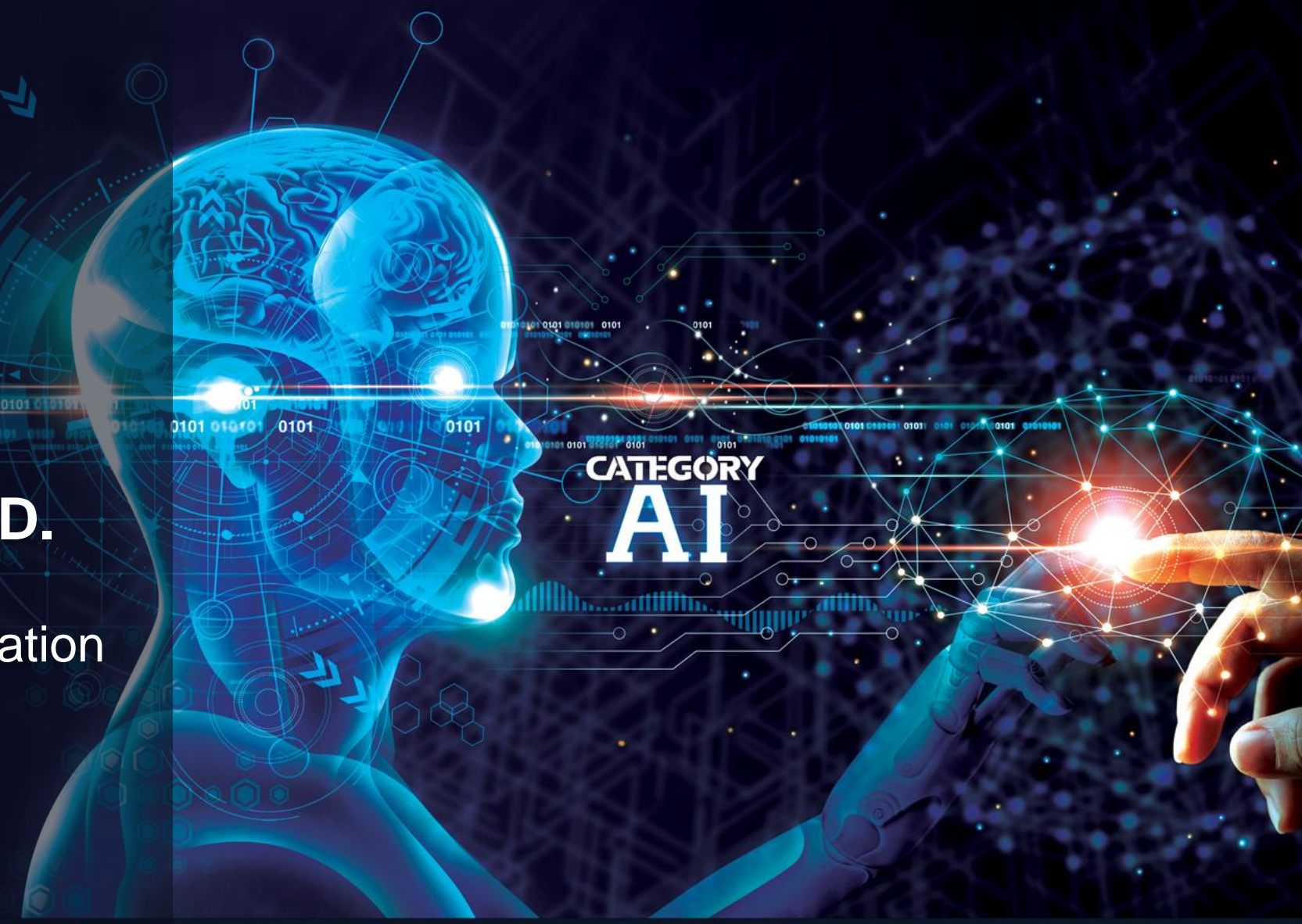




**SILVERLAKE AXIS LTD.**  
Annual General Meeting  
FY2024 Corporate Presentation

25 Oct 2024 | 2:00pm

CATEGORY  
**AI**



# AGENDA

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- 1 FY2024 Financial Highlights
- 2 FY2024 Business Highlights
- 3 FY2025 Key Priorities

