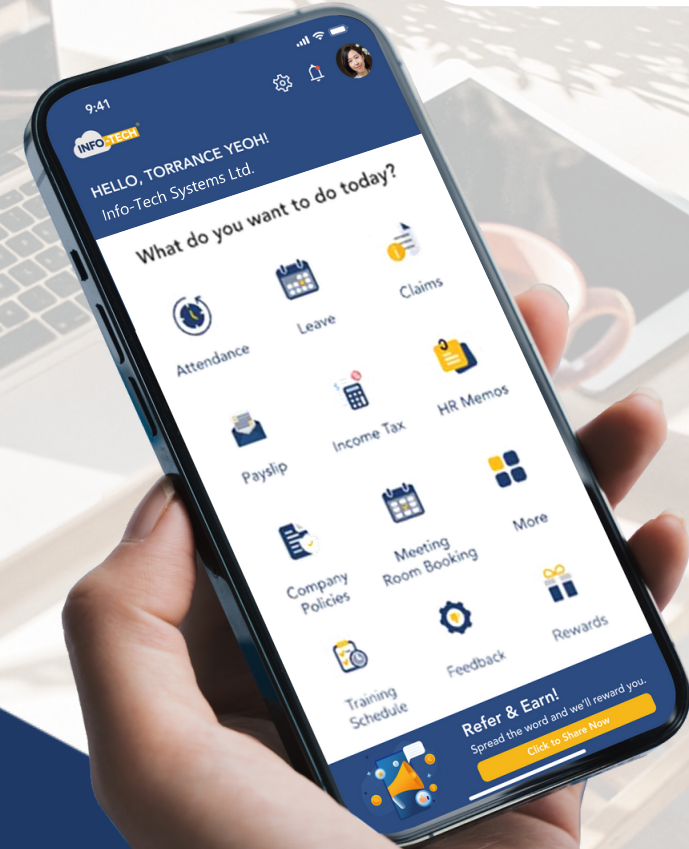


INFO-TECH

HRMS & ACCOUNTING SOFTWARE

1H FY2025 Results Presentation
August 2025



IMPORTANT:

This presentation is for information purposes only and does not constitute or form part of an offer, invitation or solicitation of any offer to purchase or subscribe for any securities of Info-Tech Systems Ltd. (the "**Company**") in Singapore or any other jurisdiction nor should it or any part of it form the basis of, or be relied upon in connection with, any contract or commitment whatsoever.

The information and opinions in this presentation are provided as at the date of this document (unless stated otherwise) and are subject to change without notice, its accuracy is not guaranteed and it may not contain all material or relevant information concerning the Company or its subsidiaries (the "Group"). None of the Company, its subsidiaries nor its affiliates, advisors and representatives make any representation regarding, and assumes no responsibility or liability whatsoever (in negligence or otherwise) for, the accuracy or completeness of, or any errors or omissions in, any information contained herein nor for any loss howsoever arising from any use of this presentation. Further, nothing in this presentation should be construed as constituting legal, business, tax or financial advice.

The information contained in this presentation includes historical information about and relevant to the assets of the Group that should not be regarded as an indication of the future performance or results of such assets. Certain statements in this presentation constitute "forward-looking statements". These forward-looking statements are based on the current views of the Company concerning future events, and necessarily involve risks, uncertainties and assumptions. These statements can be recognised by the use of words such as "expects", "plans", "will", "estimates", "projects", "intends" or words of similar meaning. These forward-looking statements speak only as at the date of this presentation. No assurance can be given that future events will occur, that projections will be achieved, or that assumptions are correct. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements and you are cautioned not to place any undue reliance on these forward-looking statements. The Company does not assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise, subject to compliance with all applicable laws and regulations and/or the rules of the Singapore Exchange Securities Trading Limited (the "SGX-ST") and/or any other regulatory or supervisory body or agency.

