

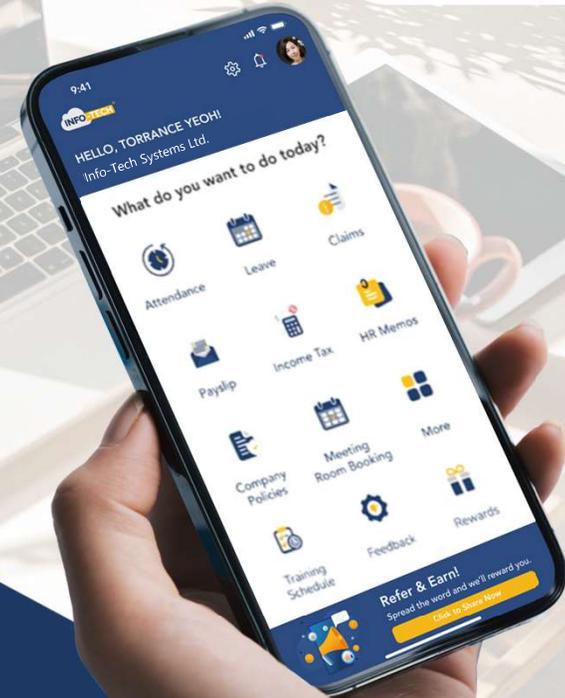


# INFO-TECH

HRMS & ACCOUNTING SOFTWARE

**FY2025 Results Presentation**

24 February 2026



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**Section 1**

# **Overview of FY2025**



# FY2025 – Financial Highlights

Strong financial results coupled with strategies to drive sequential momentum in FY2025

**S\$56.5m**  
+29% YoY

**REVENUE**

- Led by a significant **4x** YoY growth from **Academy Training** under Services segment

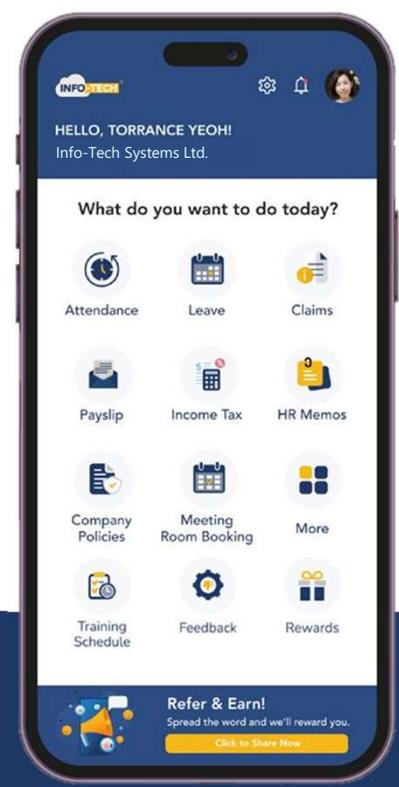
**S\$24.2m**  
+42% YoY  
**ADJUSTED EBITDA<sup>(1)</sup>**