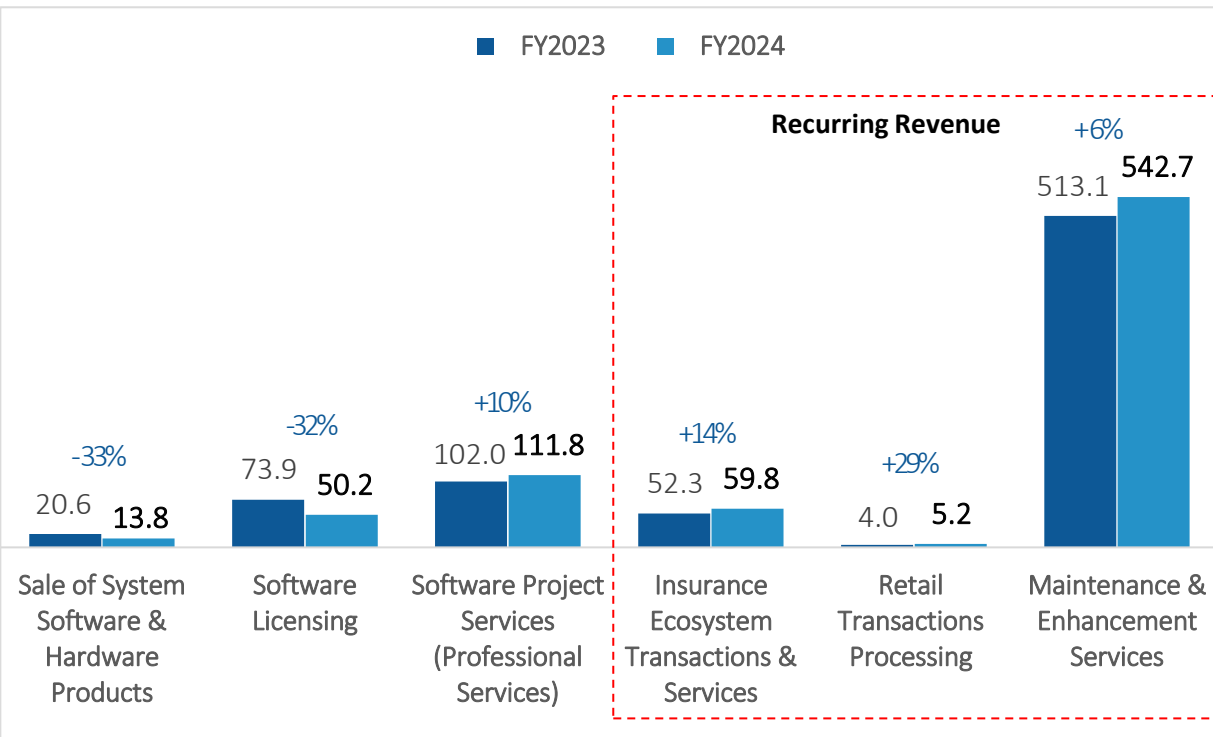
# FY2024 FINANCIAL HIGHLIGHTS

Robust and consistent financial performance delivered despite challenges faced

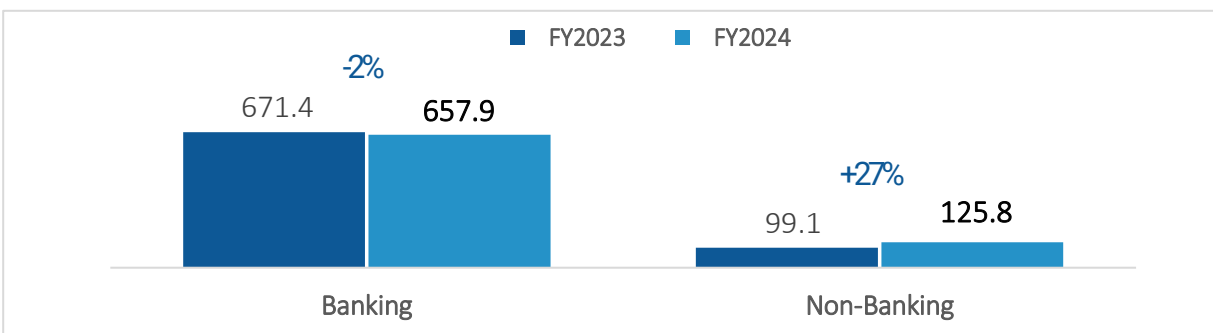
		Value	YoY % Change
<b>1</b>	<b>Revenue</b> Growth in most key segments	<b>RM 783.5mil</b>	<b>+ 2%</b>
<b>2</b>	<b>Profit After Tax</b> PAT margin of 13%	<b>RM 105.2mil</b>	<b>- 38%</b>
<b>3</b>	<b>EBITDA</b> EBITDA margin at 24%	<b>RM 191.3mil</b>	<b>- 28%</b>
<b>4</b>	<b>Operating Cash Flow</b> Adequate working capital and stable cash flow position	<b>RM 169.9mil</b>	<b>+ 33%</b>
<b>5</b>	<b>Cash and Bank Balances &amp; Money Market Fund</b> Liquidity cover to sustain operations for minimum 8 months	<b>RM 505.0mil</b>	<b>- 5%</b>
<b>6</b>	<b>Earnings per Share</b> Decrease of 39%	<b>RM 0.0411</b>	<b>- 39%</b>

