



# Singtel Investor Day

29 August 2024

# NCS Overview

#1

in IT services in Singapore and Southeast Asia<sup>1</sup>

S\$2.8B

FY24 Group Revenue<sup>2</sup>

51%

Rev in digital, data, cloud, platforms and cyber services<sup>2</sup>

>13,000

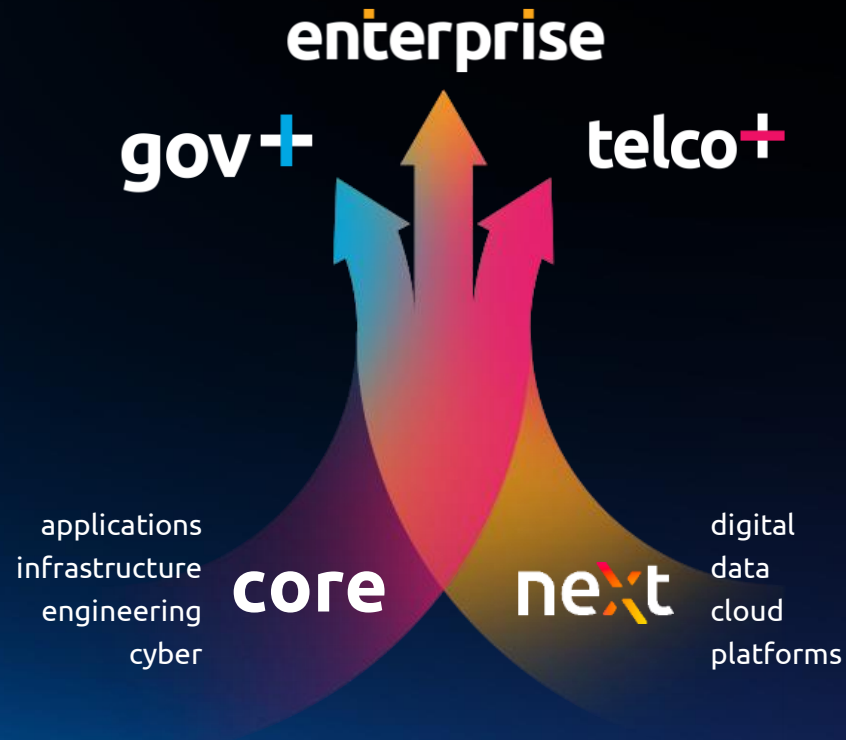
Headcount

>4,000

Active projects

>20

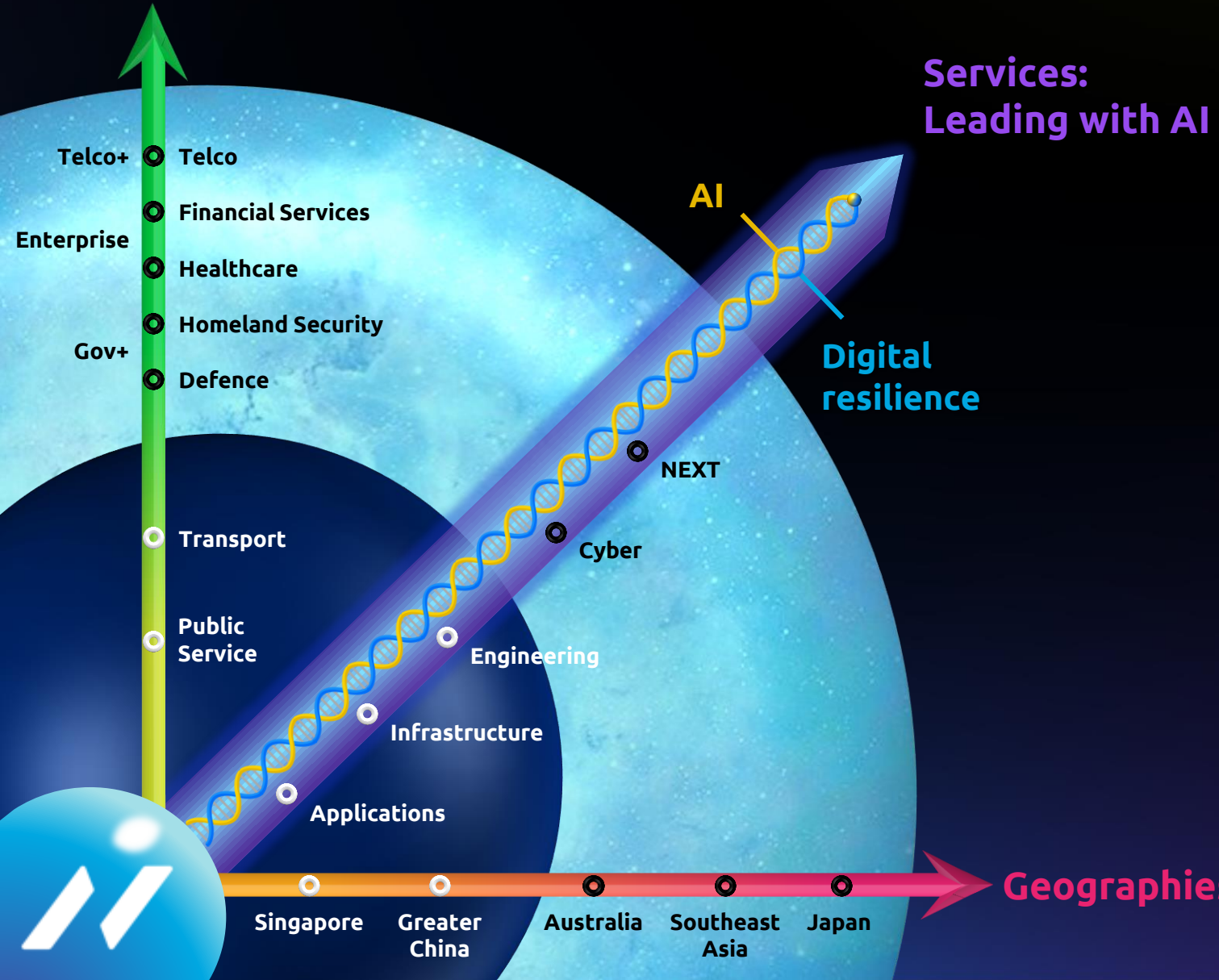
Cities in APAC



1) NCS ranks #1 in market share based on vendor revenue in the IDC Worldwide Semiannual Services Tracker 2H 2023. 2) Financial Year Ended 31 Mar 2024.

# Our growth strategy: Refreshed “3-axis” strategy

## Client Industries



## AI market opportunities

**\$78B<sup>1</sup>**

Asia Pacific's  
projected AI  
market size by 2027  
(26% CAGR from 2022-27)

**55%<sup>2</sup>**

of organisations use AI  
in at least 1 business unit  
or function in 2023  
(up from 50% in 2022 & 20% in 2017)

