



Silverlake Axis Ltd.

Annual General Meeting FY2023 Corporate Presentation

26 Oct 2023



AGENDA



- 1 Financial Highlights FY2023
- 2 Revenue Analysis
- 3 Prospects and Wins
- 4 Strategy Execution
- 5 FY2023 Key Business Highlights
- 6 FY2024 Priorities

FINANCIAL HIGHLIGHTS FY2023

Robust and Consistent Financial performance delivered

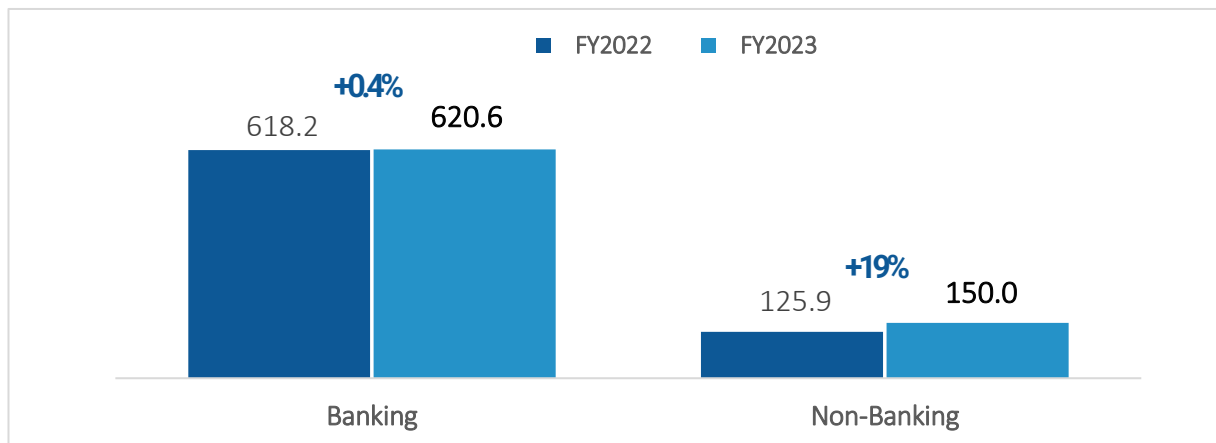
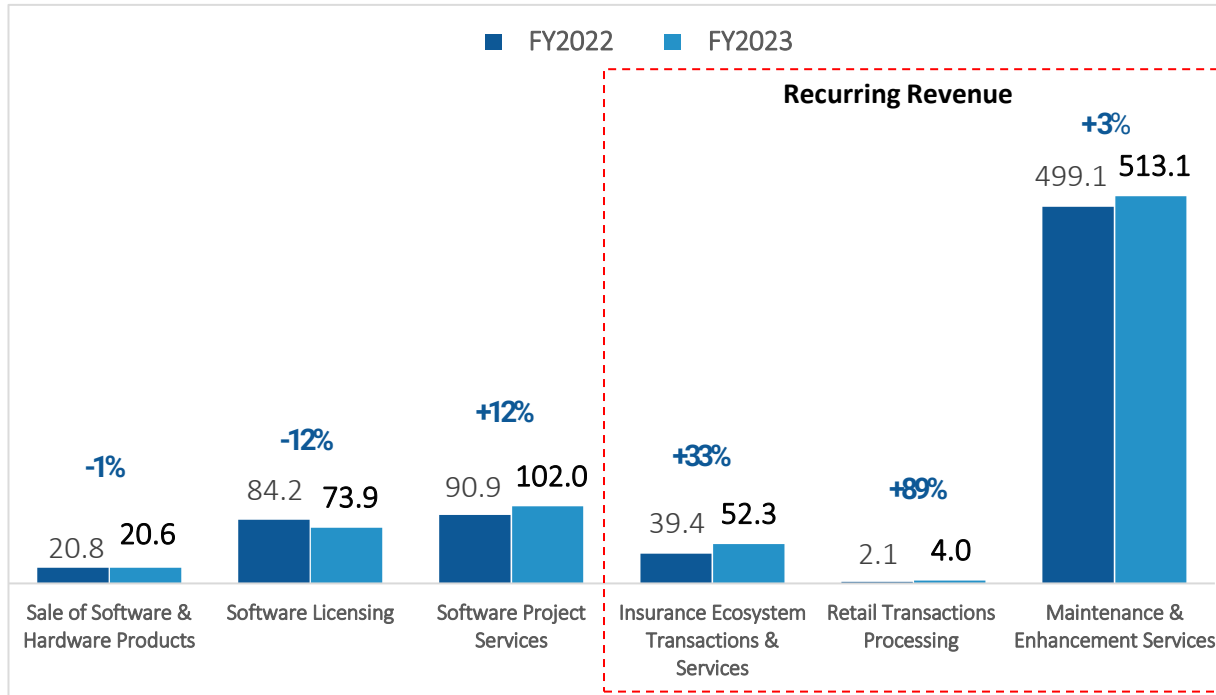