**S\$18.0m**  
+46% YoY  
**ADJUSTED PAT<sup>(1)</sup>**

**S\$67.3m**  
As at 31 December 2025  
**TOTAL CASH BALANCE**

**3.50 cents**  
Per ordinary share  
**TOTAL DIVIDEND**

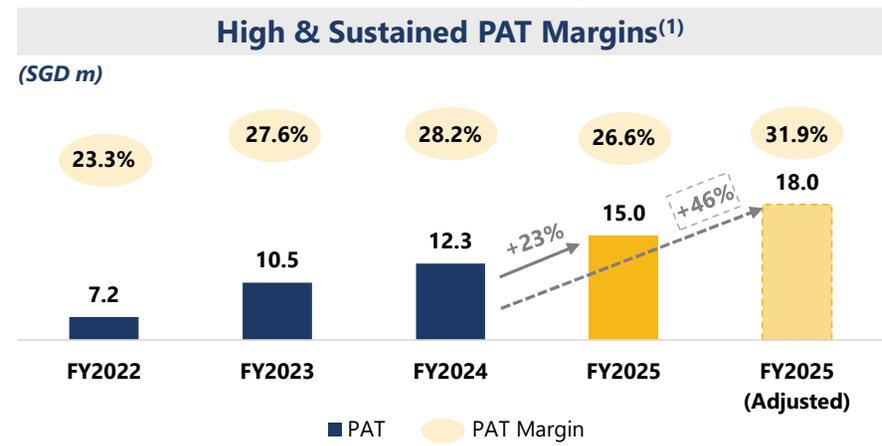
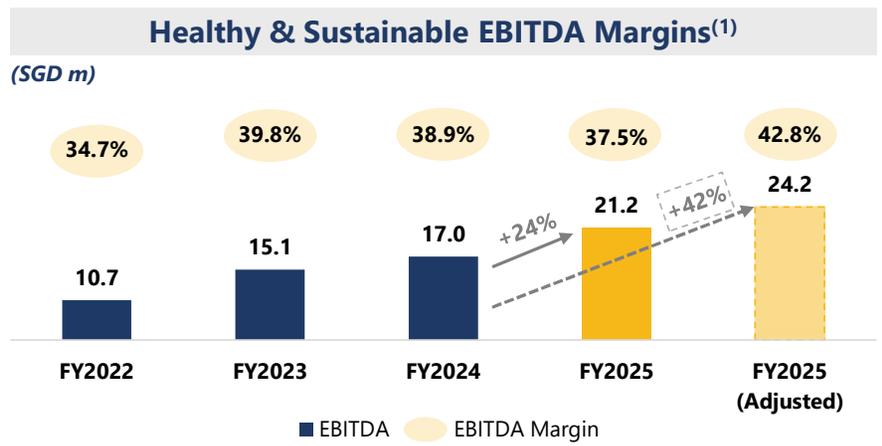
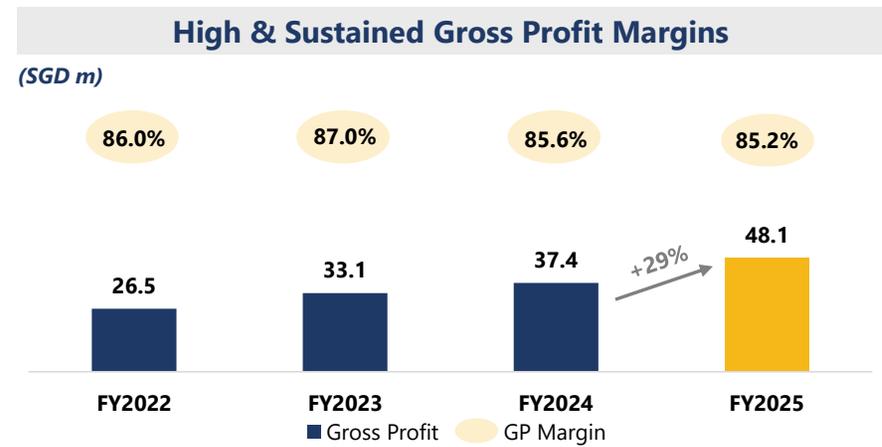
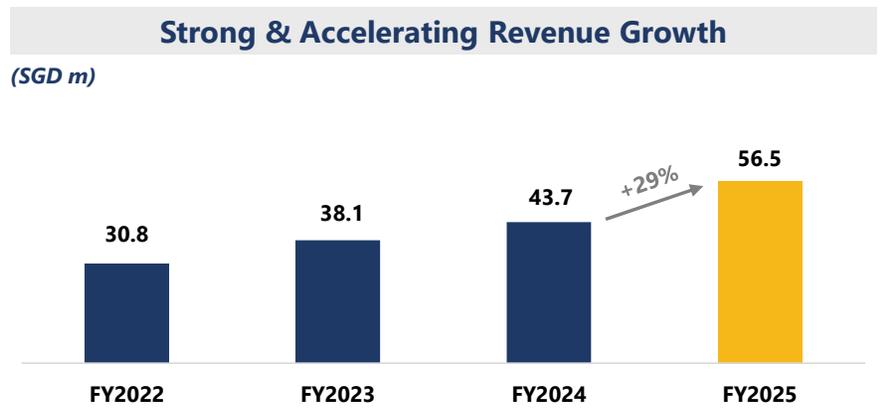
**1.55cents** | **1.95cents**  
INTERIM DIVIDEND (PAID) | FINAL DIVIDEND (PROPOSED)



Source: Company information, numbers may not tie due to rounding (refer to results announcement); (1) EBITDA and PAT in 2H FY2025 are adjusted for one-off listing expenses amounting to c. S\$2.9m one-off relocation expenses for the Malaysia office amounting to c. S\$0.1m



