments, optimizing reward structures, product mix and operational support.



Greater Bay Area ("GBA") Referrals

- Re-opening of Mainland border, pent-up demand.
- Direct referral teams, as well as corporate partnerships.
- Hong Kong-based support infrastructure.

Platform Business Tech-enabled Infrastructure



Financial professionals plug into OnePlatform easily and power your business instantly.
 OnePlatform offers everything necessary from front-end client servicing to back-end operations support.





Significant Stickiness to Our Platform Business

Tech-Enabled Platform Infrastructure

All-Encompassing Service Support

Full Range of Products and Services

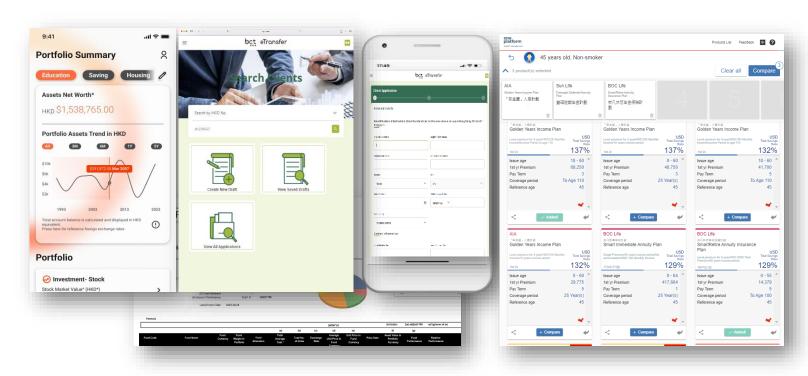
Data Analytics

In-Person + Tech
Offerings to End-clients

Stickiness to our Platform

AGBA's FinTech Capabilities Our Digital Solutions Make Life Easier for Financial Advisors

- 1. Wealth Management Advisory
- 2. eApplications (Multiple-vendors and All Products)
- 3. Sales Support Tools
- 4. Performance Management Tools



We integrated our Healthcare Business in 2021



- Healthcare providers are in the driving seat of the ecosystem, influencing both quality of treatments and cost of service.
- By combining JFA Health into AGBA, AGBA can better orchestrate the ecosystem, providing higher quality treatment while controlling cost.

Healthcare

Providers





Founded: 1979 Integrated: 2021 Doctors: 1,200+

Clinics: 800+

BA Health

Employees

(Public / Private)

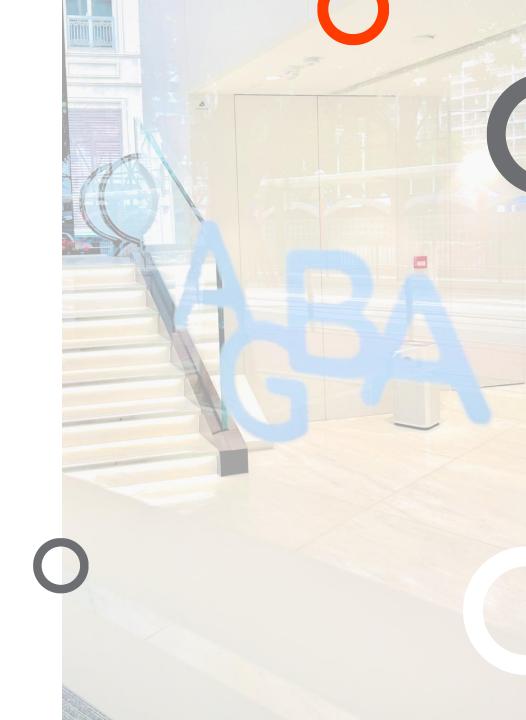
Patients / Clients

Other Medical Groups

DR. JONES FOK

& ASSOCIATES

Key Initiatives



Talk of the Town: Partnership with HSBC Life





Distribute HSBC New ILAS Plan

- HSBC Life is the leading life insurer in Hong Kong.
- OnePlatform authorized to distribute HSBC Life's **first-in-market** new investment-linked insurance plan.
- Working with HSBC Life to be the sole independent distributor of their flagship plan demonstrates AGBA's commitment to providing best value to its customers.
- Looking to broaden relationship with HSBC Life in the coming years.