- 1 Revenue**
Growth in most key segments
- 2 Profit After Tax**
PAT margin of 22% tracking to historical
- 3 EBITDA**
EBITDA margin at 35% tracking to historical
- 4 Operating Cash Flow**
Positive and balanced with Increased R&D
- 5 Cash and Bank Balances & Money Market Fund**
Liquidity cover to sustain operations for minimum 9 months
- 6 Earnings per Share**
Decrease of 1%

Value	YoY % Change
RM 765.9mil	+4%
RM 170.3mil	-7%
RM 265.6mil	-1%
RM 127.4mil	-60%
RM 531.8mil	-13%
RM 0.0676	-1%

REVENUE BREAKDOWN ANALYSIS (RM'mil)

Recurring revenue from Maintenance & Enhancement Services, Insurance Ecosystem and Retail Transactions Processing and Services show sustained momentum in FY2023

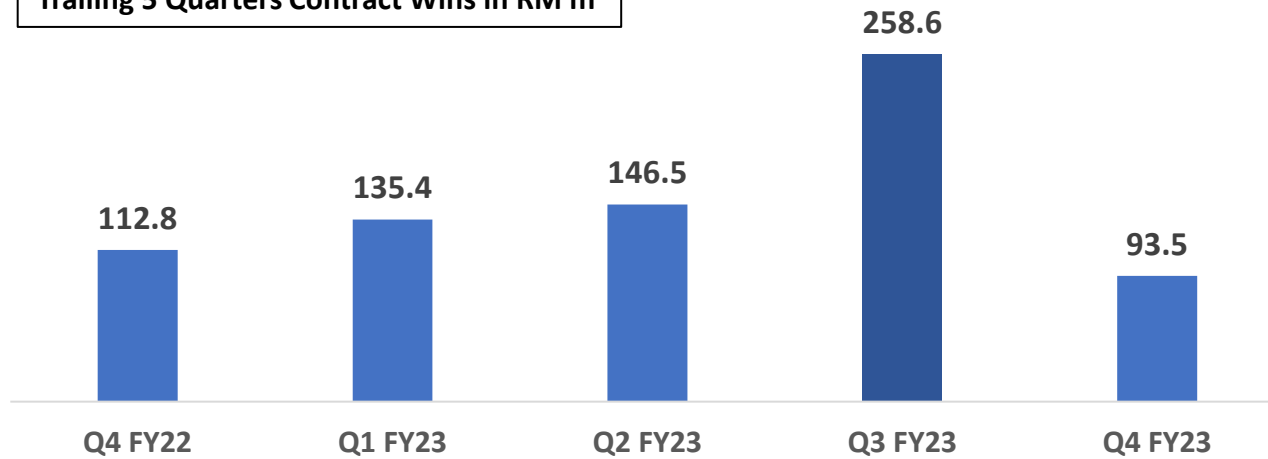


- Modest growth across all revenue streams
- Recurring revenue segment is the largest contributor (**74% to Group Revenue**) – growth in FY2023 with strong underlying momentum
- Highest Contract Wins in FY2023 (**RM635m**) – Contributes to revenue growth in Project Services and higher revenue to materialise from FY2024 onwards
- Strong SaaS revenue with +37% growth due to higher volume of claims and policy processing
- **Banking Group** contributes 81% to total Revenue
- **Non-Banking** grew +19% YOY and has strong growth potential