TABLE OF CONTENTS



Sections	<i>Page</i>
1. Overview of 1H FY2025	<i>4</i>
2. Financial Highlights	<i>8</i>
3. Outlook	<i>13</i>



Section 1

Overview of 1H FY2025

1H FY2025 – Financial Highlights

Strong financial results coupled with strategies to drive sequential momentum in 2H FY2025

INFO-TECH[®]

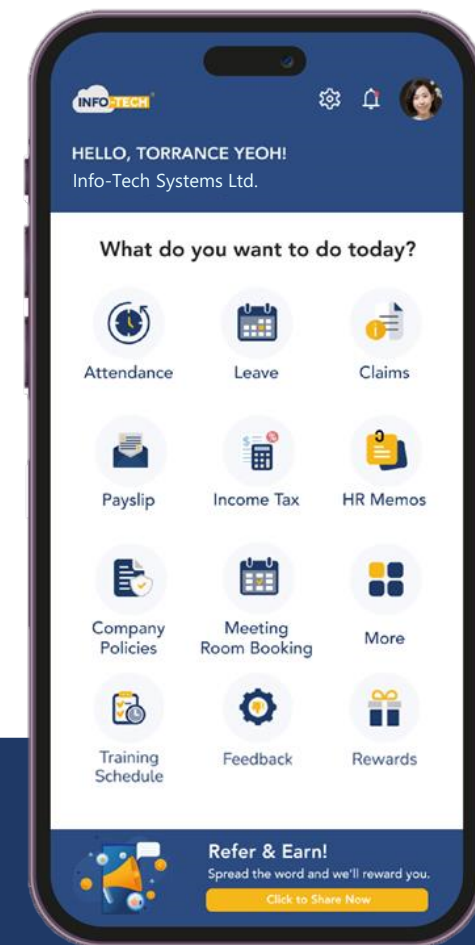
S\$22.4m
REVENUE

S\$9.5m
+22% HoH
ADJUSTED EBITDA⁽¹⁾

S\$33.7m
as at 30 June 2025
TOTAL CASH BALANCE

S\$7.2m
+27% HoH
ADJUSTED PAT⁽¹⁾

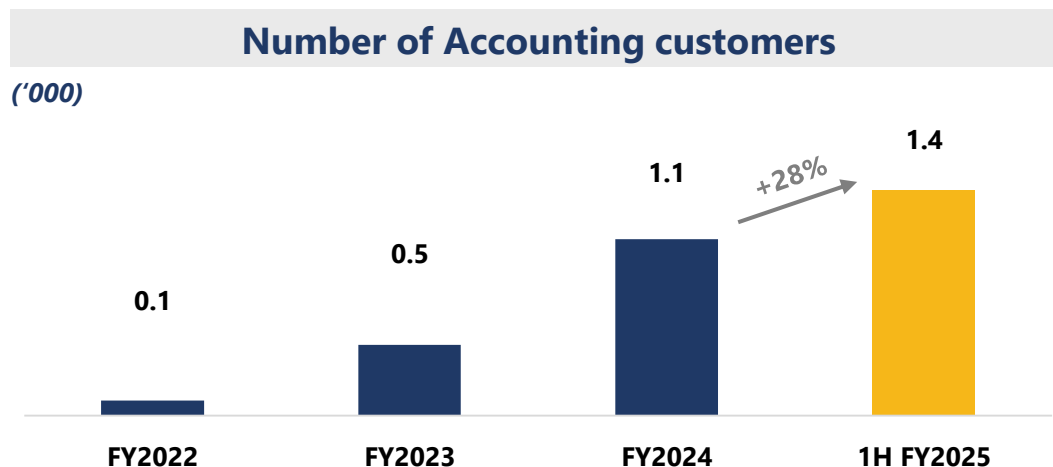
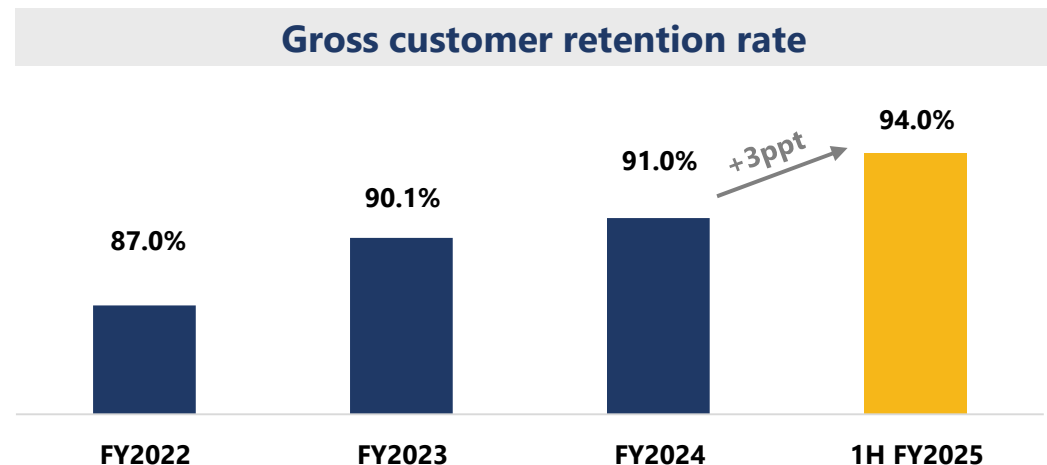