# FY2025 – Performance Review

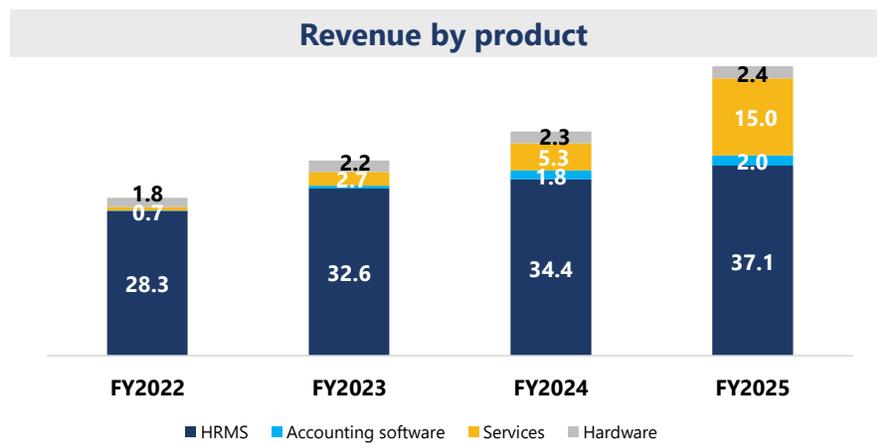
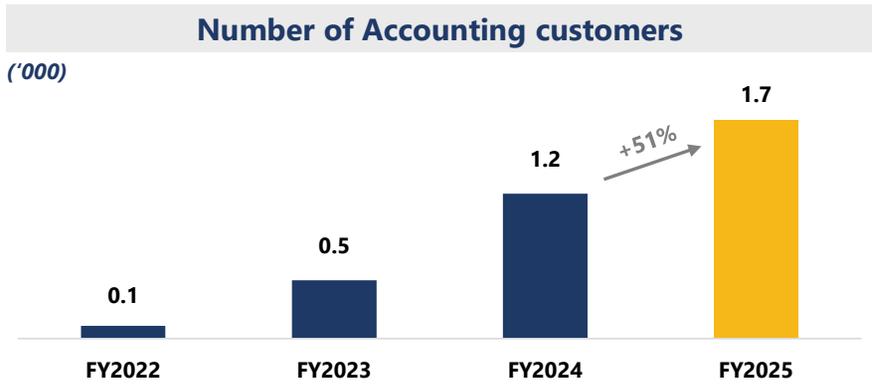
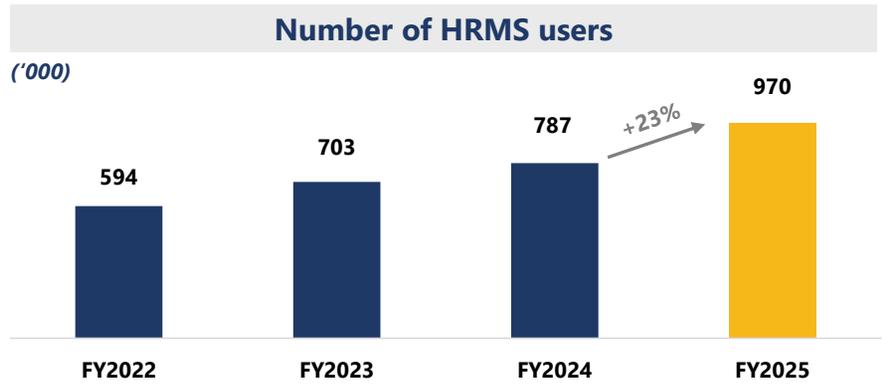


Note: Financial year ending 31 December; (1) EBITDA and PAT in FY2025 are adjusted for one-off listing expenses amounting to c. S\$2.9m and one-off relocation expenses for the Malaysia office amounting to c. S\$0.1m



# FY2025 – Performance Review

Steady growth in our core HRMS and Accounting Software with stable customer retention rate of 90%, complemented by significant expansion in our synergistic Academy Training segment



