

# DeClout Limited

## Annual General Meeting

Tuesday, 28 April 2015



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**declout**  
the future is present

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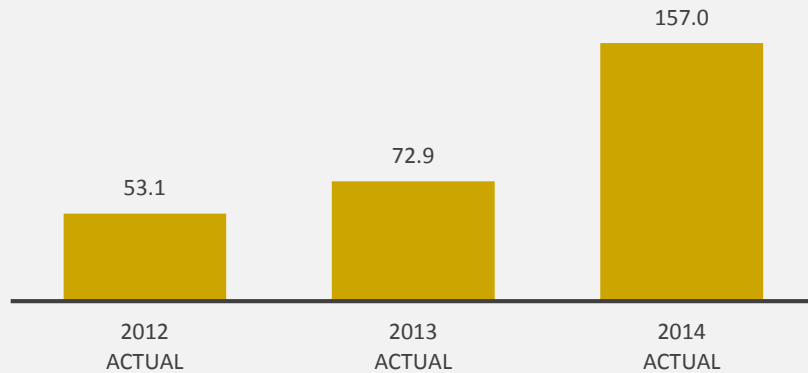
## Setting the Stage For Scale

- 1 Group FY2014 Highlights
- 2 Corous360 Group
- 3 Procurri Group
- 4 Acclivis Group
- 5 Beaqon Group

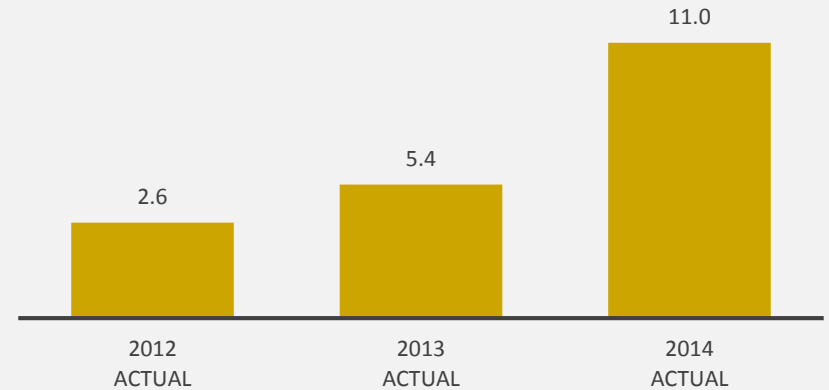
# Group FY2014 Highlights



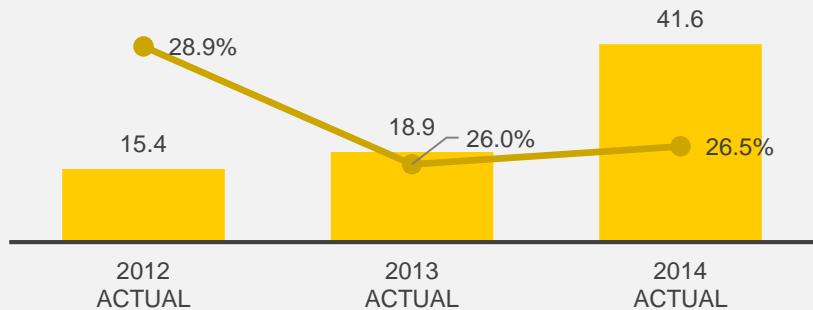
## Revenue (\$\$'Million)



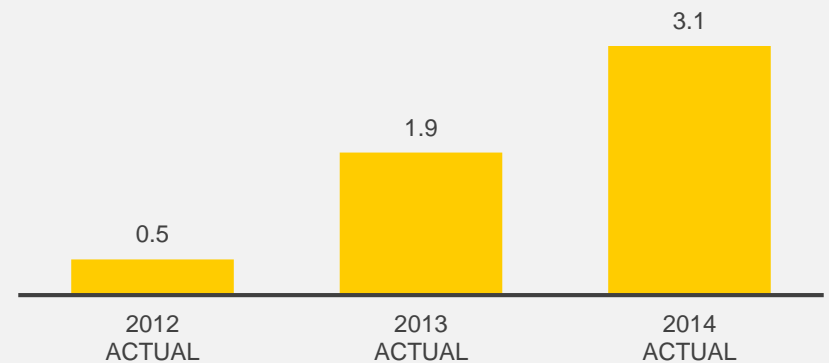
## EBITDA (\$\$'Million)



## Gross Profit and Gross Profit Margin (\$\$'Million)



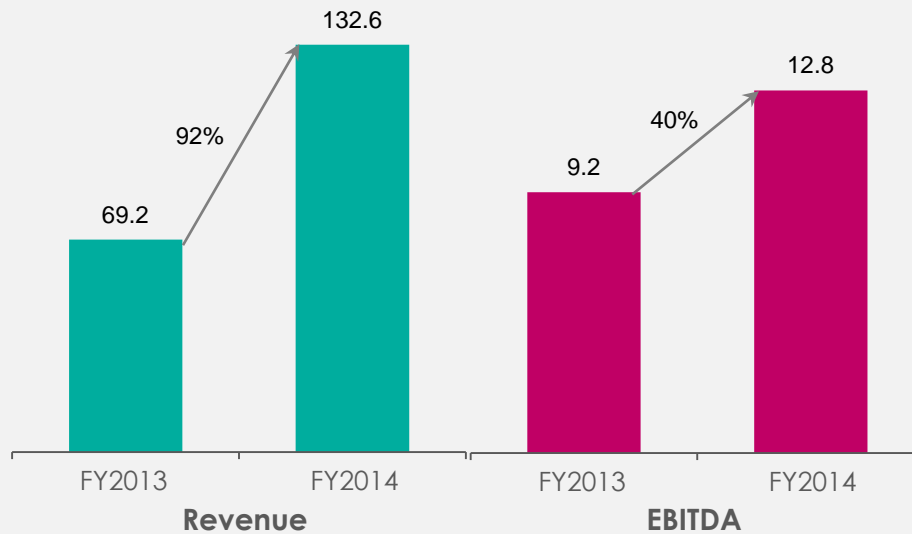
## NPAT (\$\$'Million)