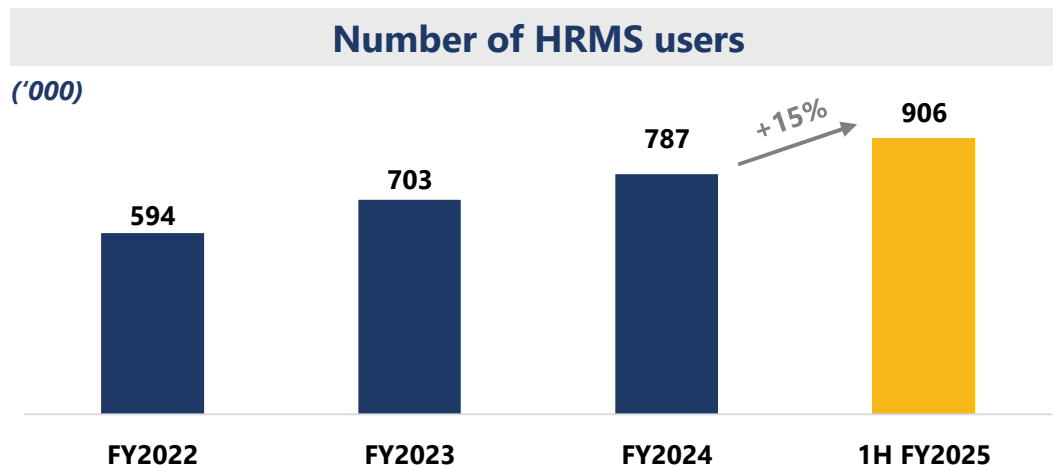
1.55cents
per ordinary share
INTERIM DIVIDEND



Source: Company information, numbers may not tie due to rounding (refer to results announcement); Note: HoH refers to the comparison between 1H FY2025 and 2H FY2024, (1) EBITDA and PAT in 1H FY2025 are adjusted for one-off listing expenses amounting to c. S\$2.0m and one-off relocation expenses for the Malaysia office amounting to c. S\$0.1m

1H FY2025 – Performance Review

Robust growth in our core HRMS and Info-Tech Accounting Software with improving retention rates