AGBA GROUP IS SELECTED
AS A STOCK CONSTITUENT TO

MSCI GLOBAL MICRO-CAP INDEX

- Selected as a constituent stock to the MSCI Global Micro-Cap Index (MSCI Hong Kong Index),
- With effects on 31 August, 2023.
- The MSCI (Morgan Stanley Capital International) Global Micro-Cap Index is compiled by MSCI, a leading provider of global equity indices. The MSCI Global Micro-Cap tracks the performance of the smaller companies globally. It is composed of stocks that have a market capitalization of less than US\$300 million. The index is calculated in HKD and USD and is used as a benchmark or as a basis for investment products.

Marketing Campaign AGBA Corporate Launch (Nasdaq Listed)



- Unique campaign to address our target market audience key concerns - "Closing Life's Gaps"
- The video is regarded by YouTube as "performing extremely well", with view duration at over 74% (50-60% regarded as good already), which reflects extremely high engagement as quoted from the official information from YouTube.



Over **22M** impressions

Total 40,000 hours played

Unique Reach: 5.4M



High impact PR strategy combined with Thought Leadership to maximize influence and reinforce AGBA's brand positioning









♣ etnetTV 新聞 股票 期貨期報 福設 ETF A股 外匯成階 基金



富康:內地客赴港投保增 收入佔比重返疫前

保規模大增·金融超市匯邦集團(AGBA Group:美: AGBA) 旗下 FOCUS 富康行 政總裁冼健岷表示,今年1、2月收入按月有明 顯的增幅,內地佔總收入比例亦恢復至疫情前 水平・形容「通關對公司影響正面」。

憧憬跨境保險通 大灣區市場大

冼健岷接受本報真訪時表示・國內收入一 直佔總收比例不大,僅約2至3成,所以「封 關」三年以來,公司收入並未受嚴重影響,反

中港兩地全面復常,內地赴港投 好了香港市場的根基」。中港現時恢復往來後, 冼健岷指·富康會並行發展本地及內地市場· 已針對內地訪客業務、檢視其業務流程和人手 配置,當中包括今年目標招募 100 至 200 名非 本地畢業生 (IANG) 的財務顧問·冀比例可提 升至 15 至 20%·直言「今年 (在招聘上)會

港府此前表示・短期內爭取在南沙、前海 等成立保險售後服務中心,洗健岷指,大滯區 市場龐大,加上今年有更多港人移居大灣區, 「跨境保險通」倘成事・將會為業界帶來龐大 而可以更專心發展本地市場,形容疫情期間「打 的商機,惟他希望最終不要「只聽樓梯響」。

市面上有眾多保險公司、被問及何以維持 競爭優勢・冼健岷表示・有別於「保險代理」 從職一間保險公司・匯邦的定位為金融超市 其角色是為客戶匹配合適產品・與險企並無隸 屬關係。目前,與逾50間供應商合作,其「貨 架」提供超過 2,000 種財富管理產品及服務 包括 1.000 款保險及強積金產品。ff

■本報記者 伍鍵文

擷自經濟一週第2157期

Extensive **Industry Awards**



 AGBA has garnered numerous prestigious industry awards, solidifying its position as a highly acclaimed and recognized organization.





Social Media Strategy

AGBA WeChat

China audience engagement



AGBA Twitter

Investors Relations and global audience engagement



A CAMPAGE OF THE PARTY OF THE P

"上门经济"为什么会如此火爆?

別指定性点,而是可以享受到技術上门、上门地

AGBA Facebook

Customer Education and lead generation



ABA



AGBA YouTube

Brand Building and customer





All-round content marketing across all major social media platforms

We leverage 6 major social media platforms to comprehensively distribute a vast amount of high-quality content, including industry trends, expert insights, practical tips, case analyses, and sharing, with the aim of bringing health and wealth information to a larger audience of potential customers.