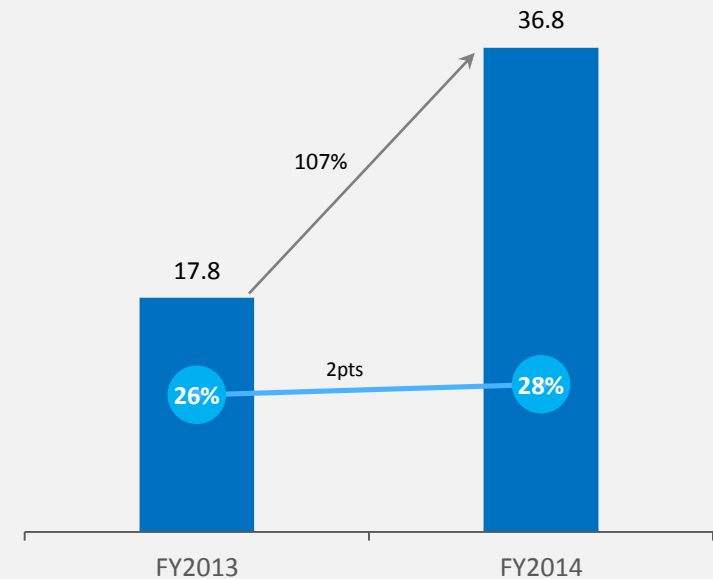
# IT Infrastructure Services Segment



### IT Infrastructure Services Revenue and EBITDA (\$\$'Million)



### IT Infrastructure Services Gross Profit (\$\$'Million) and Gross Profit Margin (%)

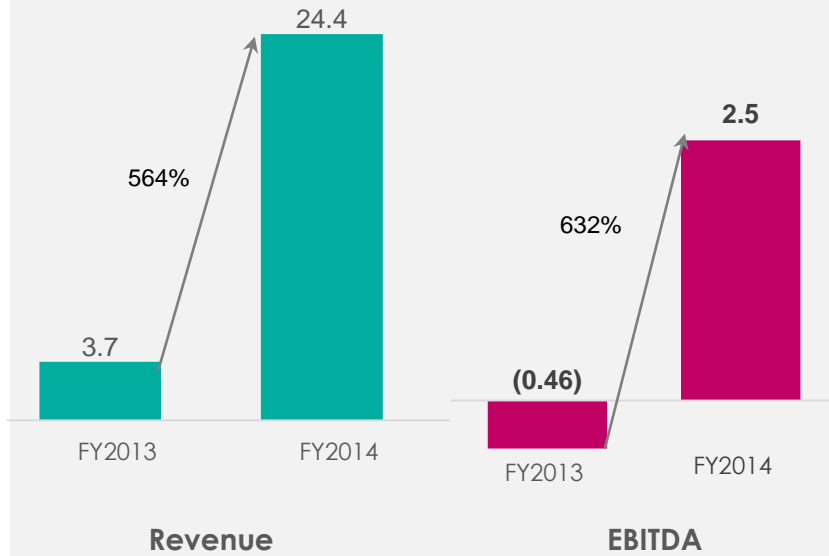


- **Revenue increased by 92%** mainly due to contributions from the US and UK operations of Procurri
- Segment contributed **84% of Group's revenue**
- **EBITDA** increased by **40%** to **\$12.8 million**
- **Gross profit** surged by **107%** to **\$36.8 million**

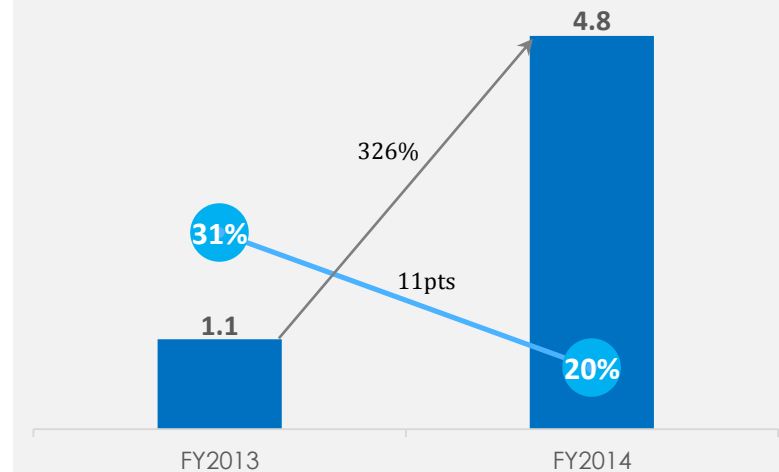
# Vertical Domain Clouds Segment



### Vertical Domain Clouds Revenue and EBITDA (\$\$ Million)



### Vertical Domain Clouds Gross Profit (\$\$ Million) and Gross Profit Margin (%)



- Contributed **16% to Group revenue**; revenue grew more than 5-fold to **\$24.4 million**
- **EBITDA turned profitable** from a loss to a **growth of 632%**
- **Gross profit** jumped more than 3-fold to **\$4.8 million**