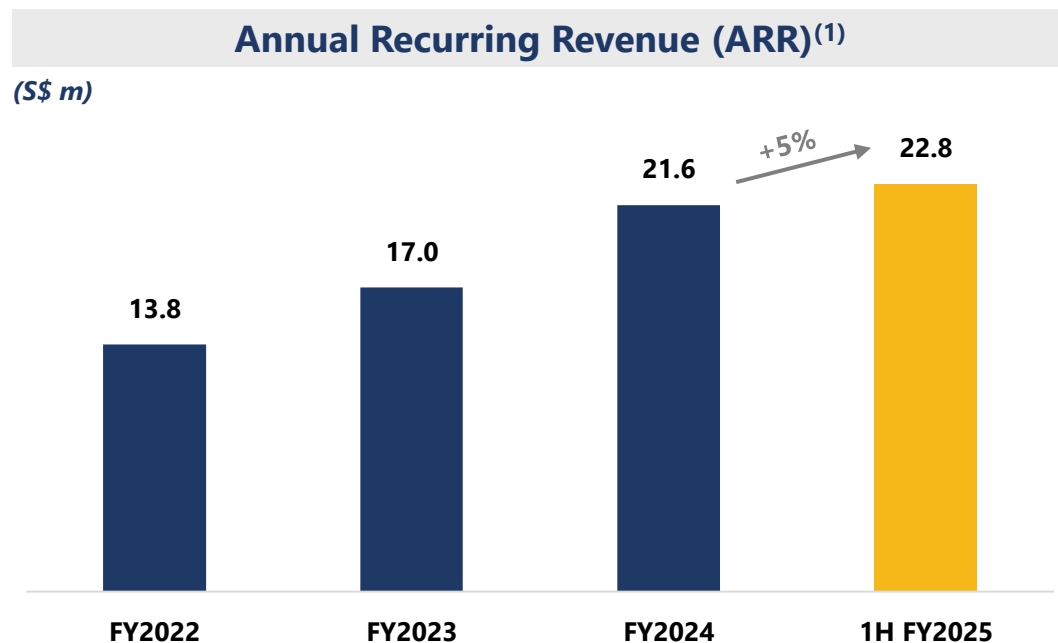
Source: Company information, numbers may not tie due to rounding (refer to results announcement)

Note: (1) ARR is defined as the annualised value of all maintenance revenue contracts as at period end, except for Singapore where only the maintenance revenue from the second year of subscription onwards is included because of the implementation of package pricing for the first year of subscription

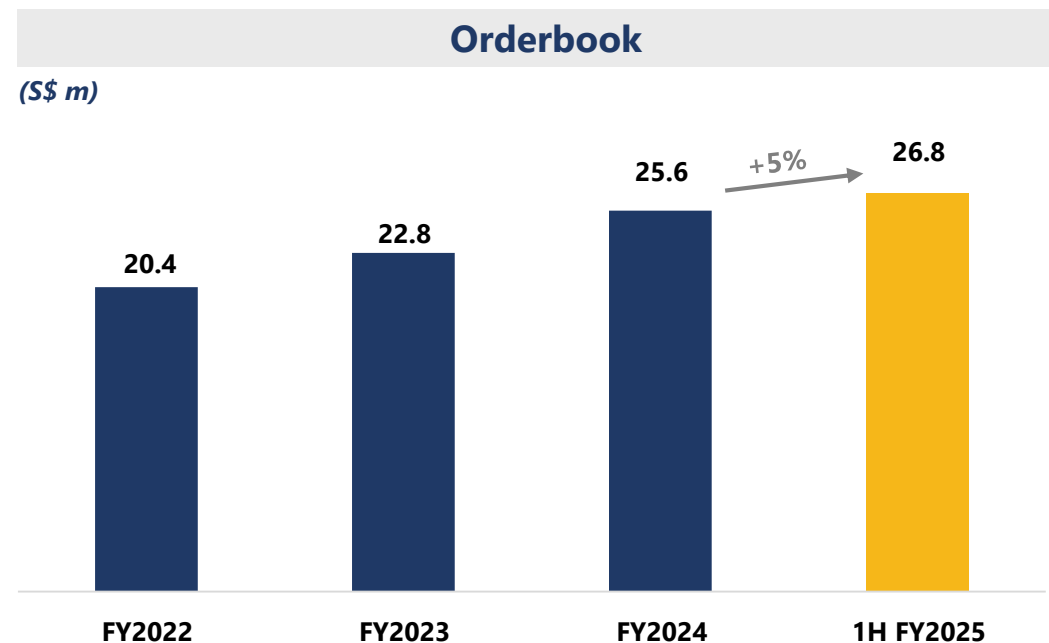
1H FY2025 – Performance Review



Sustained growth in recurring revenue backed by strengthening orderbook



- Continued ARR growth as a result from strong retention rates and a growing subscription user base



