



Investor Day
31 August 2022

Ng Kuo Pin, CEO, NCS

Our Growth Strategy: 3 axes of growth for a regionalising NCS

riding the post-pandemic wave of digitalisation across APAC

#1

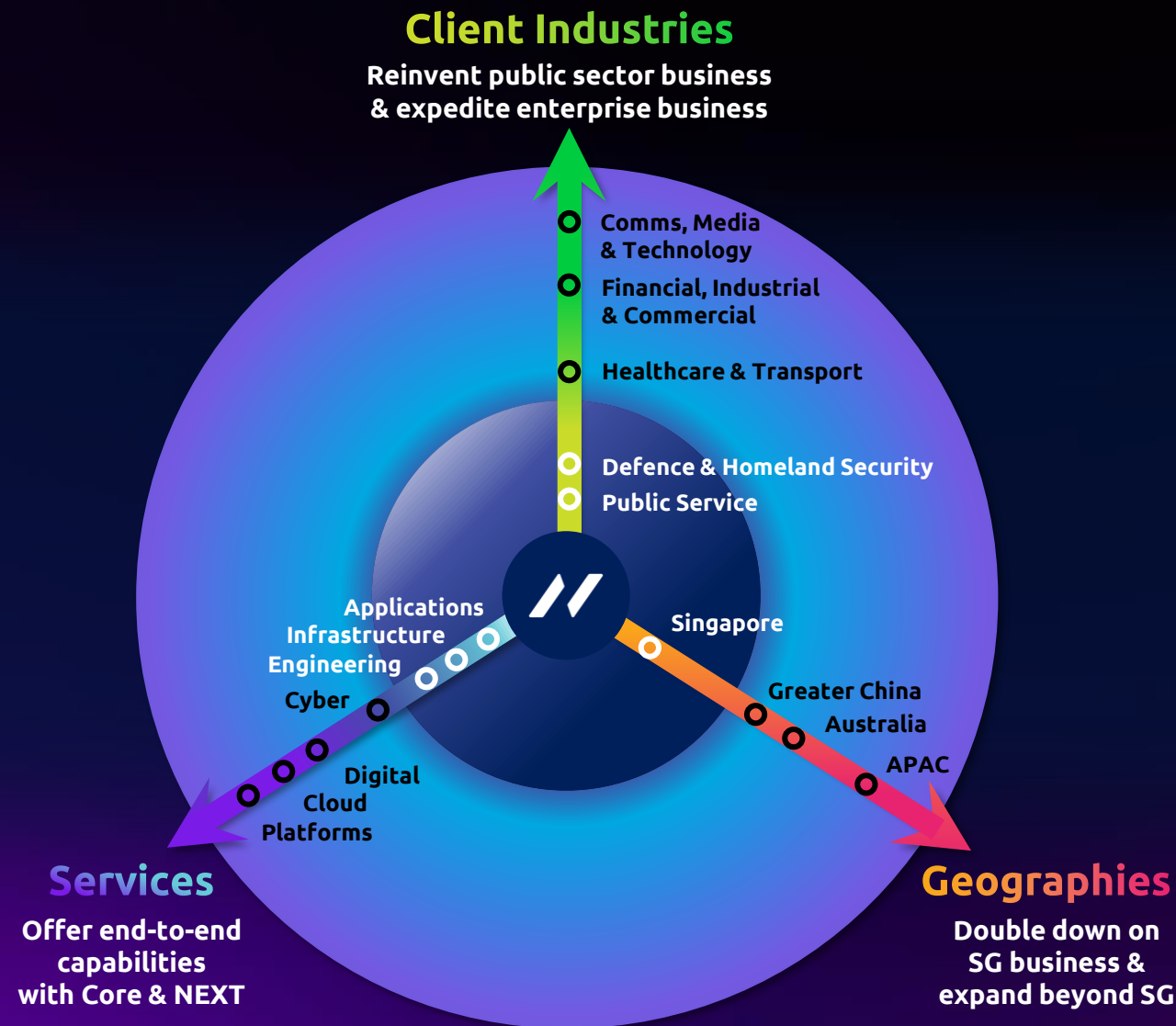
Market leadership in IT services in SG and SEA²