### Academy

**> 18,000**

+15,000 in FY2025

Registrations with Academy

**> 80%**

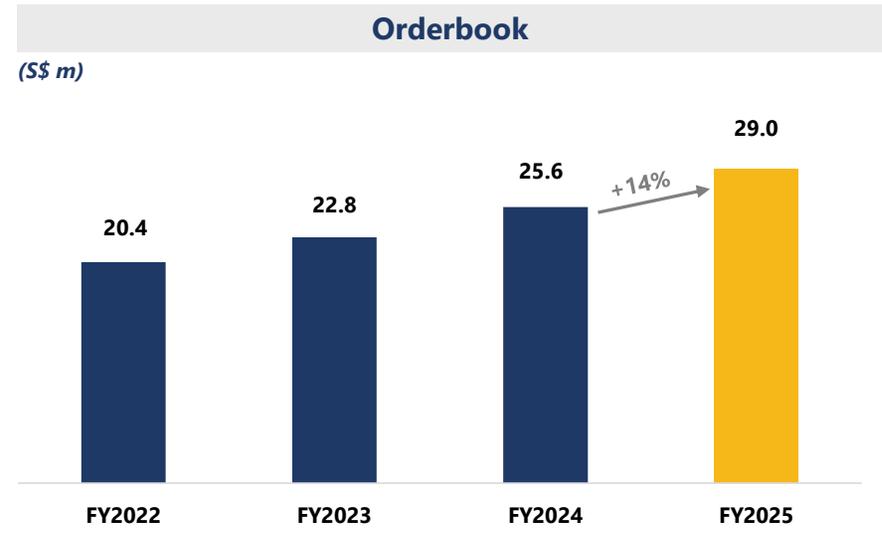
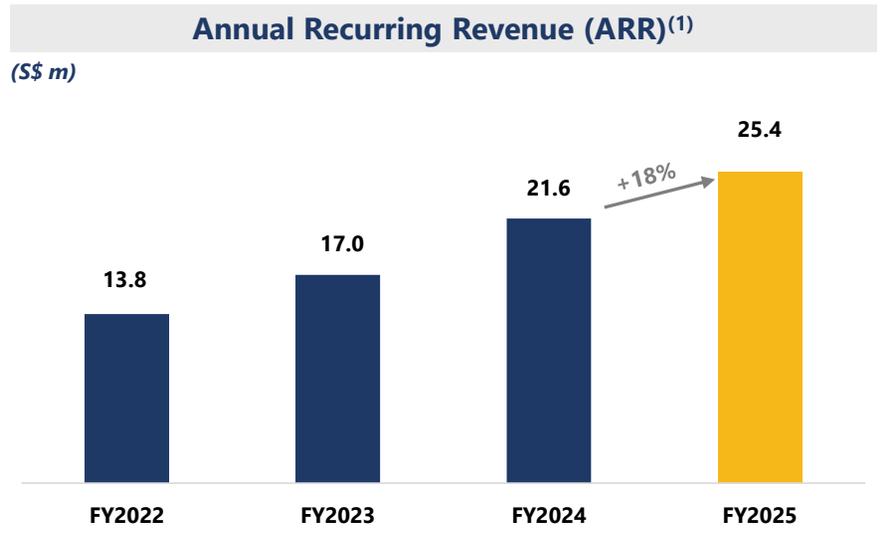
of FY2025 registrations

were AI-Related Courses



# FY2025 – Performance Review

Sustained growth in recurring revenue backed by strengthening orderbook



- Continued ARR growth from an expanding subscription user base

- Strong orderbook of S\$29.0m provides good visibility for future earnings and certainty of revenue

Note: (1) ARR is defined as the annualised value of all maintenance revenue contracts as at period end, except for Singapore where only the maintenance revenue from the second year of subscription onwards is included because of the implementation of package pricing for the first year of subscription