- Strong orderbook of S\$26.8m provides good visibility for future earnings and certainty of revenue

Source: Company information, numbers may not tie due to rounding (refer to results announcement)

Note: (1) ARR is defined as the annualised value of all maintenance revenue contracts as at period end, except for Singapore where only the maintenance revenue from the second year of subscription onwards is included because of the implementation of package pricing for the first year of subscription



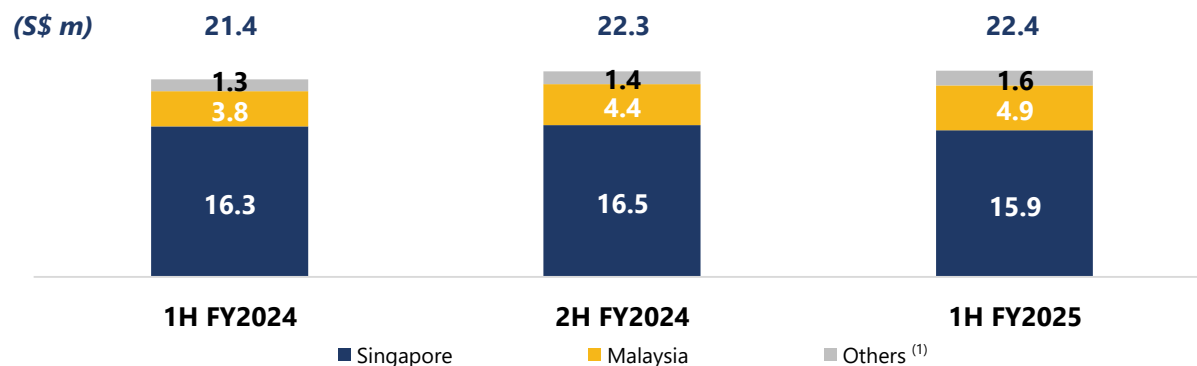
Section 2

Financial Highlights

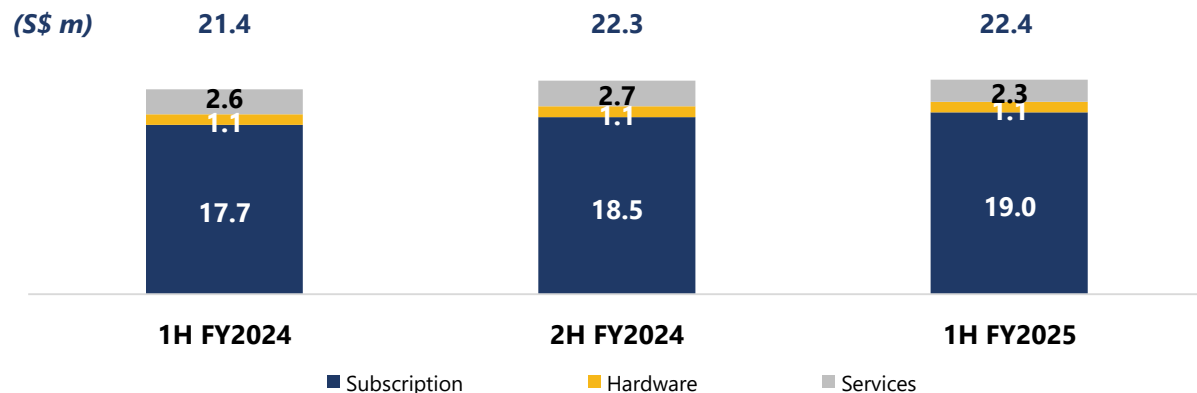
REVENUE BREAKDOWN

Strong overseas traction reflects successful execution of our expansion strategy and a significant runway ahead

Revenue by geographical segment



Revenue by major product/service lines



Sustained growth in overseas market

- In Malaysia, we continue to see strong traction and runway contributing to increased revenue and are investing resources to unlock potential.
- In Hong Kong, our product proposition remains robust, underscored by growth in our customer base alongside successful price increases.
- In India, as we ramp up our local sales team, we are seeing strong demand for our products in Chennai.