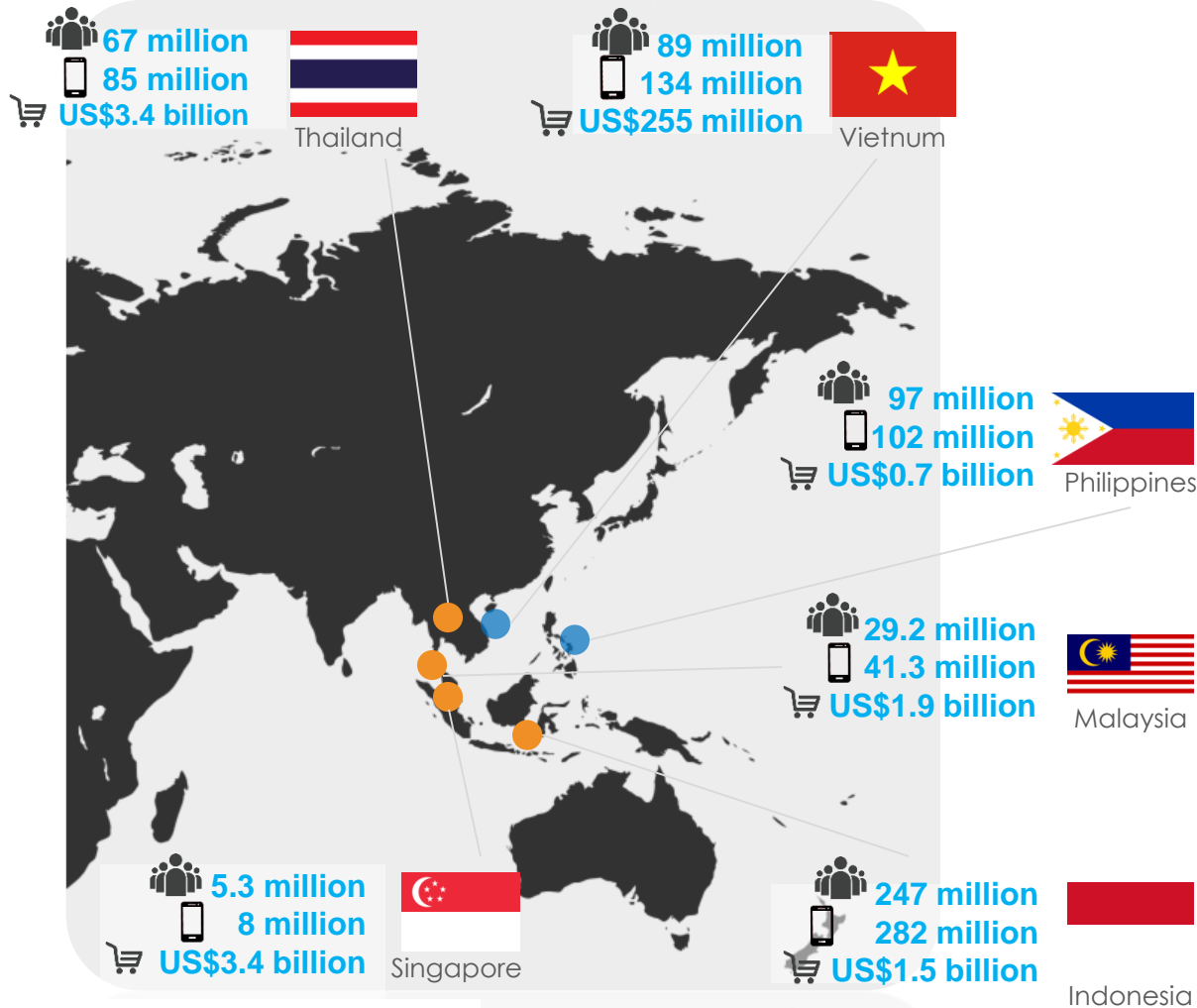
# COROUS360

## Redefining Business and Lifestyle Trends

### VISION

To be Southeast Asia's leading  
e-commerce enabler of B2B, B2C and C2C transactions

# The Landscape in Southeast Asia



**US\$11.2b**

**E-Commerce Transactions**

**600m**

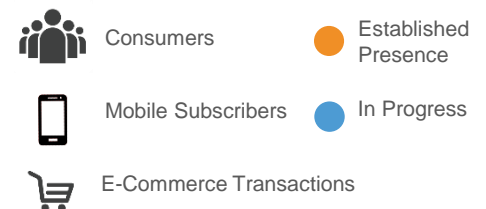
**Southeast Asia Consumers**

**122m**

**Smart Phone Subscribers**

**488m**

**Feature Phone Subscribers**



Sources:

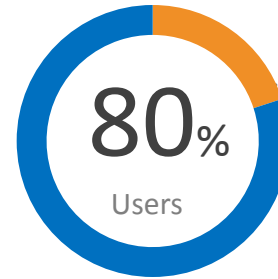
- World Bank, *World Development Indicators*.
- Worldpay, *Your Global Guide to Alternative Payments, 2nd Edition, 2012*.
- Forest Interactive, [www.forest-interactive.com/mobile-penetration-rate/](http://www.forest-interactive.com/mobile-penetration-rate/) and [www.forest-interactive.com/total-population/](http://www.forest-interactive.com/total-population/)



# The SEA E-Commerce Landscape

## We see opportunities

1. Opportunity to redefine business and lifestyle trends in the market
2. Opportunity to combine technology, domain know how to serve consumer preferences



### Mass User

- Unbanked, no credit card
- Lack access to internet and mobile services
- Strong desire for content