S\$2.4B

FY22 Group Revenue¹

49%

Rev driven by digital, cloud, platforms and cyber services¹



12,000

Talent across SG, AU, HK, CN & IN

>4,000

Active projects

>20

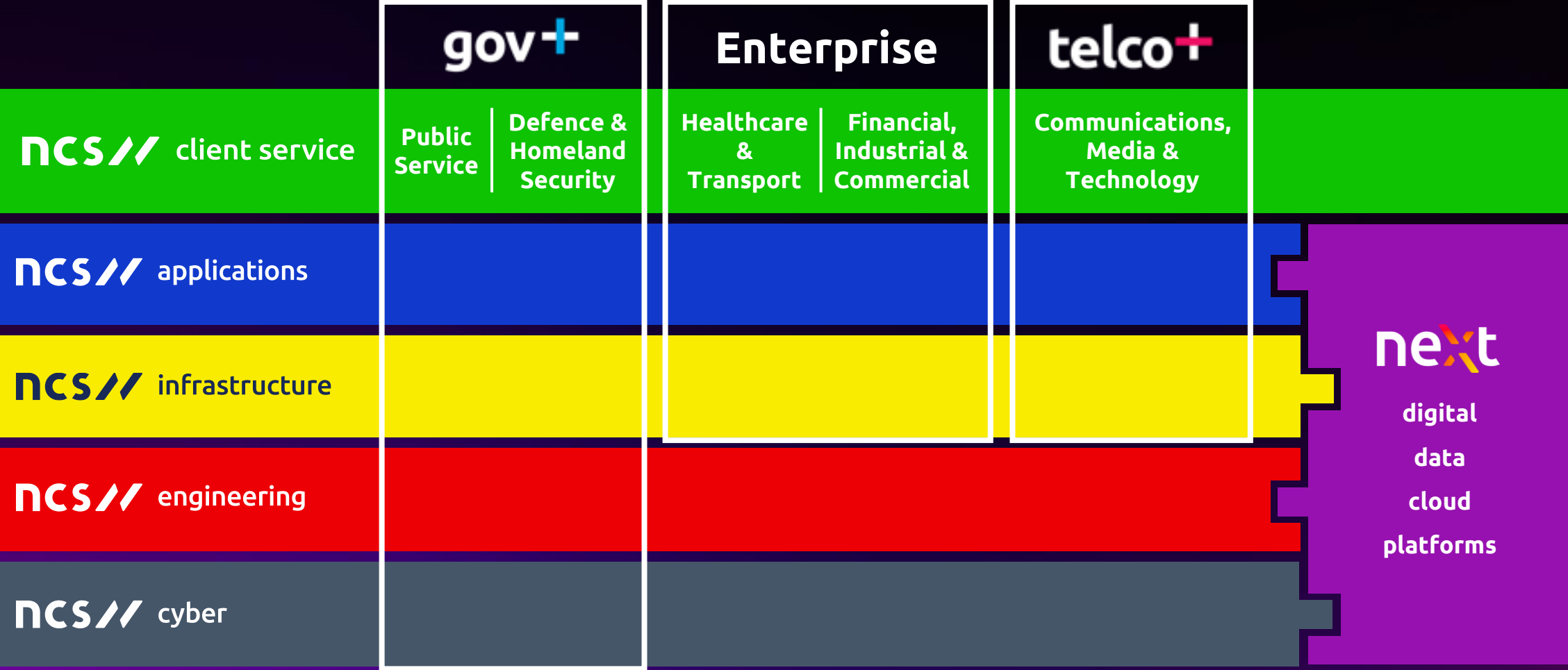
Cities in APAC

1. Financial Year Ended 31 Mar 2022
2. Source: Gartner "Market Share: IT Services, Worldwide 2021", Neha Sethi et al., 8 Apr 2022. Singtel has No. 1 Market Share in IT Services in SEA (Southeast Asia) = Singapore, Malaysia, Thailand, Indonesia and Rest of Emerging Asia Pacific.

Our Colours of NCS: One diverse yet integrated Team

creating value to our clients through 3 strategic business groups

Strategic Business Groups



Our Growth Engine: One global next

igniting possibilities, and delivering the next innovations and experiences



 **digital**

Digital
Transformation

Digital
Experience

Experience
Solutions

Digitalising
Operations

 **data**

Data
Consulting

Big Data

Applied
Analytics

AI/ML
Apps

 **cloud**

Cloud
Strategy

Cloud
Migration

Cloud
FinOps

Cloud
Innovation

 **platforms**

Smart
Infrastructure

Robotics &
Automation

Augmented
Cognition

Incubation

Our Growth Market: Australia

forming an innovative, trusted, scalable, agile and home-grown Australian team

NCS// Australia

Focus Industries:

gov+

telco+

Health

Transport/Logistics

Financial Services

Industrial & Commercial

NCS Dialog

(Applications)

ACCESSHQ
assurance + testing

 **CATAPULT BI**

ICE MEDIA

ncs// next

(Digital, Data, Cloud)