Singapore remains core

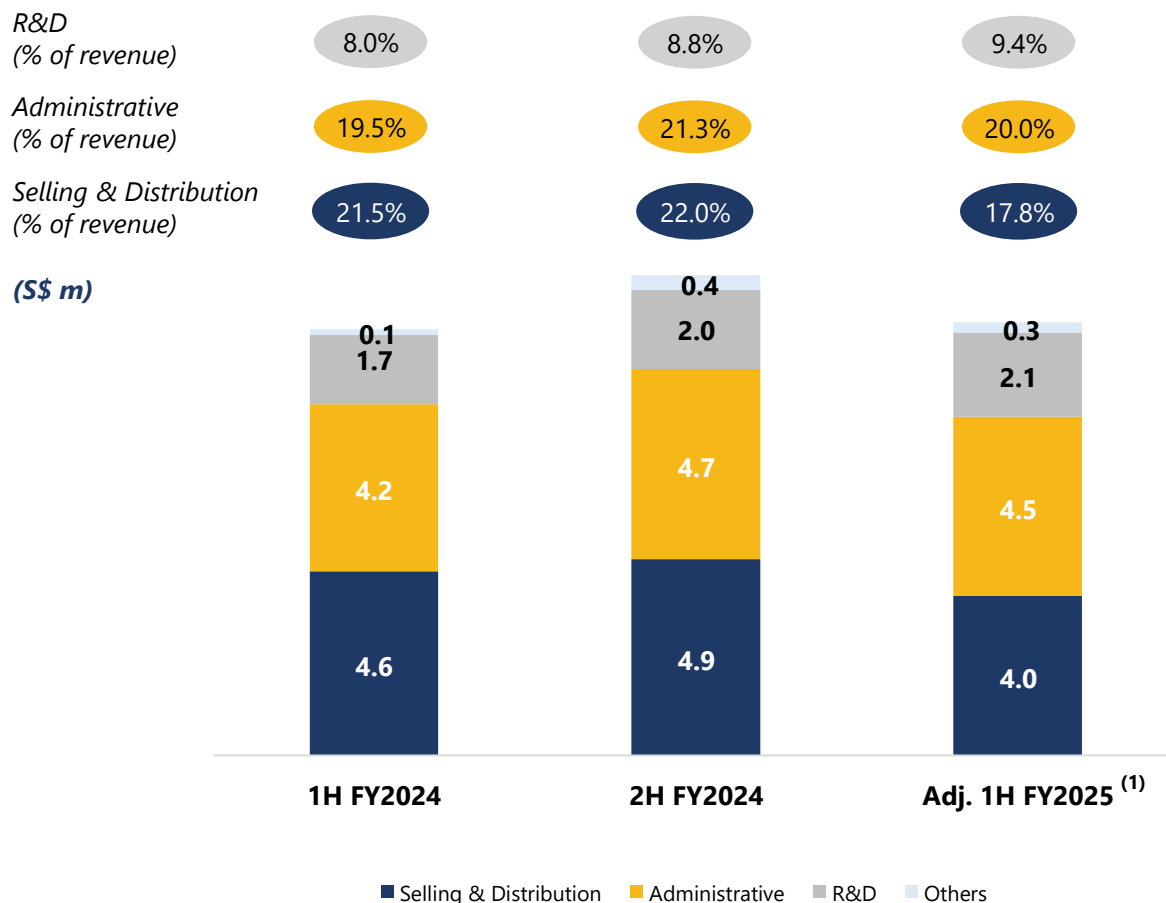
- Revenue was relatively stable.

Source: Company information, numbers may not tie due to rounding (refer to results announcement)

Note: (1) Primarily includes Hong Kong and India

PRUDENTLY MANAGED OPERATING EXPENSES

Key operating expenses



Research and development

- Increase in R&D expenses is attributed to higher R&D staff cost resulting from an increase in R&D headcount.