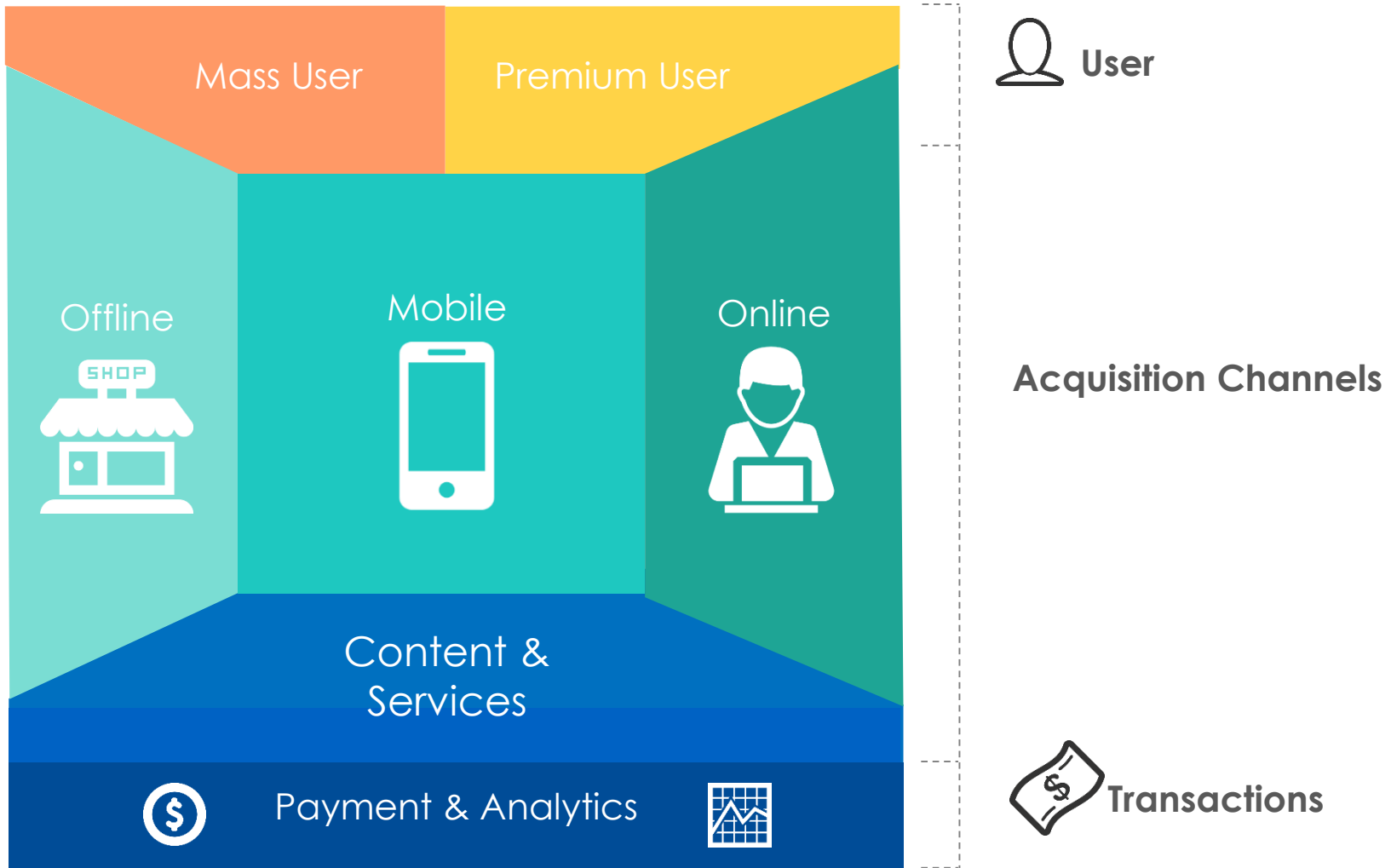
### Premium User

- Very sophisticated users
- Flooded with mobile/online content
- Demand for swift and effective service

### Payment / Transactions

- Not many payment options for unbanked
- Traditional payment methods do not fully utilise payment technology
- Delivery of goods a challenge in less developed markets

# Our Acquisition Channels



# The Next-Gen E-Commerce Platform

Domain-Focused E-Commerce



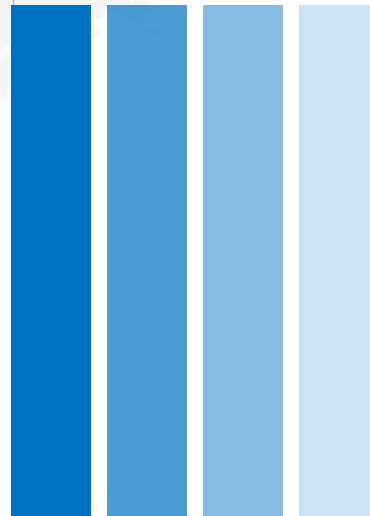
## Vertical & Horizontal Strategy

- ✓ **Next-Generation e-commerce platform is made possible by ensuring the right vertical and horizontal fit**



## Domain know-how

End-to-end verticals



### Online to offline

- Control Upstream and Downstream
- Focus on needs of particular vertical
- Self-owned or owned by others

### Technology Know-how

Horizontal Platform Solutions

### E-Commerce "Toolbox"

- Mobile/Online Interactive App Platform
- Unified Payment Infrastructure Platform
- E-logistics Network Capabilities
- Data Analytics

# Our Target



## Current

## Next Milestone



Registered  
users

**35m**

**60m**



Monthly Active  
Users

**6m**

**10m**



Unique  
Paying Users

**3m**

**3.5m\***



Revenue

**\$\$20m**

**\$\$50m**

\*Including 2m paying user drop out due to transition to free services

# Our End Goal

“**No. 1 E-Commerce** Platform of Southeast Asia”



## The No. 1 E-Commerce Platform in Southeast Asia

Traditional to  
Digital

1. We create a **digital marketplace** for traditional businesses, facilitating B2G, B2B, B2C and C2C transactions to deliver a seamless experience

Integrated  
Transaction  
Platform

2. Our **online/mobile/offline** platform support a market place facilitating collaboration and transaction

End-to-end  
E-commerce

3. We cover the whole value chain from **payments to lifestyle content to delivery services**

NEXT MILESTONE

Plan for an exit of this VDC to be a separate entity

# PROCURRI CORP

## Changing The Way The World Buys Technology

### VISION

To be the global market leader in the provision of data centre hardware, maintenance and enterprise IT services

# IT Landscape - 5 Global Trends



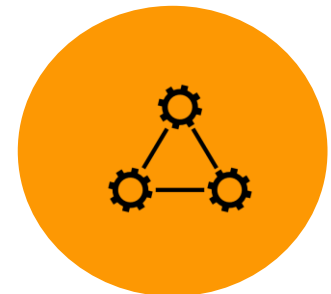
## ***Maturing Virtualization Technology***

- Commoditisation of underlying hardware



## ***Proliferation of Cloud***

- Hardware and software transformed into infinite utilities
- Emphasis on service delivery