ARQ

Riley.
an NCS company

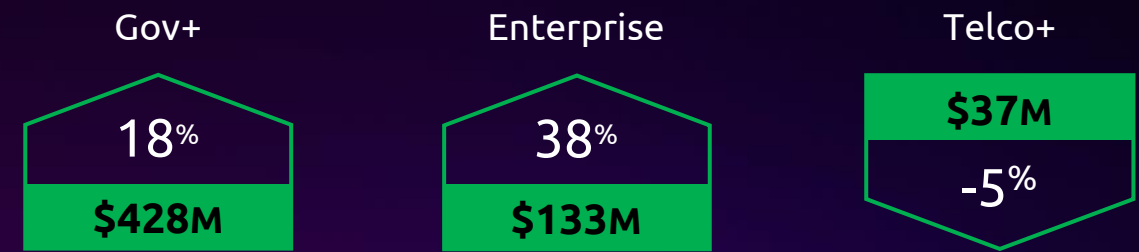
 **EIGHTY20**
SOLUTIONS

NCS FY23 Q1 Scorecard

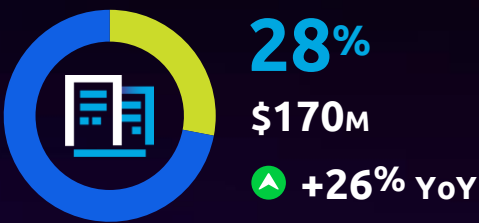
| REVENUE ¹ | EBITDA | EBIT | BOOKINGS |
|----------------------|-------------|------------|----------|
| \$598M | \$70M (12%) | \$48M (8%) | \$600M |
| ▲ +13% YoY | ▼ -17% YoY | ▼ -25% YoY | |

¹ NCS-originated revenue grew 20% YoY

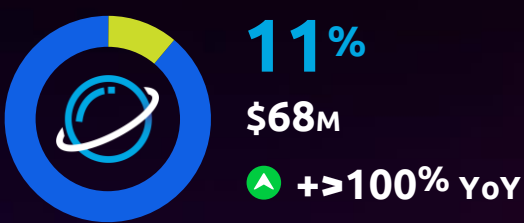
Strategic Business Groups revenue & YoY



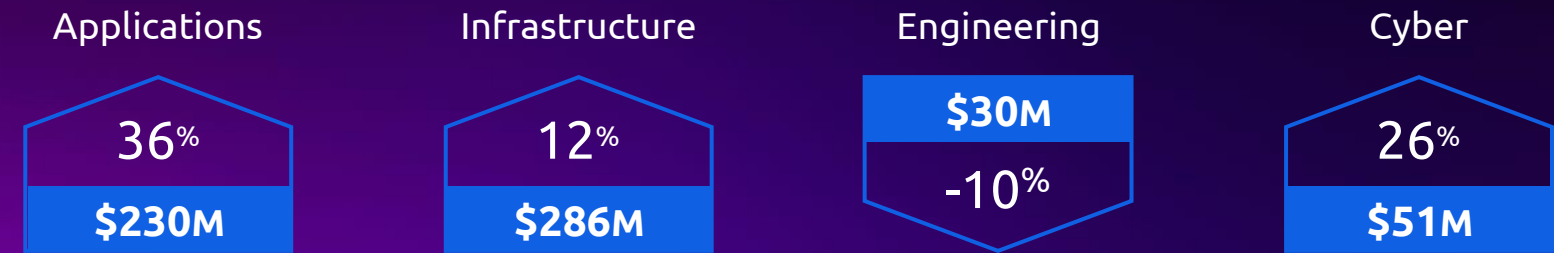
Enterprise & Telco+



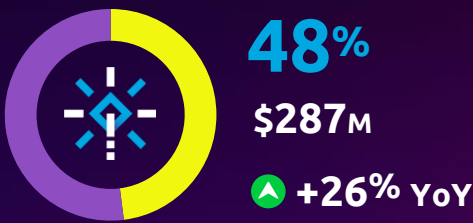
Beyond Singapore



Line of Business revenue & YoY



Digital | Cloud | Platforms | Cyber



Looking Ahead

Market

- **Cloud** and **AI** adoption deepens, as companies double down on digital transformation
- Leading companies starting to experiment with **MetaVerse** and transition from Web2 to **Web3**
- **ESG** drives new wave of tech services demand and opportunities



- Expect pressure on EBIT due to rising talent costs and impact of acquisition (deliberate investments NCS are making as part of our growth strategy)
- Execute 3 levers of growth to propel our strategy
 - **Globalising Talent**
 - **Industrialising Capabilities**
 - **Investing in Strategic Partnerships**



make extraordinary happen