Selling and distribution

- Selling and distribution as a percentage of revenue fell from 21.5% to 17.8%, primarily from reduced marketing spend on new products introduced in the past few years, as these have passed their incubation phase.
- Marketing efforts for HRMS remains a core focus in Singapore and overseas markets. We continue to optimise our marketing towards high-ROI initiatives for greater revenue leverage.

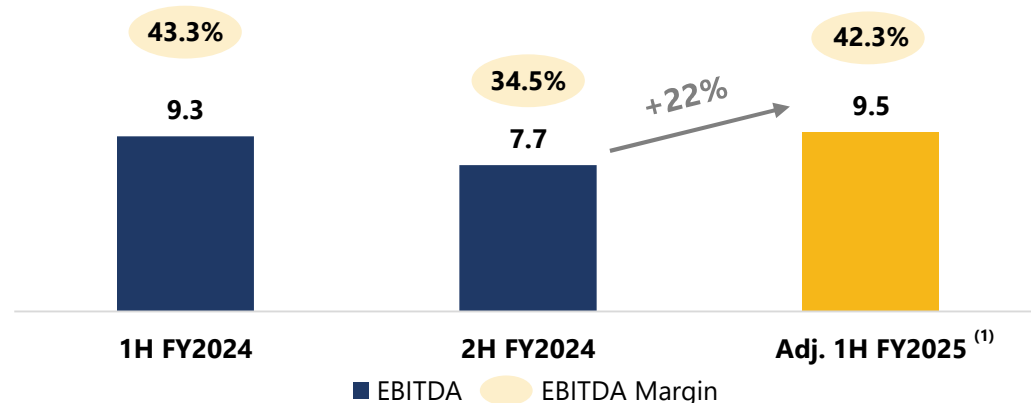
Source: Company information, numbers may not tie due to rounding (refer to results announcement)

Note: (1) Other expenses in 1H FY2025 are adjusted for one-off listing expenses amounting to c. S\$2.0m and one-off relocation expenses for the Malaysia office amounting to c. S\$0.1m

STABLE MARGINS AND IMPROVING EARNINGS

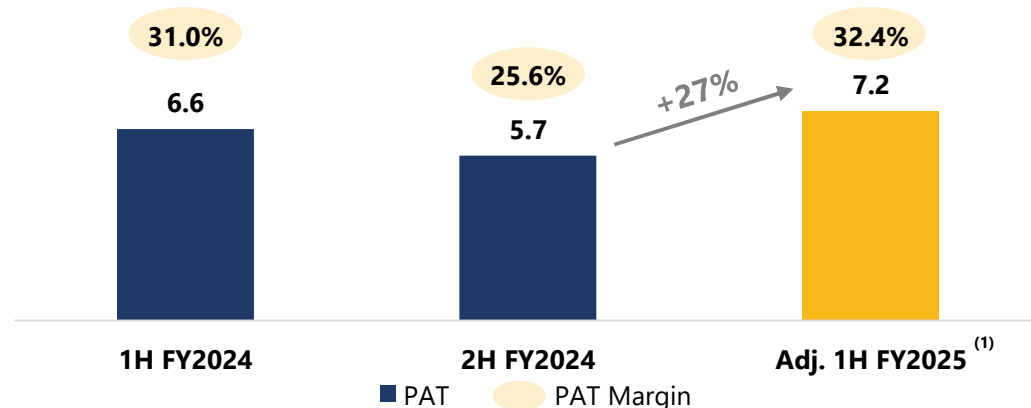
Adjusted EBITDA⁽¹⁾: +22% HoH

(\$ m)



Adjusted PAT⁽¹⁾: +27% HoH

(\$ m)