## NCS AI enablement

**13,000**

AI-enabled workforce

**3,000**

AI practitioners

**300**

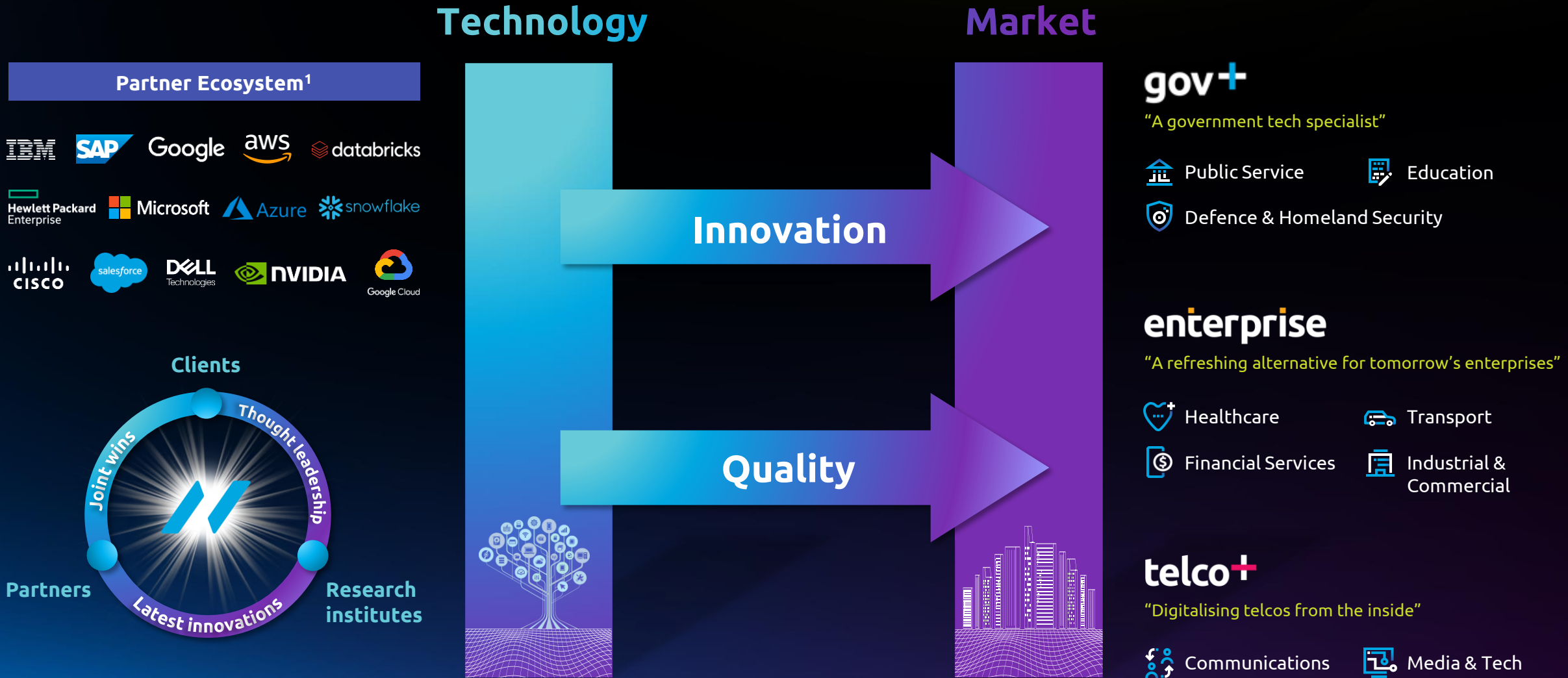
AI experts

1) IDC Worldwide Artificial Intelligence Spending Guide, Sep 2023

2) McKinsey 2023, as quoted in Stanford University 'Artificial Intelligence Index Report 2024'

# Our growth framework: Sustained value delivery with innovation & quality

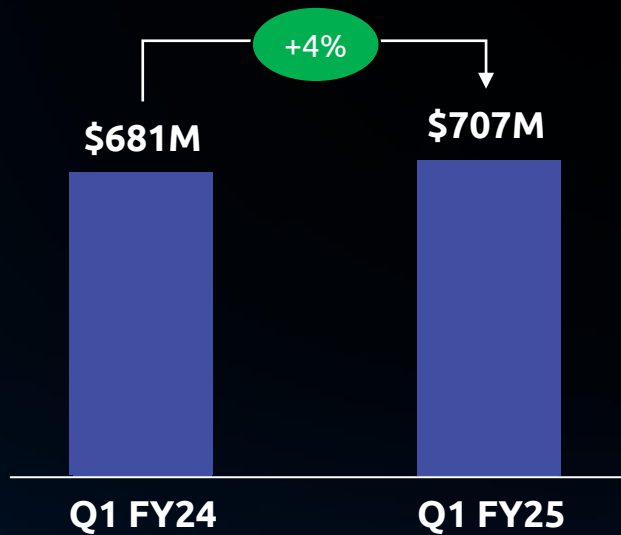
Igniting possibilities and harnessing technology for targeted markets



1) This is a selected representation from the broader group of partners that NCS collaborates with.