## ***Lower Network & Communications Cost***

- Ease of consolidating operations



## ***Invest in Core Domains***

- Technology cycles moving faster
- Turn Capex to OPEX



## ***On-Demand Requirement***

- 24/7 turnaround of IT needs
- Pay as you use

# Market Opportunity



By 2016, Data Centre Infrastructure Spending Will Reach

Source: Canalys

**US\$152 B**

Worldwide

**US\$62 B**

North America

**US\$52 B**

EMEA

**US\$38 B**

Asia Pacific

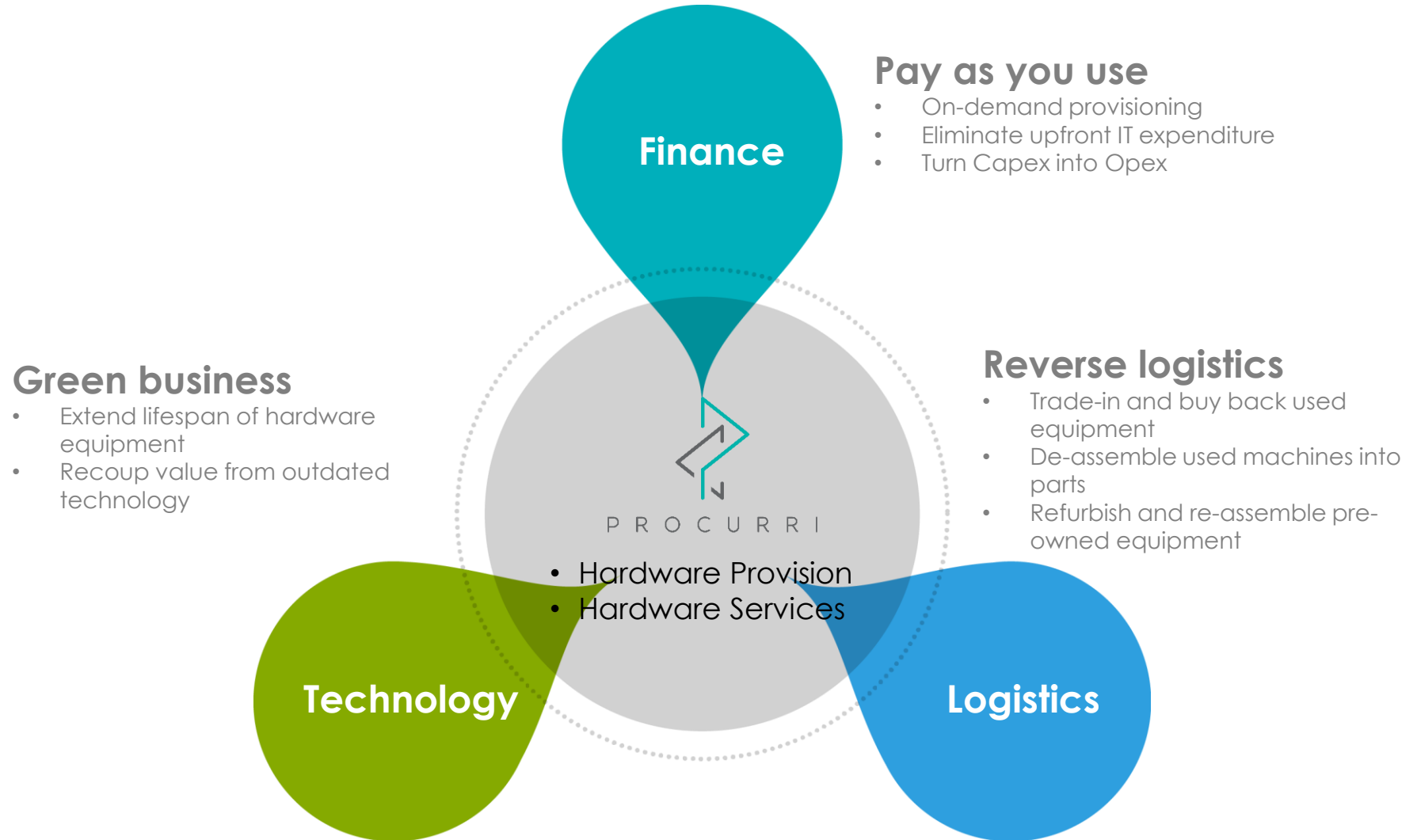
## CUSTOMERS' EXPECTATION

- 1** Uniform delivery and SLA across all regions
- 2** Brand independent providers and multiple OEM platforms support
- 3** Rapid turnaround to fulfil immediate needs
- 4** Lower cost compared to new equipment



