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Silverlake Axis Ltd.

Annual General Meeting

FY2021 Corporate Presentation

27 Oct 2021



AGENDA

1. Financial Highlights FY2021
2. Revenue Breakdown Analysis
3. Resiliency of Our Business and the Building Blocks for Growth
4. Executing to Our Strategy
5. FY2022 Priorities

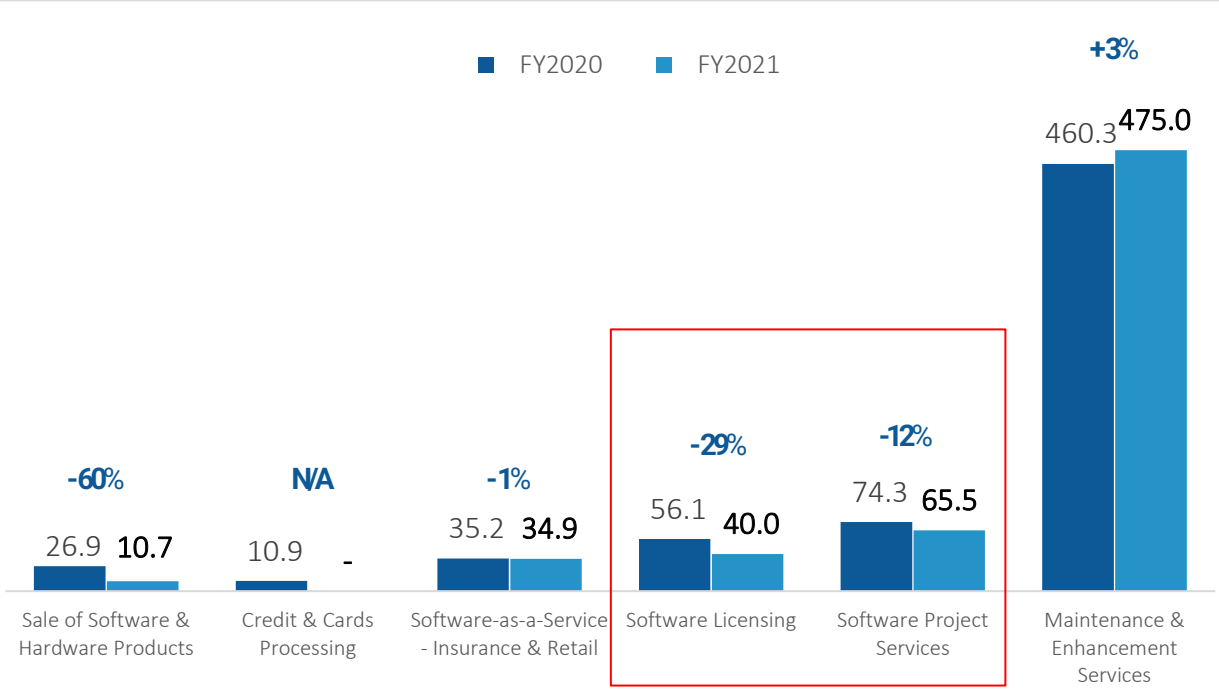
FINANCIAL HIGHLIGHTS FY2021

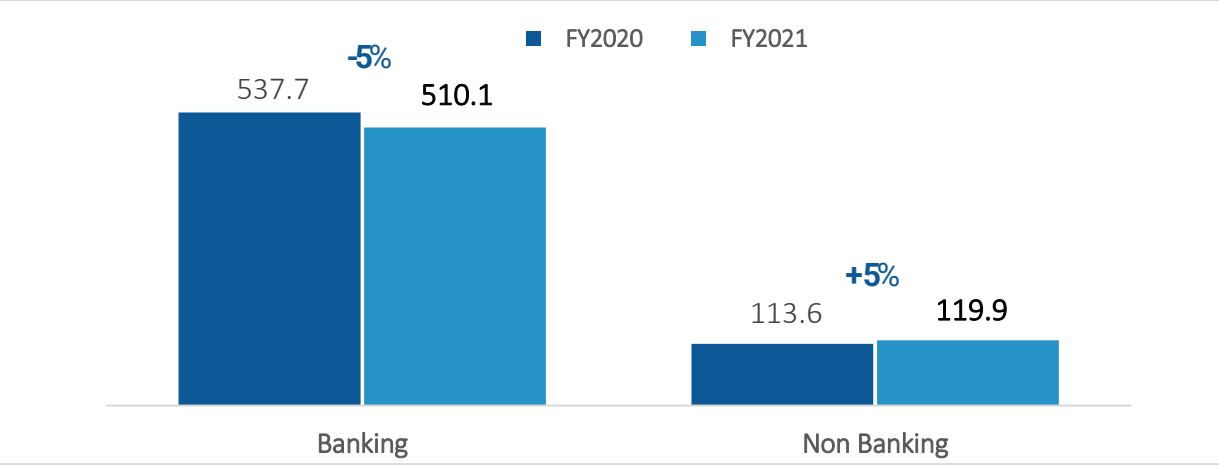
Financial performance resilient in a challenging environment

		Value	Variance
1	**Revenue** Mixed performance overall	**RM 626.1mil**	(6%)
2	**Profit After Tax** Impacted by material non-recurring corporate accounting adjustments	**RM 143.1mil**	(23%)
	Normalised Profit After Tax	**RM 162.3mil**	(3%)
3	**EBITDA** Marginally lower tracking revenue; healthy margin at 38%	**RM 235.3mil**	(12%)
4	**Operating Cash Flow** Strong Operating Leverage	**RM 196.9mil**	(6%)
5	**Cash and Bank Balances, including money market fund** Healthy Liquidity cover	**RM 444.8mil**	N/A
6	**Earnings per Share** Decrease of 22% from FY2020	**5.49¢**	(22%)

REVENUE BREAKDOWN ANALYSIS (RM'mil)

Recurring revenue from maintenance & enhancement services shows sustainable momentum in FY2021