# REVENUE ANALYSIS (RM'mil)

Recurring revenue from Maintenance & Enhancement Services, Insurance Ecosystem and Retail Transactions Processing and Services continue to show sustained momentum in FY2024



- Modest growth driven by increases in all three business segments under **recurring revenue**
- Recurring revenue segment continues to be the **largest contributor (78% to Group Revenue)** with strong underlying momentum
- Strong **SaaS revenue** with **+44% growth**. Insurance ecosystem transactions and services, MÖBIUS SaaS contracts and retail transactions processing were the main contributors to the increase in SaaS revenue
- **Project related revenue** comprising software licensing and software project services (professional services) contributed **21% to total Group revenue**



- **Banking Group** contributes 84% to total Revenue
- **Non-Banking** grew +27% YOY and has strong growth potential

# FY2024 BUSINESS HIGHLIGHTS

Key achievements to operating plan and long-term value creation

- Significant number of **deals amounting to RM450 million closed**. While several projects proved challenging, the teams have learned from the experience, and we have **put in place the necessary skills and processes** to improve our delivery
- **Maintenance and Enhancement Services** as well as **Software Project Services** registered **growth of 6% and 10%** respectively
- Insurtech business unit **Fermion grew by 14%**
- **Strong Software-as-a-Service (SaaS) revenue** from our retail unit, registering **29% growth**
- In Product development, we are **closely following developments in the AI space and making conscious investments to develop solutions** to meet our customers' needs
- **People are our business** – we continue to refine, review and recalibrate our hiring practices to provide our employees with market competitive compensation
- **Greater visibility through enhanced branding and marketing efforts**, resulting in increased penetration across media channels (Linkedin – more than 16k non-SAL Followers)

## Awards

- **Executive of the Year (Ms. Cassandra Goh Shiou Ling, Group CEO) and Team of the Year (Public Relations & Communication Team) 2023 Awards** – *Malaysia Management Excellence Awards*
- **Most Profitable Company and the Best in Sector Award (Software and IT Services) Awards** – *The Edge Singapore's "The Centurion Club 2023"*
- **Most Transparent Company** – *SIAS Investors' Choice Award 2023*
- **Market Leadership in Islamic Finance Technology Solutions** – *Global Islamic Finance Awards 2023*
- **Best Data Integration for UOB-Citibank Migration Project** – *The Asian Bankers Awards*
- **Successful delivery of regional projects through innovation** – *SBR International Business Awards and Malaysia Technology Excellence Awards*
- **Best Employer Brand** – *HR & PDL Brands*
- **Visionary Tech Titans in Banking & Financial Application** – *The Brandlaureate Awards 2023*