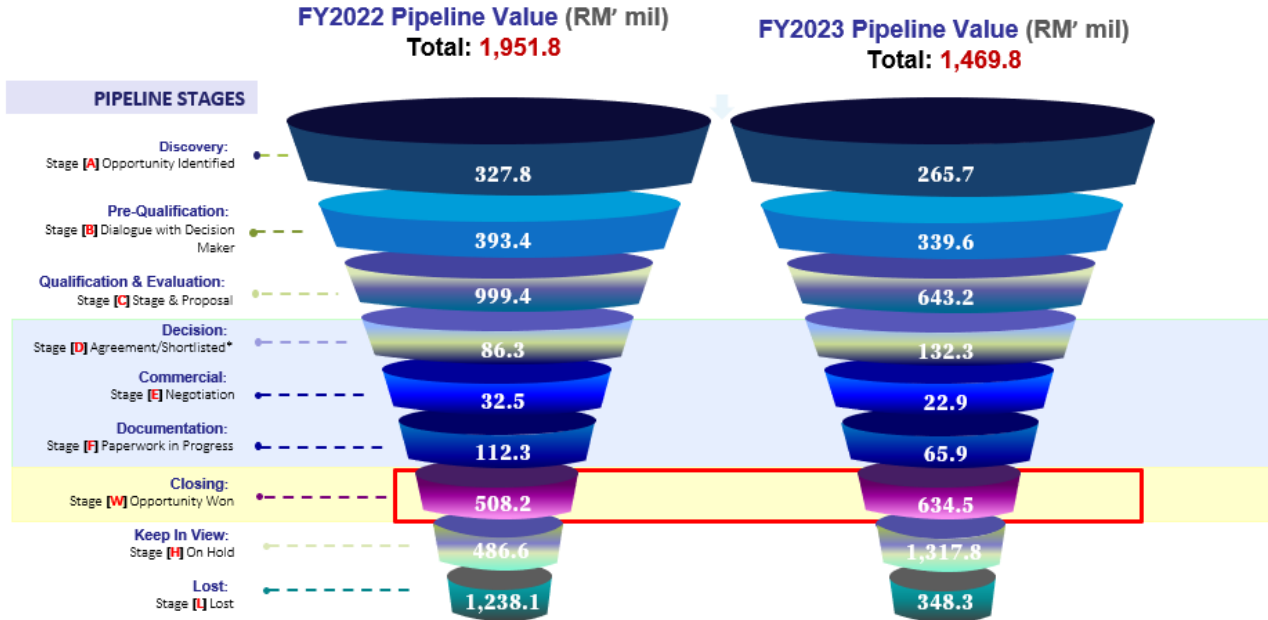
Prospects and Wins

Creating opportunities and Closing Deals

Trailing 5 Quarters Contract Wins in RM'm



- Highest Contract Wins ever recorded in FY2023 – **RM635m** (27% higher than preceding year)
- Averaging more than **RM100m** wins per quarter through FY2023
- Peaked at Q3 FY2023 due to a significant contract win
- Banking contract contributes to more than 85% of total contract value
- Healthy deals pipeline value **RM1.47b** of which **RM221m** in advanced stages of closure.
- We expect to see more contract wins in FY2024 given our strong pipeline



Notable Contract Wins for FY2023



A Malaysian Bank
RM185m



A Financial Institution in UAE
RM53m



A Thailand Bank
RM21m



A Regional Bank in SEA
RM23m

Strategy Execution

Alignment to our Strategic Pillars and transformation agenda

- Cultivate Collaborative Relationships with Our **Customers** to Gain Deeper Insights and Support Their Digital Transformation Journey
- Strengthen and Align Our Client **Engagement** Team and Organisation
- Continue to expand and Cultivate Strategic **Partnerships**
- Continue to evolve and optimise our **Product** suite, drive **Innovation** and Expand reach Across All Platforms with R&D Investment
- **Establish** Ourselves as an Employer of Choice to Attract and Retain Top Talent
- Grow **Software-as-a-Service** business to RM500m standalone
- Reaffirm Our Commitment to **Environmental, Social, and Governance (ESG)** Initiatives to Positively Impact All Stakeholders



FY2023 HIGHLIGHTS

Key Achievements to operating plan and long term value creation

- 6 new named banks added and first significant MÖBIUS deal in Malaysia.
- Insurtech business unit **Fermion grew by 21%**.
- **Strong Software-as-a-Service (SaaS) revenue** from our retail QR unit for 3 consecutive years.
- Significant **focus and emphasis on project delivery** – implementation of deals closed. Currently more than 50 projects running concurrently which bodes well for our project services revenue.
- In Product development, we **continue to shape and enhance MÖBIUS' digital capabilities**, as well as our other core banking platforms to capture share of market.
- **People are our business** – we continue to invest in talent; with new leaders joining the organisation, strengthening the leadership bench.
- **Greater visibility through enhanced branding and marketing efforts**, resulting in increased penetration across media channels. (Linkedin +13k non SAL Followers)

Awards and Media

Awards

- **GIFA Market Leadership Award for Islamic Finance Technology Solutions in 2023** – *Global Islamic Finance Award*
- **Excellence in Work-Life Harmony; Excellence in HR Change Management; Most People Focused CEO; Young HR Talent of the Year** – *HR Excellence Awards Malaysia 2022*
- **Best Investor Relations Award (Silver)** – *The Singapore Corporate Awards 2022*

Media

- *Silverlake partners with Safeguards to launch Malaysia's First Independent ATM Deployer*
- *Silverlake & IDC dialogue with Key Philippine Banking Executives*
- *Silverlake signs MOU with Forward School to develop tech talent*
- *SCB launches micro-lending business through Partnership with Silverlake*