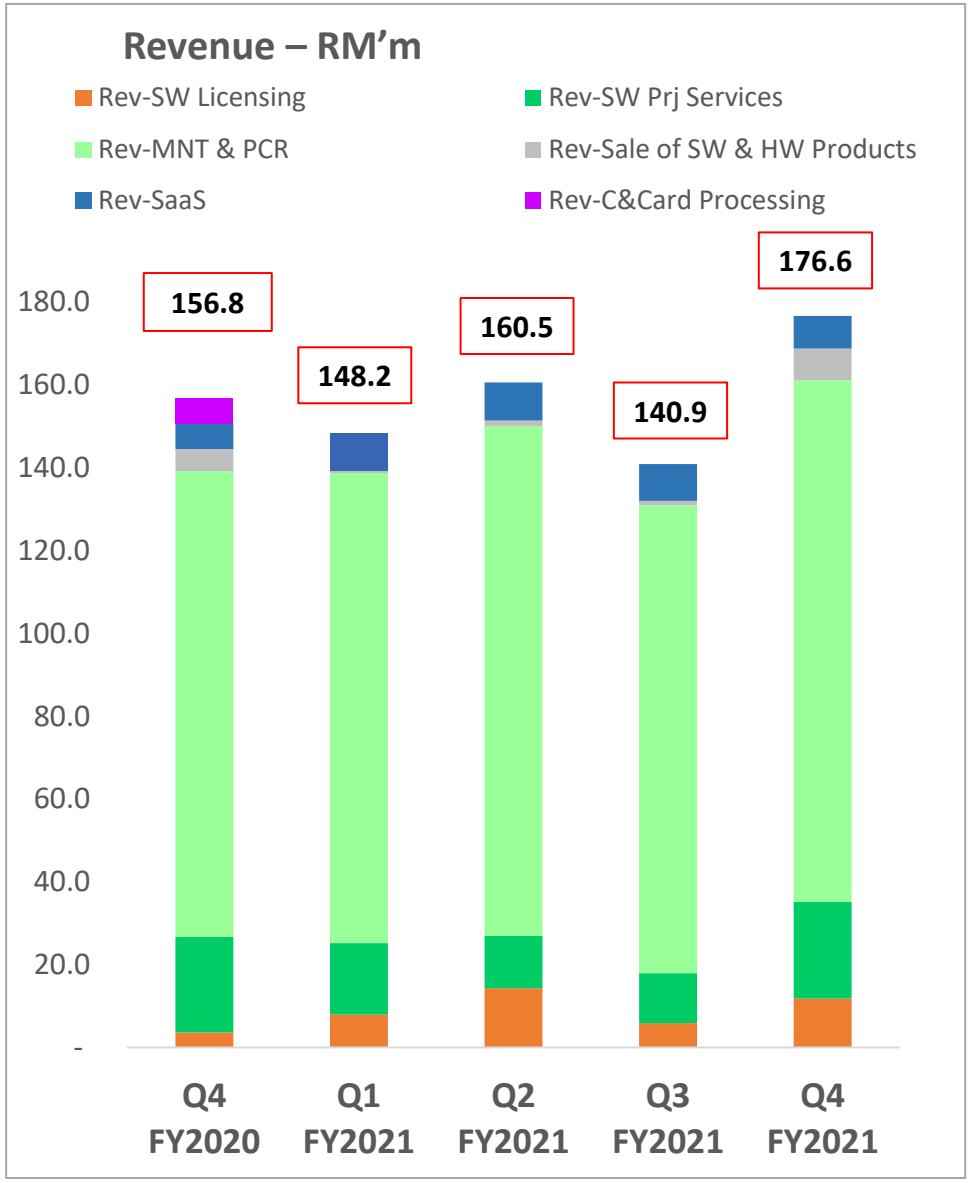




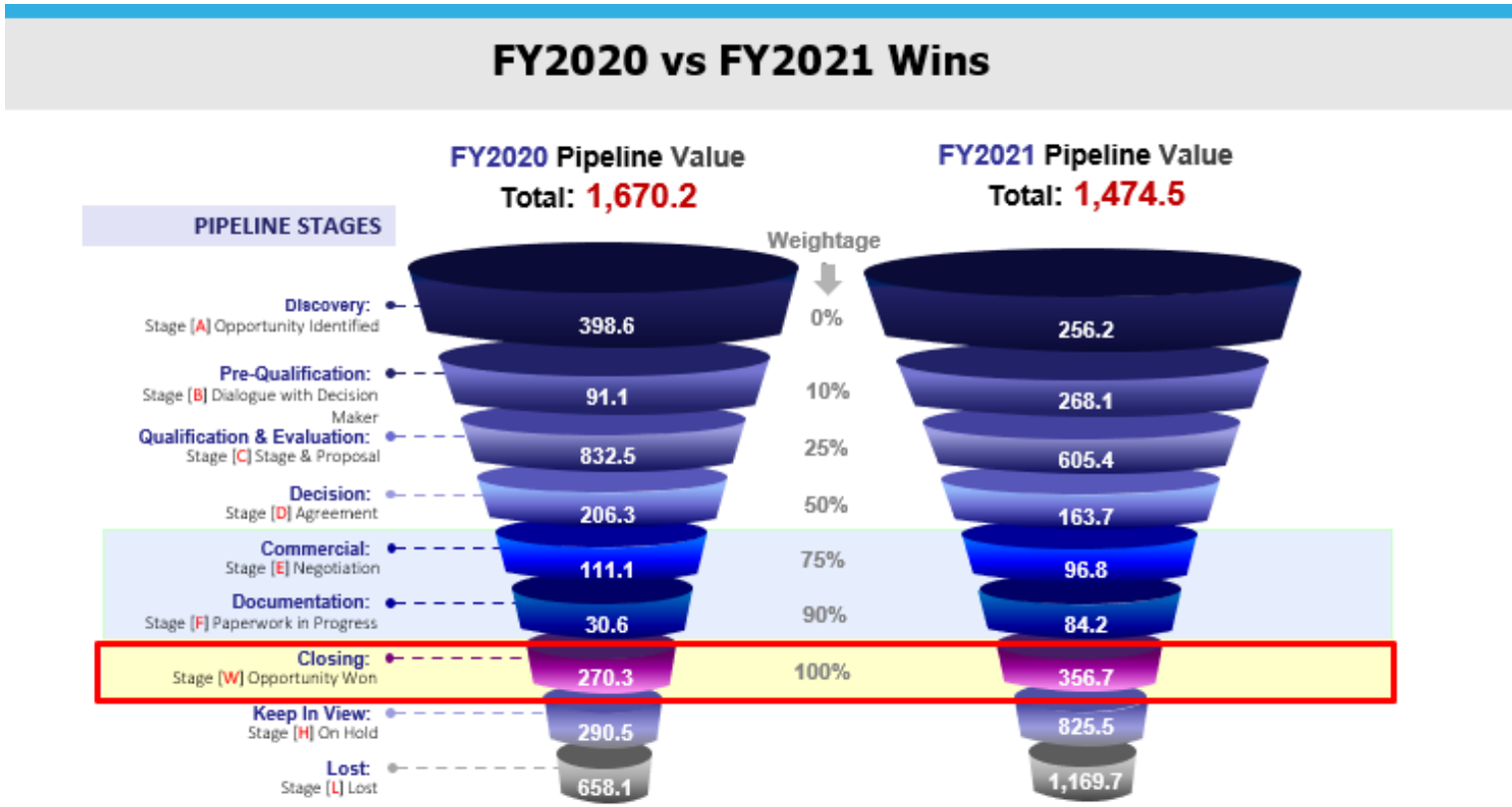
- Recurring revenue segment largest contributor – modest growth with strong underlying momentum
- Major driver for Group revenue decline – hesitancy from customers to sign large ticket deals impacting revenue for licences and project services
- Resilient SaaS revenue

- **Banking Group** contributes 81% to total Revenue
- **Non-Banking grew** +5% YOY and has strong growth potential