# More Than a Technology Provider

Next Generation Systems Integrator



# Completion of Global Deployment Plan

40

COUNTRIES  
SUPPORT  
COVERAGE

13

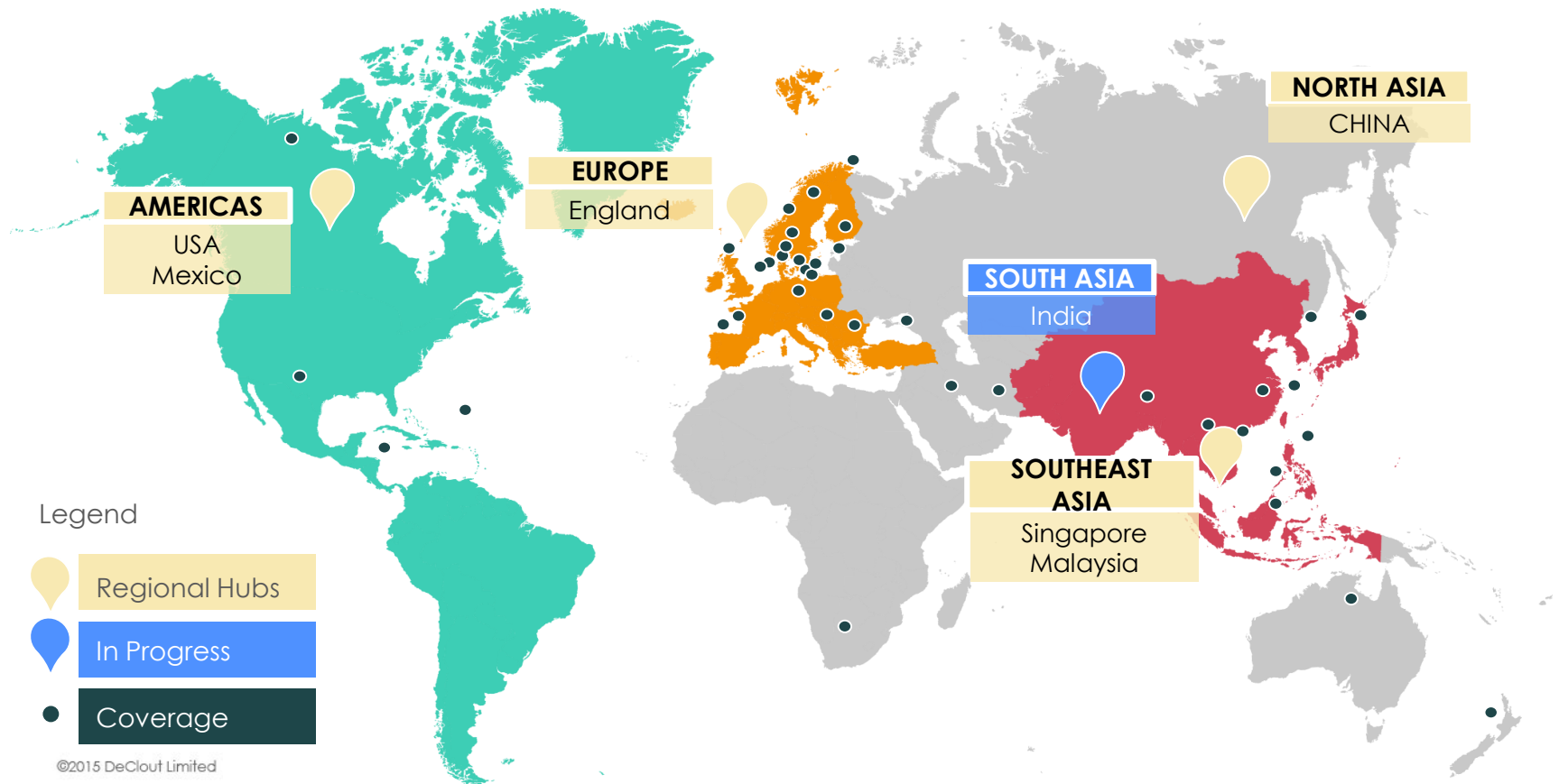
PARTS  
CENTRES

200+

SERVICE  
CENTRES

2,000+

CERTIFIED  
ENGINEERS



# Our End Goal

To Spin Off by 2016



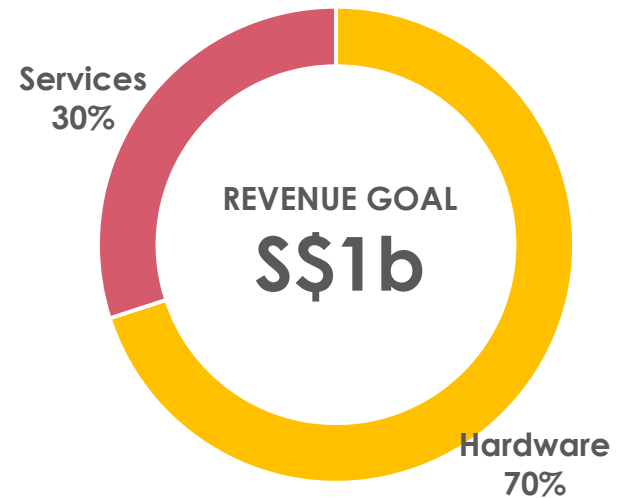
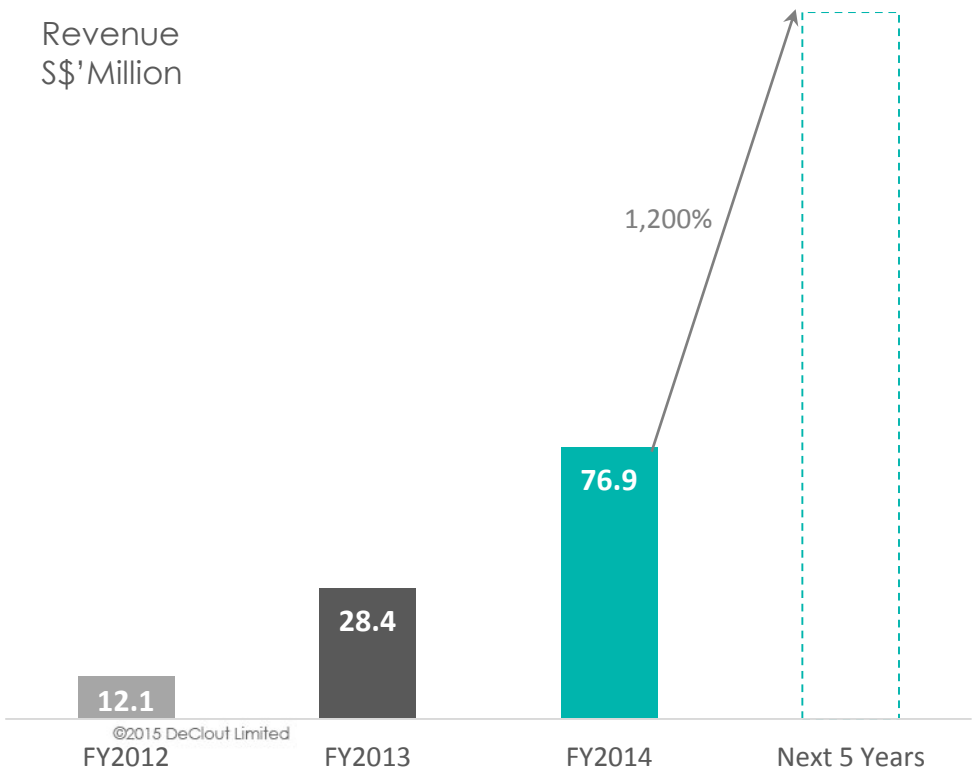
In 2015

To be ready to spin off in 2016 as Global IT Asset Player

- ✓ Integrate global entities to derive greater synergies
- ✓ Monetise to reward shareholders

## Goal in the next 5 years

Revenue  
S\$' Million



# ACCLIVIS

## Powering the Asia Cloud

### VISION

To be the leading Cloud, Technology and Managed Services Provider in Asia Pacific

# The Asia Pacific Landscape



## GROWTH DRIVERS

- 1** Big Data, Mobility, Social Media and E-Commerce Convergence
- 2** Regulatory reforms – Governments adopt Cloud
- 3** Demand for better performance of data centres – companies willing to pay for low latency services

A light blue map of the Asia Pacific region is centered on the page. Two callout boxes, each consisting of a large yellow circle with a smaller white circle inside, are connected to the map by dashed lines. The first callout points to East Asia and contains the text "APAC Cloud Market in 2016\*" and "US \$22m". The second callout points to Southeast Asia and contains the text "APAC ICT Investment\* (2014-2023)" and "US \$63b".

