



**TELECHOICE INTERNATIONAL LIMITED**  
(REG. NO. 199802072R)

**UPDATES ON THE GROUP'S BUSINESS PERFORMANCE  
FOR THE FIRST QUARTER ENDED 31 MARCH 2026**

The Board of Directors (the "**Board**") of TeleChoice International Limited (the "**Company**", together with its subsidiaries, the "**Group**") wishes to provide the Group's business performance update for the first quarter ended 31 March 2026 ("**1Q2026**").

**FINANCIAL HIGHLIGHTS**

Revenue (S\$'M)	1Q2026	1Q2025	+/- (%)
<b>Personal Communications Solutions Services ("PCS")</b>	101.13	81.40	+24
<b>Info-Communications Technology Services ("ICT")</b>	27.09	15.17	+79
<b>Network Engineering Services ("NES")</b>	18.64	15.23	+22
<b>Group</b>	<b>146.86</b>	<b>111.80</b>	<b>+31</b>

Profit Before Tax (S\$'M)	1Q2026	1Q2025	+/- (%)
<b>PCS</b>	2.09	1.12	+87
<b>ICT</b>	0.06	0.05	+20
<b>NES</b>	0.17	0.13	+31
<b>Group</b>	<b>2.32</b>	<b>1.30</b>	<b>+78</b>

*The above figures have not been audited or reviewed by our auditors.*

The Group registered revenue of S\$146.86 million in 1Q2026, a 31% increase as compared to S\$111.80 million in 1Q2025. All divisions contributed to the increase in revenue in 1Q2026.

Profit before tax recorded in 1Q2026 of S\$2.32 million was an increase of 78% against 1Q2025 profit before tax of S\$1.3 million. All divisions reported an increase in profit in 1Q2026. The higher Group profit was largely attributed to higher gross profit partially offset by higher selling and marketing expenses.

The Group recorded a net current asset position as at 31 March 2026.

## **PCS Division**

In 1Q2026, PCS recorded revenue of S\$101.13 million and a profit before tax of S\$2.09 million. Against 1Q2025, this represents a 24% increase in revenue from S\$81.40 million and 87% increase in profit before tax from S\$1.12 million. The Malaysian operations continued to be a significant profit contributor and recorded higher profit before tax in 1Q2026 due to higher revenue recognised from the fourth-party logistics (“4PL”) fulfilment and managed services contract with U Mobile Sdn Bhd (“**U Mobile**”). The Singapore operations recorded higher operating loss in 1Q2026 against 1Q2025 due to lower margins from the sales mix and higher marketing expenses incurred to increase customer base in Singapore. The retail operations were also negatively impacted by the weak market.

Building on the momentum from the previous quarter, PCS continued to make steady progress across its key markets through the expansion of partnerships and retail operations. In Malaysia, PCS renewed its 4PL contract with U Mobile for another year and continued to meet the service level requirements set by U Mobile. During the quarter, the Division rolled out targeted campaigns and incentives for the Chinese New Year and Hari Raya festive periods. In Singapore, the Division maintained a cautious retail approach amid softer consumer sentiment and lower mall footfall. For HONOR, the focus shifted towards more affordable models to mitigate pricing pressures. For Samsung, the Division worked with channel partners to expand retail touchpoints and introduce incentives to strengthen retailer confidence and support market share recovery.

## **ICT Division**

In 1Q2026, ICT reported revenue of S\$27.09 million and a profit before tax of S\$0.06 million. Against 1Q2025, this represents a 79% increase in revenue from S\$15.17 million and 20% increase in profit before tax from S\$0.05 million. The revenue increase was mainly attributed to its Digital Infrastructure business. The slight improvement in profit before tax was contributed by the Communications business.

The Division remained focused on execution, supported by ongoing capability development, new customer wins and active partner engagement. Its IT business continued to be the main revenue and profit contributor, while the Communications business gained traction from growing customer demand for UCaaS and CCaaS solutions. In the Digital Infrastructure business, the Division secured key projects and renewals across the financial services, public sector and healthcare segments. Major wins included an S\$8 million storage leasing arrangement with a financial institution, a S\$6 million Oracle renewal with a utilities provider, and a S\$4 million deployment of Hitachi Virtual Storage Platform for a financial institution. The Division also strengthened its capabilities through product enablement initiatives and AI-driven sales training, while maintaining active engagement with customers and partners.