RESILIENCY OF OUR BUSINESS AND THE BUILDING BLOCKS FOR GROWTH

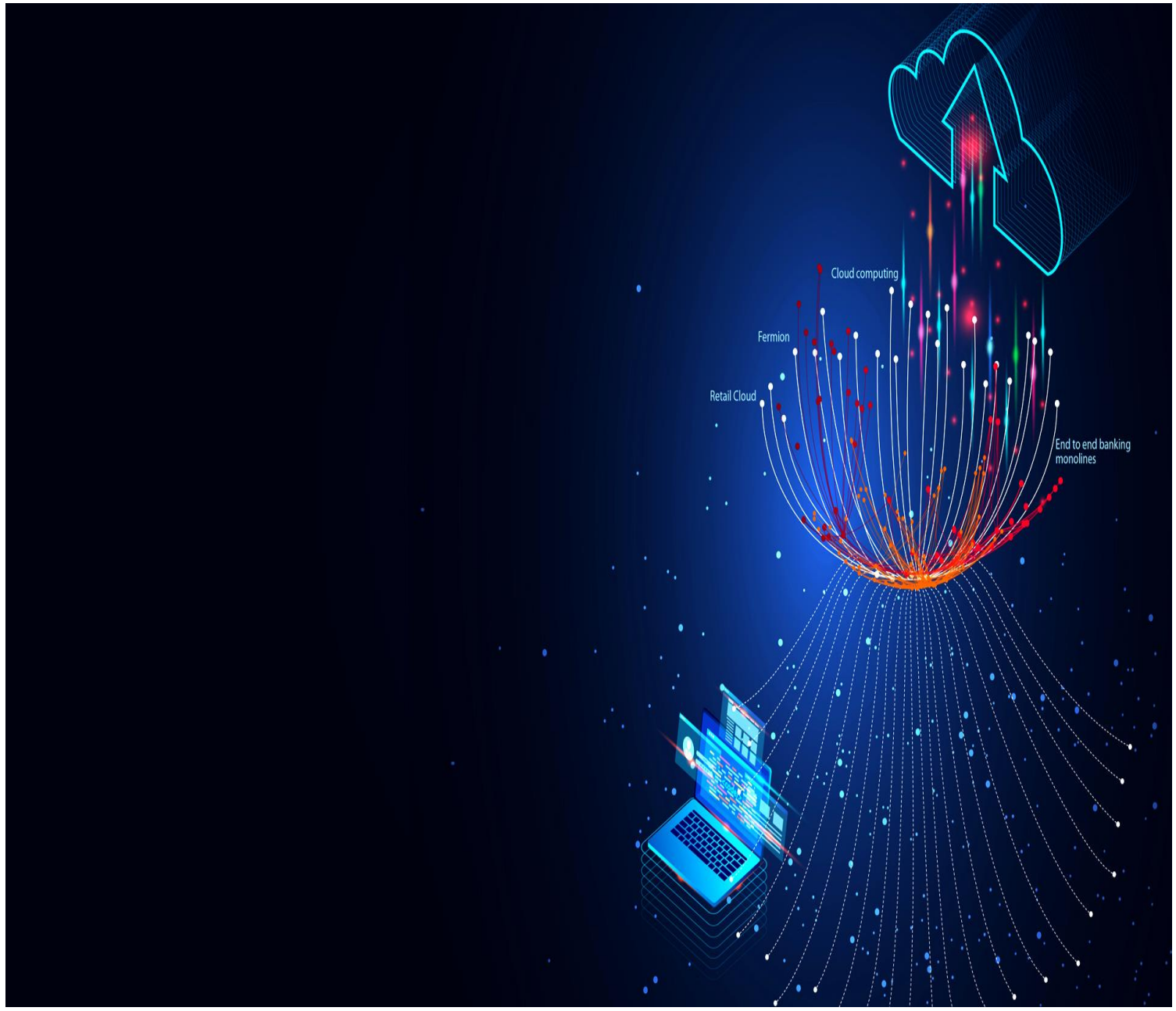


- Strong Q4 performance setting momentum for FY2022
- Significant MÖBIUS win for a top 3 bank in Thailand
- Closed total ***RM 356 mil*** deals for the year – 30% higher than preceding year
- Healthy deals pipeline value ***RM 1.48B*** of which ***RM 340 mil*** in advanced stages of closure.



EXECUTING TO OUR STRATEGY

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6 Strategic Pillars

- Create customer and market relevant products and solutions
- Protect and grow our existing customer base
- Build a sales and results driven organisation
- Scale growth through Partnerships
- Invest to modernise and develop cutting edge software IP assets
- Recruit and retain talent to sustain the organisation

FY2022 KEY PRIORITIES

The recovery and consolidation in key markets and our internal transformation initiatives drive our FY2022 priorities

- Focus on big ticket deal closures to achieve planned growth trajectory
- Harness and source needed resources and talent to deliver new innovations and projects to our customers
- Stay the course with current transformation initiatives to continuously build a best practice organisation
- Continuously engage with media, analysts and customers
- Banking – differentiate by being a trusted partner to help banks transform through our STB suite
- Fermion Insurance – focus on exponential growth and expansion through our end-to-end Insurtech ecosystem offerings
- QR Retail – pivot to our new cloud-based retail offering and accelerate adoption by the wider SME market space
- XIT – focus on core expertise around digital identity and expand footprint with new projects in Europe and Africa

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Thank You