APAC  
Cloud  
Market  
in 2016\*

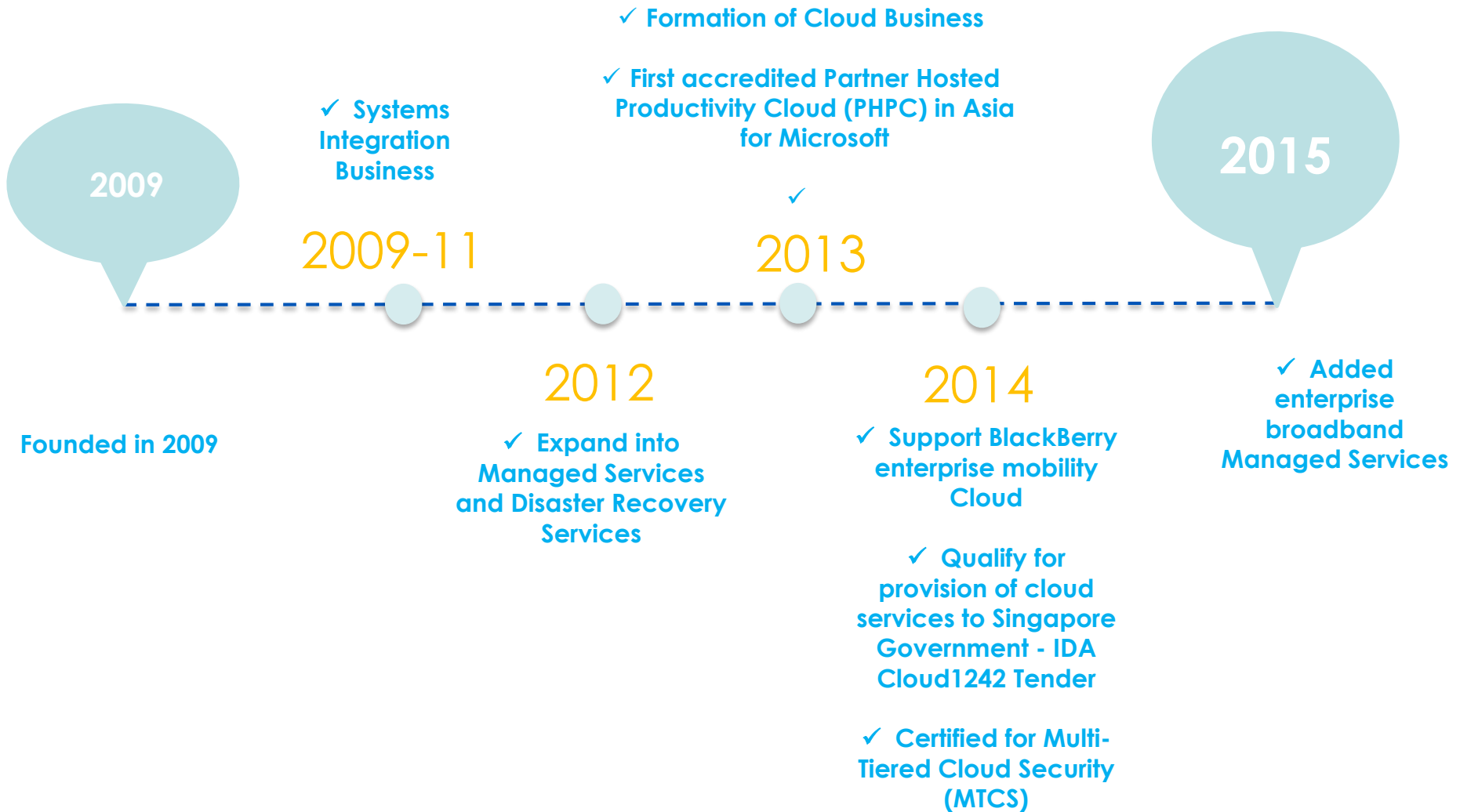
US  
\$22m

APAC  
ICT  
Investment\*  
(2014-2023)

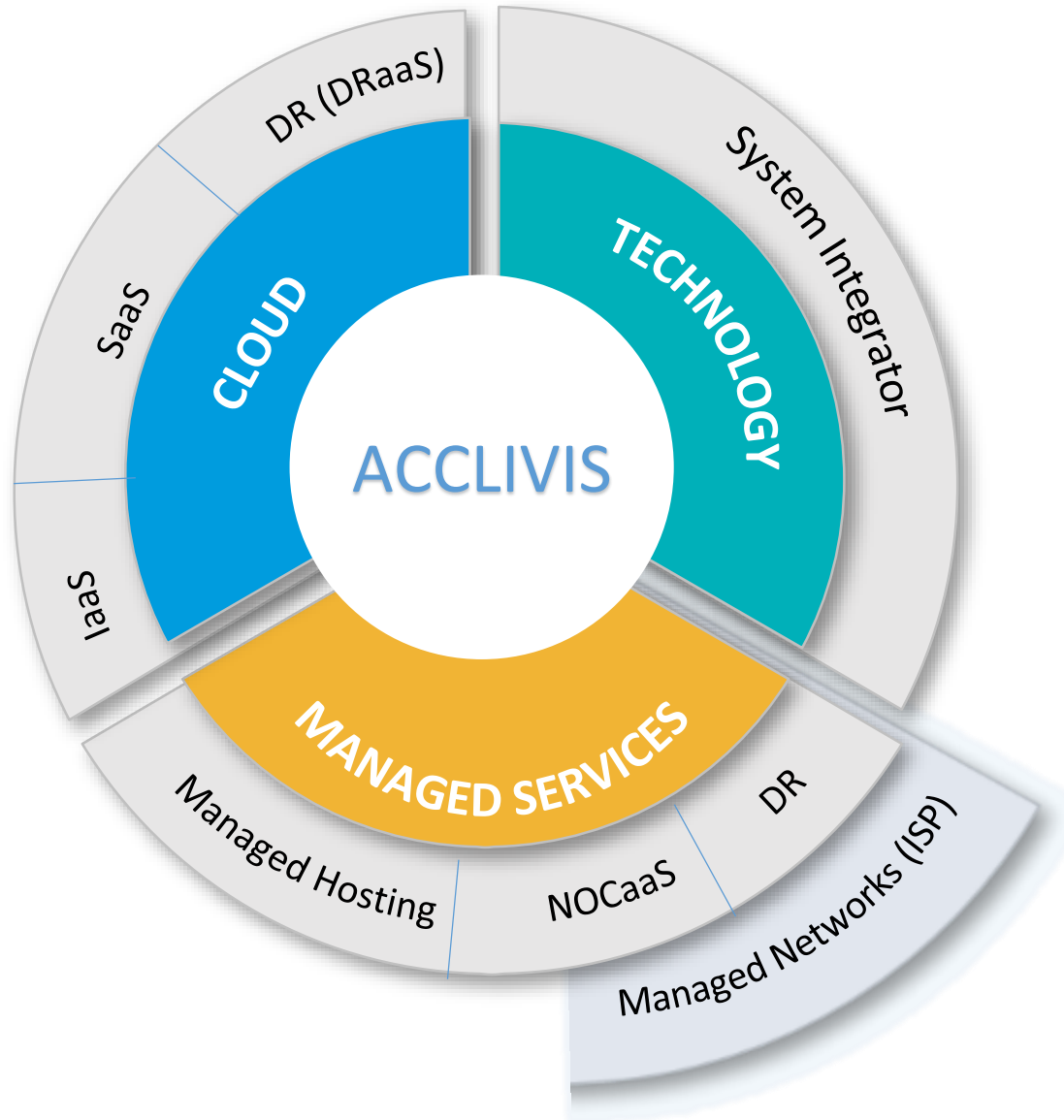
US  
\$63b

# Our Evolution as a Regional Player

End-to-end Cloud, Technology and Managed Services



# Our Business Segments



# Our End Goal

Asia Pacific Cloud and Managed Services Leader



## CLOUD

- Expand **Private Cloud Solutions** to **Public Sector**
- **Microsoft PHPC Cloud**
- **BlackBerry Enterprise Mobility Cloud**
- **Games Cloud**