# NCS FY25 Q1 Key Financial Highlights

## REVENUE



**EBITDA** **S\$84M** 13% YoY  
12%

**EBIT** **S\$65M** 27% YoY  
9%

**Bookings** **S\$788M** Book-to-bill 1.1

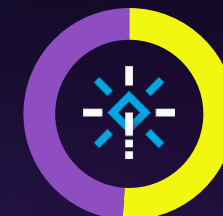
- Robust revenue growth led by Gov+ and Telco+
- Strong EBITDA and EBIT due to increased revenue and higher project margins

## Beyond Singapore



**14%**  
**\$102M**  
 +2% YoY

## Digital | Data | Cloud | Platforms | Cyber



**51%**  
**\$358M**  
 +4% YoY

### Experience Led

Make technology, applications and systems a joy to use

### Intelligence Driven

Build platforms and apps to support decision making with data and AI

### Cloud Forward

Modernise and deliver agility with cloud based innovation

### Differentiate and Accelerate

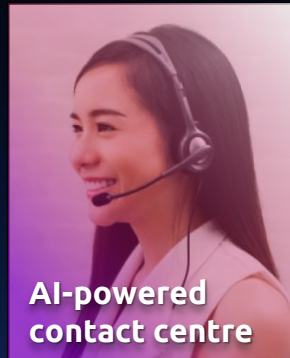
Rapid prototyping platform  
Portfolio of assets and accelerators  
POLARIS resilience assessment

### Power Industry Business Solutions (IBS)

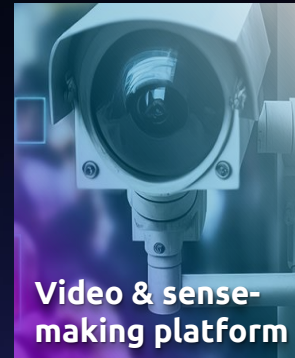
Embed NCS assets and accelerators into NCS IBS  
Launched AI powered IBS

### Innovation Programs

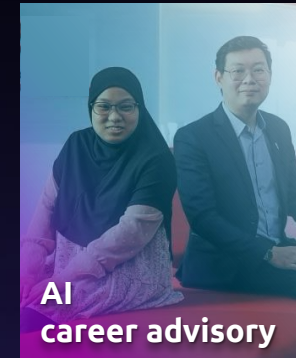
NCS-AWS Gen AI COE for Public Good  
Google AI Trailblazer Program  
Dell Video AI in a box  
Dell AI Factory with Nvidia



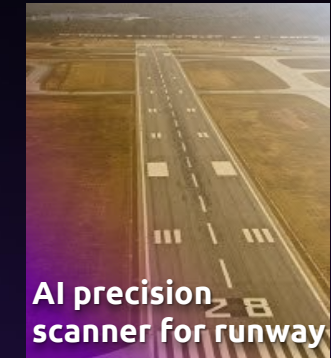
AI-powered contact centre



Video & sense-making platform



AI career advisory



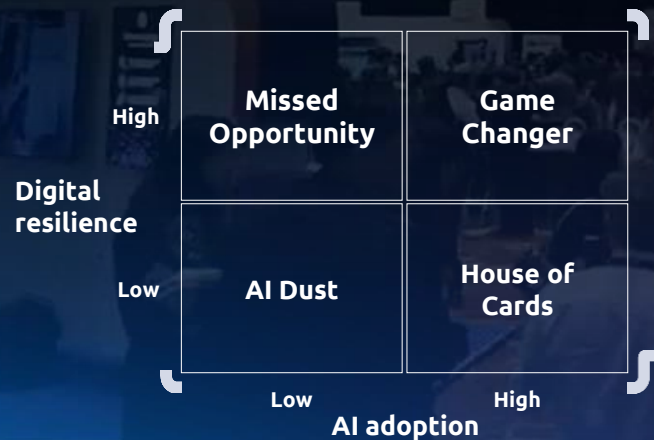
AI precision scanner for runway

# Making an impact in the tech ecosystem

## NCS Impact



## AI-Digital Resilience Matrix



## Partners Ecosystem



## Sample Accolades

- Leader in IDC MarketScape: Asia/Pacific Cloud Professional Services 2023-2024
- Frost & Sullivan's 2024 Company of the Year Award in the Singapore managed IT services industry
- Microsoft Government Partner of the Year 2023
- Cisco Top Gold Partner 2023
- Dell Data Centre Solutions, Server FY24 Partner of the Year - Titanium Partner

And more...



**make extraordinary happen**