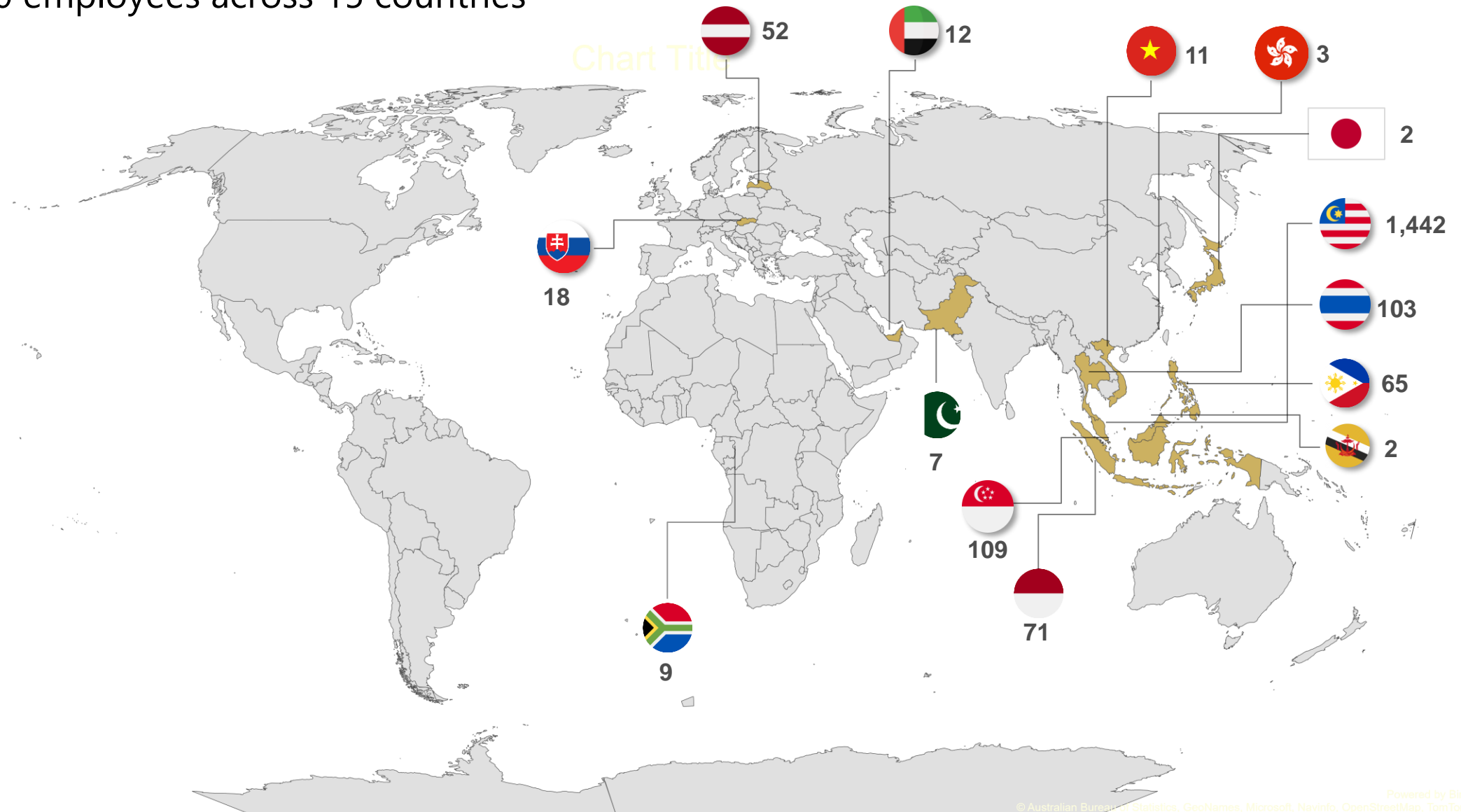
Moving Forward - FY2024 KEY PRIORITIES

FY2024 Execution Priorities

- Continue to **invest and position our product suite** to ensure we remain at the forefront of technological innovation including AI applications and integrations to current products.
- **Inculcate customer centric values** and make every customer experience a net positive.
- Continue the journey and **evolution of the global organisation into a world class operator** that delivers superior financial metrics by investing in areas to future proof our business and ensure organisational long-term sustainability.
- **Extend our market coverage and reach**; through building strategic partnerships with credible external parties.
- **Innovate and scale our proprietary IP assets** across all our core banking platforms SIBS, MÖBIUS and Symmetri.
- Position ourselves as an **employer of choice** to attract and retain talent.
- **Expand the Fermion business beyond e-Claims** and position SAL as the leading provider of end-to-end insurtech services and platforms.
- **Deliver an integrated environmental, social and governance (“ESG”)** strategy combining this with our sustainability and thereby ensuring a focused and holistic program with tangible outcomes.

Our People and Coverage

Over 2,000 employees across 15 countries





Thank You