AGBA Instagram

Brand Building and customer engagement



Corporate Branding, Partners Engagement and Recruitment

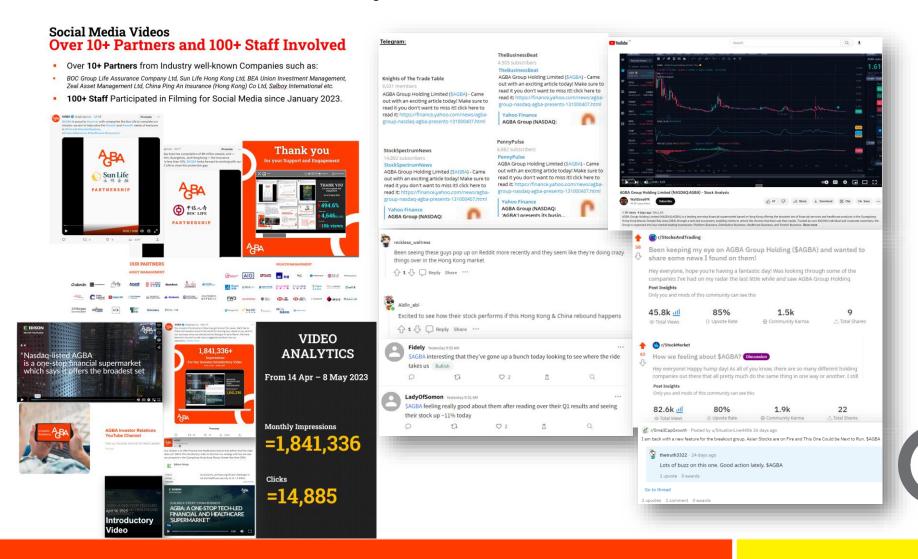




Far-reaching Mentions On a number of Social Forums



 AGBA is actively mentioned on various social channels and forums since April 2023 such as Twitter, YouTube, Discord, Reddit, StockTwits, Telegram, InvestorHub etc.

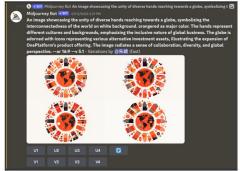


Leverage Generative AI/ChatGPT on Social and Content Production



Maximize efficiency and reduce costs with cutting-edge Al technology





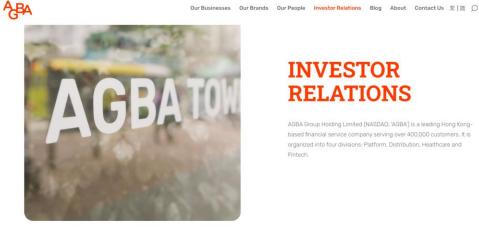
ChatGPT

MidJourney



Ongoing Comprehensive Disclosures





INVESTOR RELATIONS

AGBA Group Holding Limited (NASDAQ: 'AGBA') is a leading Hong Kongbased financial service company serving over 400,000 customers. It is organized into four divisions: Platform, Distribution, Healthcare and





Welcome to AGBA. As you embark on your journey with us, here's a short guide to help you get acquainted with our company:

SHORT **GUIDE TO AGBA**



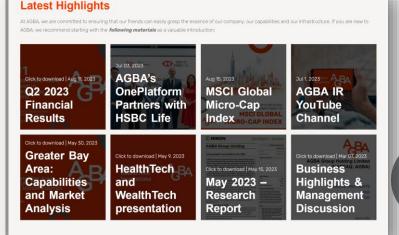




Click to download | April 14, 2023 Financial¹ **Projections** 2023-2027 & **Valuation**









THANK YOU

For further information, please visit www.agba.com/ir



Investor Relation Enquires:



Contact us: AGBA Group Holding Limited AGBA Tower, 68 Johnston Road, Wan Chai, Hong Kong