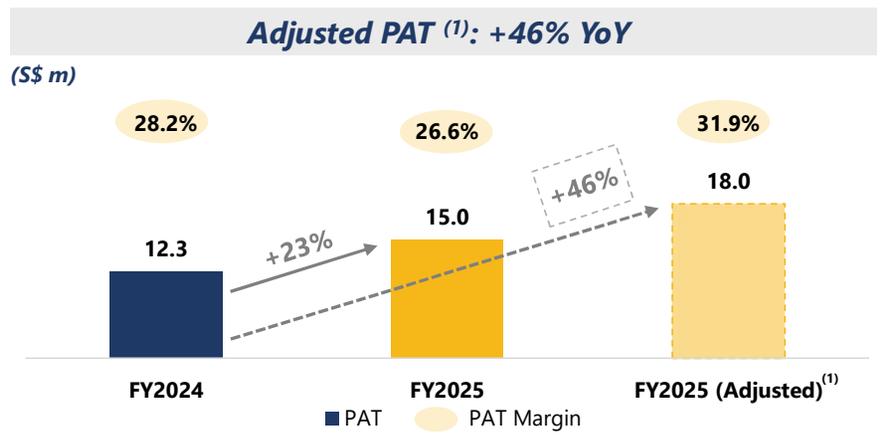
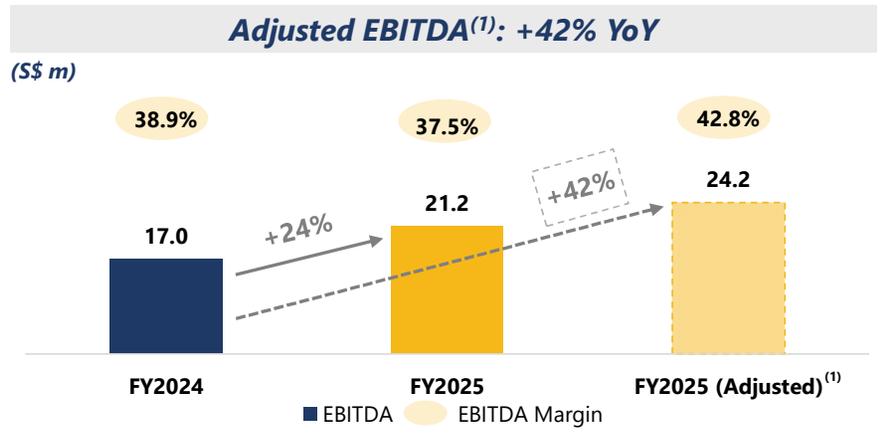


**Section 2**

**Financial  
Highlights**



# STRONG SALES, EARNINGS AND MARGINS GROWTH



S\$'000	FY2024	FY2025	% YoY
Revenue	43,713	56,486	29
Cost of sales	(6,297)	(8,363)	33
Gross profit	37,416	48,123	29
Adjusted OPEX <sup>(1)(2)</sup>	(22,620)	(26,293)	16
Adjusted operating profit <sup>(1)(2)</sup>	14,796	21,740	47
Adjusted EBITDA <sup>(1)</sup>	17,014	24,156	42
Net finance costs/income	(13)	124	n.m.
Adjusted PBT <sup>(1)</sup>	14,898	22,064	48
Tax expense	(2,559)	(4,042)	58
Adjusted PAT <sup>(1)</sup>	12,339	18,020	46

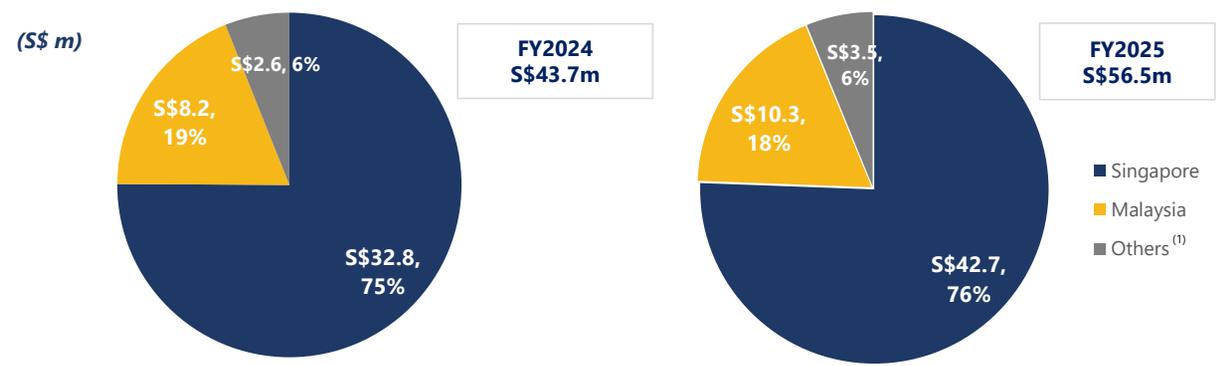
(1) OPEX, EBITDA, PBT, and PAT in FY2025 are adjusted for one-off listing expenses amounting to c. S\$2.9m and one-off relocation expenses for the Malaysia office amounting to c. S\$0.1m, (2) Excludes other income of S\$115k in FY2024 and S\$200k in FY2025