## TECHNOLOGY

- Focus on **compliance-oriented sectors** eg: financial services

## MANAGED SERVICES

- Differentiate through ability to provide **end-to-end network, IT and physical data centre security, and network management**
- Tap on customer base from **network connectivity segment (OSINet)** to cross-sell Cloud and Managed Services business
- Tap on **Beaçon's reach** in data centre infrastructure services



# BEAQON

## Redefining Connectivity

### VISION

To be the leading telecommunications and network product and solutions provider, enabling the future of connectivity in Southeast Asia

# The Southeast Asia Landscape

## Telco and Data Centre Infrastructure



## GROWTH DRIVERS FOR TELCO & DATA CENTRE INFRASTRUCTURE IN SOUTHEAST ASIA

Increased investments due to:

- 1 Strong growth in cloud computing, e-commerce and Big Data
- 2 Accelerated growth of mobile and internet subscriber base in urban areas
- 3 Smart nation initiatives driven by governments to spearhead Nation Broadband Networks
- 4 Enterprises, cloud and telco players prefer carrier-neutral data centres
- 5 Data sovereignty regulations
- 6 Increased security requirements to protect against homeland threats

● Established Presence (Beacon)

## 1. Telco Infrastructure

- Support the **4<sup>th</sup> mobile operator rollout in Singapore**
- Move into **neutral hosting in Indonesia**

## 2. Data Centre Infrastructure

- Tier 3 Data Center in developing markets such as **Indonesia** and **Cambodia**
- Ride on regional boom in data centres for **M&E projects**
- Be a niche player in supply of **power ancillaries**

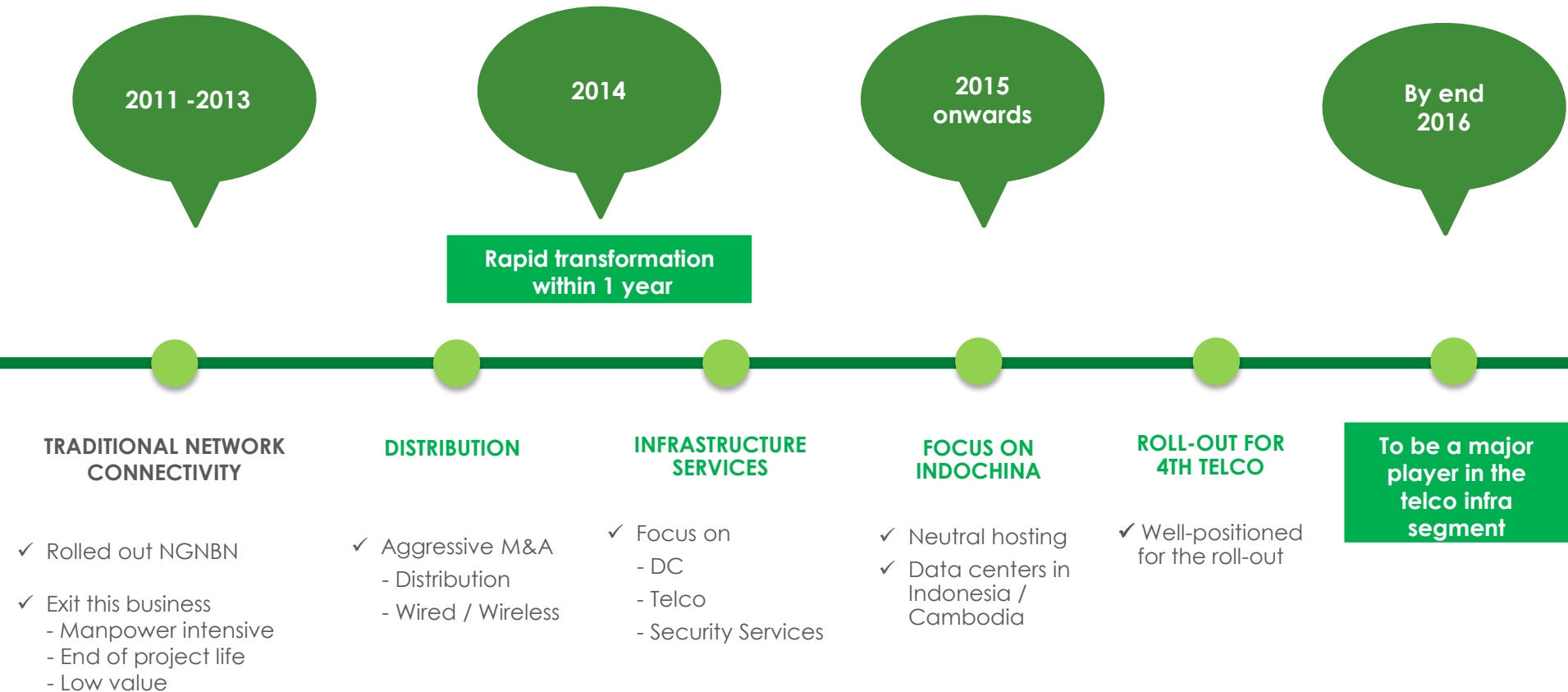
## 3. Distribution

- Tag on AWS' presence in Indochina to **distribute security products**
- Extend **wireless products to regional mobile operators**

# Staying Ahead of Market Demands



## Journey of transformation.....



# Our Business Segments



BEAQN



Product Distribution



Wired



Wireless



Infrastructure Services



Data Centre Infrastructure



Telecom Infrastructure



Communications & Security Infrastructure



# Our End Goal

Market Leader in Indochina



- Presence throughout Southeast Asia / Indochina allows us to serve growing needs in **data centre and telco infrastructure and other critical infrastructure**, and support other **business and economic expansion**
- Expertise in, and understanding of **local requirements and regulations**

# Thank You