S\$'000	1H FY2025	1H FY2024	% YoY	% HoH
Revenue	22,397	21,400	4.7	0.4
Cost of sales	(3,315)	(2,849)	16.4	(3.9)
Gross profit	19,082	18,551	2.9	1.2
Adjusted OPEX ⁽¹⁾⁽²⁾	(10,810)	(10,596)	2.0	(10.1)
Adjusted operating profit ⁽¹⁾⁽²⁾	8,401	8,267	1.6	26.5
Adjusted EBITDA ⁽¹⁾	9,475	9,269	2.2	22.3
Net finance costs	(72)	(77)	(6.5)	n.m.
Adjusted PBT ⁽¹⁾	8,329	8,190	1.7	24.2
Tax expense	(1,071)	(1,558)	(31.3)	7.0
Adjusted PAT ⁽¹⁾	7,258	6,632	9.4	27.2

Source: Company information, numbers may not tie due to rounding (refer to results announcement); Note: HoH refers to the comparison between 1H FY2025 and 2H FY2024, (1) OPEX, EBITDA, PBT, and PAT in 1H FY2025 are adjusted for one-off listing expenses amounting to c. S\$2.0m and one-off relocation expenses for the Malaysia office amounting to c. S\$0.1m, (2) Excludes other income of S\$129k in 1H FY2025 and S\$312k in 1H FY2024

STRONG BALANCE SHEET AND CASH FLOW

Net Cash Balance Sheet – No Bank Borrowings

S\$33.7m

Cash and cash
equivalents

+S\$6.4m

Net cash from
operations

Interim Dividend

1.55cents
per ordinary share

- Represents a dividend pay-out ratio of 55% of 1H FY2025 adjusted PAT
- 1H FY2025 interim dividend totalling S\$4m is payable on 25 August 2025
- S\$33.7m cash and cash equivalents balance excludes IPO proceeds

Source: Company information, numbers may not tie due to rounding (refer to results announcement)
Note: (1) FCF is defined as cash flow from operations less purchase of PPE less purchase of intangible assets

Cash generative business...

S\$'000	1H FY2025	1H FY2024
Cash from operating activities	6,384	9,354
Less capital expenditure	(266)	(119)
Free cash flow⁽¹⁾	6,118	9,235

...Contributing to a strengthening balance sheet

S\$'000	30 Jun 2025	31 Dec 2024
Net cash	33,664	29,715
Current assets	36,512	33,595
Current liabilities	(31,647)	(31,013)
Working capital	4,865	2,582
Total net assets	6,646	3,982
Retained earnings	6,631	3,997
Share capital and reserves	15	(15)
Total equity	6,646	3,982



Section 3

Outlook

Highlights and Direction

1 Favourable market landscape

- In **Singapore**, **government initiatives** such as the Productivity Solutions Grant continue to **drive digitalisation among SMEs**, supporting sustained demand for integrated HRMS and accounting platforms like ours
- **Steady growth** in other markets, including **Malaysia, Hong Kong and India**, where the adoption of cloud-based HRMS solutions is gaining momentum. These markets present significant growth potential as businesses across the region increasingly embrace digital transformation

2 Positioning for accelerated sequential momentum

- For **HRMS and Accounting Software**, intensified marketing efforts are showing encouraging signs of traction that is expected to translate favourably for sequential **revenue and order book momentum in 2H FY2025 and FY2026**
- **7 new Academy courses** launched in late 1H FY2025 **are expected to positively contribute to 2H FY2025**. We are also boosting corporate sign-ups and are expanding capacity to accommodate the expected increase in registrations

3 Sustained profit growth through margin focus

- **Adjusted PAT growth has outpaced revenue** expansion on continued cost discipline
- We will continue to use marketing as a strategic lever to drive revenue growth. **Spending is focused on high-ROI initiatives**
- **Leveraging overseas operations** such as India and Malaysia remains a key part of our strategy to drive **long-term operating efficiency**, by tapping into their cost advantages and skilled talent pool. These efforts are carefully structured to enhance –not compromise– the quality of our service delivery

4 Broadening product coverage for our SME customers

- Product development for the **CRM** is progressing well with a **soft launch** planned for **1H FY2026**



Thank You

Visit Our Website
www.info-tech.com.sg