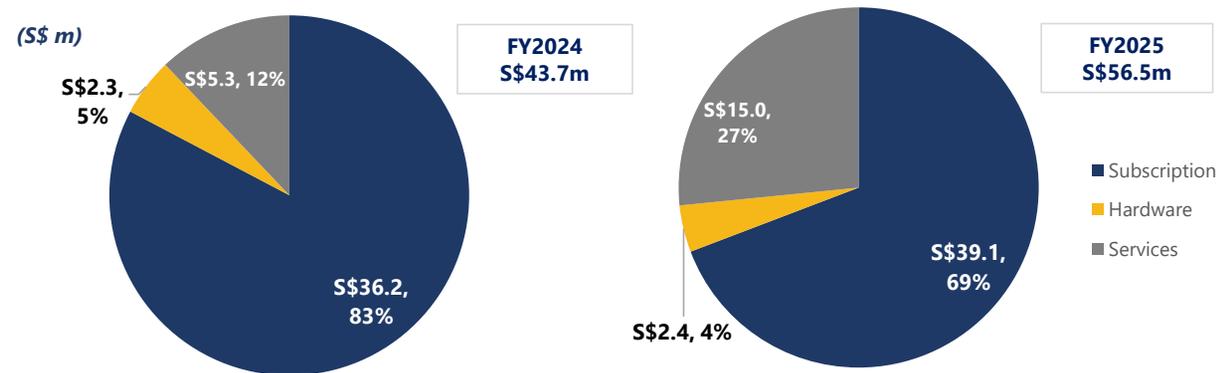
# REVENUE BREAKDOWN

All markets delivered double-digit revenue growth

Revenue by geographical segment



Revenue by major product/service lines



Note: (1) Primarily includes Hong Kong and India

**Sustained growth in overseas market**

- Malaysia, Hong Kong and India continue to show robust demand for HRMS and Accounting software solutions

**Singapore remains core**

- Revenue rose 30% YoY, driven by three-fold revenue increase in Services revenue due to Academy training in 2H FY2025

## STRONG BALANCE SHEET AND CASH FLOW

### Net Cash Balance Sheet – No Bank Borrowings

**S\$67.3m**  
Cash and cash  
equivalents

**+S\$16.8m**  
Net cash from  
operations

### Dividend

Interim  
**1.55cents**  
per ordinary share

Final (Proposed)  
**1.95cents**  
per ordinary share

- Total dividend for FY2025: 3.50 cents, represents a dividend payout ratio of 60% of FY2025 PAT and 50% of FY2025 adjusted PAT
- Final dividend totalling S\$5.03m is payable on 15 May 2026

Note; (1) FCF is defined as cash flow from operations less purchase of PPE less purchase of intangible assets

### Cash generative business...

S\$'000	FY2024	FY2025
Cash from operating activities	18,026	16,828
Less capital expenditure	(396)	(986)
<b>Free cash flow<sup>(1)</sup></b>	<b>16,432</b>	<b>16,869</b>

### ...Contributing to a strengthening balance sheet

S\$'000	31 Dec 2024	31 Dec 2025
<b>Net cash</b>	<b>29,715</b>	<b>67,284</b>
Current assets	76,602	33,595
Current liabilities	31,013	38,478
<b>Working capital</b>	<b>2,582</b>	<b>38,124</b>
<b>Total net assets</b>	<b>3,982</b>	<b>39,886</b>
Retained earnings	3,997	12,518
Share capital and reserves	(15)	27,368
<b>Total equity</b>	<b>3,982</b>	<b>39,886</b>



**Section 3**

**Outlook**

## Highlights and Direction

### 1 Broadening product coverage for our SME customers

- Launched integrated **CRM** (Feb 2026), complementing existing HRMS and Accounting platforms
- **Ongoing marketing and customer engagement initiatives** to drive adoption across existing and new customers

### 2 Positioning for sustained growth and favourable market potential

- **Expansion of Academy course offerings** to support growth in digital skills and AI training demand
- **Increased marketing investments** to accelerate lead generation and customer acquisition
- **Geographic expansion** through incorporation of a wholly owned subsidiary in Dubai, UAE
- Continued growth momentum **supported by digitalisation initiatives** across **Singapore, Malaysia, Hong Kong, and India**

### 3 Sustained profit growth through margin focus

- **Strong profitability growth**, supported by revenue expansion and continued cost discipline
- **Leveraging operational scale** across **India and Malaysia** to enhance efficiency and service capabilities
- **Rising demand** for **AI-focused training programmes**, contributing to revenue diversification



# Thank You

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