## **NES Division**

NES recorded revenue of S\$18.64 million and a profit before tax of S\$0.17 million in 1Q2026. Against 1Q2025, this represents a 22% increase in revenue from S\$15.23 million and a 31% increase in profit before tax from S\$0.13 million. The higher profit in 1Q2026 was mainly attributed to higher revenue and profit contribution from its Indonesian operations, partially offset by higher losses from the Singapore operations due to lower revenue and gross margins.

In Indonesia, the Division strengthened its position as a leading provider of network engineering solutions, supporting telcos and technology vendors in the expansion of 4G and deployment of 5G infrastructure. During the quarter, the Division recorded year-on-year

revenue growth driven by higher project activity and customer demand. It also secured a S\$24 million order to supply coolant distribution units to a data centre owner. The Division will continue expanding its data centre capabilities, including power, cooling and structured cabling solutions, in collaboration with partners such as Huawei, Nokia and Ericsson. In Singapore, the Division strengthened its structured cabling business as Aginode's largest distributor in Southeast Asia, helping to cushion lower telecommunications capital expenditure for engineering services. In Malaysia, the Division continued to benefit from U Mobile's nationwide 5G rollout across outdoor and in-building projects, while expanding its data centre capabilities to support growing demand for digital infrastructure.

## **OUTLOOK**

Looking ahead, economic growth across the Group's key markets, including Singapore, Malaysia and Indonesia, is expected to moderate in 2026 amid global uncertainties. The telecommunications and ICT customer sectors in which the Group operates are expected to remain resilient. This is driven by structural demand from AI, 5G, cloud and digital infrastructure spending. However, the operating environment remains uncertain. Higher energy costs, inflationary pressures and geopolitical developments potentially weigh on activity, keeping economic momentum measured in the near term.

For FY2026, the Group expects business performance to remain stable, with growth supported by contributions from its three divisions. Overall profitability is expected to be sustainable, supported by ongoing cost management and operational discipline.

PCS is poised to remain a steady contributor to the Group's performance on the back of continued demand for mobile devices and services in Malaysia. The successful renewal of the Group's 4PL contract with U Mobile reinforces its long-term partnership and supports the Division's performance going forward. The renewal also partially mitigates the decline in retail management revenue and profits following U Mobile's insourcing of selected outlets. PCS's performance should also benefit from a pipeline of new HONOR and Samsung device launches, although contributions will depend on consumer demand and market acceptance of the new products in an increasingly crowded market.

ICT is expected to deliver stable growth supported by its existing contract base and sustained demand for enterprise solutions and managed services. This outlook is supported by a growing pipeline across cloud and on-premises solutions, with a focus on AI-enabled customer engagement, platforms and infrastructure. The Division will continue to cross-sell within key accounts and bring integrated, AI-enabled solutions to the market through closer vendor collaborations. Despite the healthy demand, operating conditions remain dynamic, with extended lead times potentially affecting project timelines and conversion rates.

NES is set to record improved revenue and profit amid continued demand for telecommunications and digital infrastructure expansion, upgrades and managed services projects. However, its performance is subject to usual project execution and delivery timelines. As the majority of its profits is derived from its Indonesian operations, profit recognition may also be affected by foreign exchange fluctuations.

The Group has announced on 27 March 2026 that it has participated in a tender for a data centre project in Malaysia. The results of the tender evaluation will likely be disclosed within the next 6 months. If successful, the overall project is likely to contribute positively to the Group's performance. While opportunities of this nature may present potential avenues for growth, they will also impact the Group's business mix and scale, as well as its overall risk profile.

The above outlook is based on current conditions and assumptions and is subject to risks and uncertainties. Actual results may differ materially from those expressed or implied.

BY ORDER OF THE BOARD

Pauline Wong Mae Sum  
Executive Director and President and Chief Executive Officer  
14 May 2026