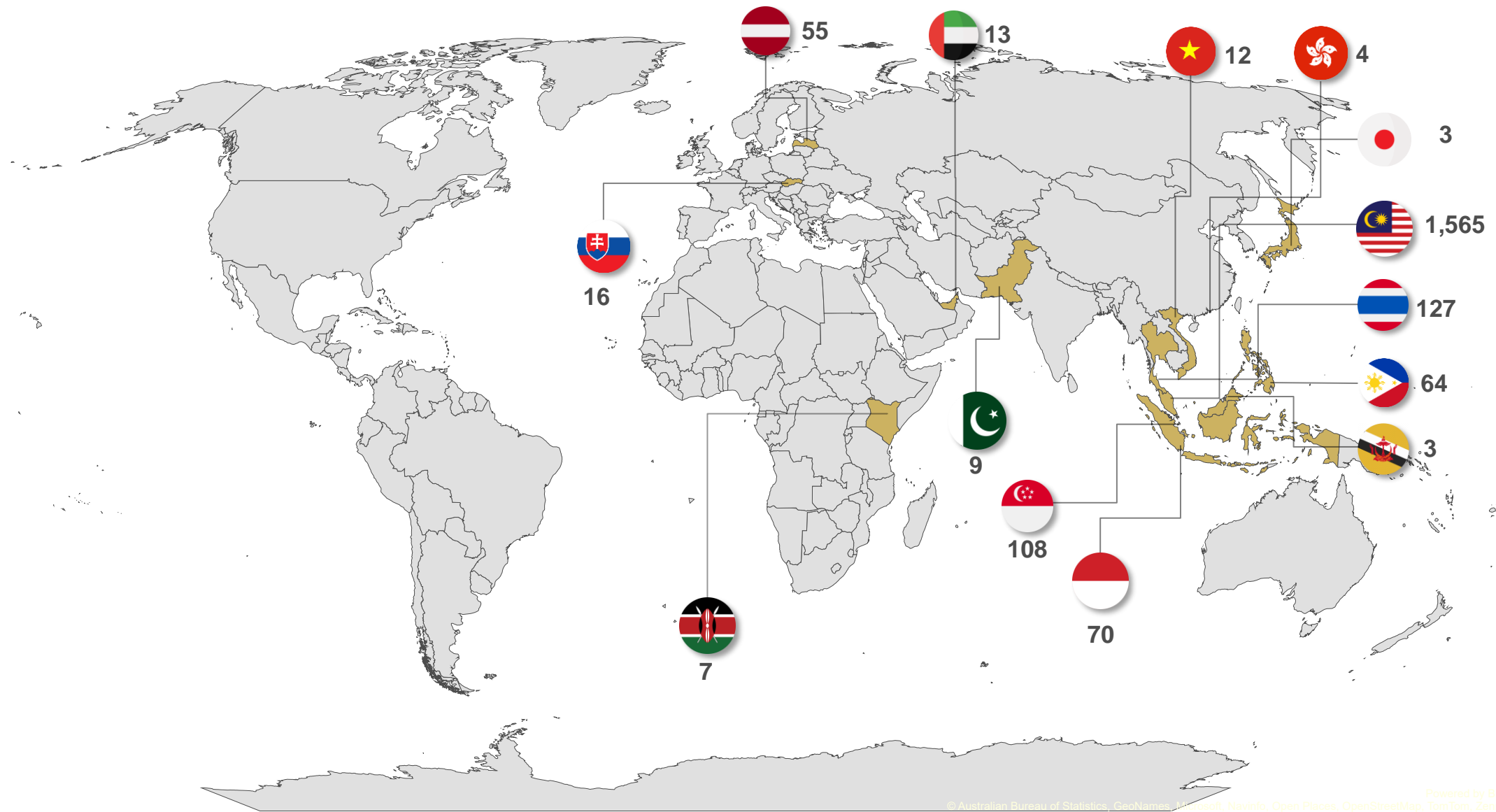
# MOVING FORWARD - FY2025 KEY PRIORITIES

FY2025 execution priorities

- **Recalibrate business model** to encourage **growth in software licensing** revenue segment
- Continue to **invest in our product suite and develop new products, including AI-related products**, to remain at the forefront of technological innovation
- Continue to **invest in partnerships, providing customers a path to modernise core banking platforms and provide cutting-edge solutions** needed to take customers forward into the age of AI
- Increase **collaborations internally and with key clients** on their technology transformation initiatives
- Continue to **extend market coverage and reach** through strategic partnerships
- Enhance the **strength and cohesiveness of our teams and people** for improved project delivery and software maintenance
- Continue to **improve our project implementation** to deliver projects in a more efficient and cost-effective way
- Continue to be an **employer of choice** and invest in our people with training, people strategy programs and a holistic compensation and benefits programs

# OUR PEOPLE AND COVERAGE

Over 2,000 employees across 14 countries



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**THANK YOU**

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