



AI Integration for
Intelligent innovation



Cost Optimization
for Maximum EfficiencyG



ESG Principles for
Sustainable Growth

TECH WITH PURPOSE

OPPORTUNITY DAY PRESENTATION

YE/2023

2023 HIGHLIGHTS



FINANCIALS

MFEC displayed **operating revenue of Baht 6,739 million**, increased by **15.3% YoY**, driven by strong performance of cloud solution services and increase in recurring income segment

Moreover, the Company can secure the **back-log lasting up to almost 6 years** at a total of Baht 7,563 million



MFEC REINFORCE A SUSTAINABLE BUSINESS MODEL

- **ESG Rating** : MFEC received an "AA" from SET ESG Ratings 2023.
- **AGM Excellence** : Achieved "Excellent CG Scoring" for the 5th year.
- **CG Score** : Scored 96 in AGM Checklist, with a 5/5 in Corporate Governance.



BECOME A FULL-SCALE CYBER SECURITY PROVIDER

MFEC hosted the first MFEC cyber security event under '**Cyber Sec Pro**'. A knowledge sharing event as well as showcasing safety technology from MFEC's service partners, all in one place.



PREPARE FOR INVESTMENTS IN NEW S-CURVE

Our key investment with TIS Global led to the establishment of SGV, designed as an investment arm with a first-year investment pipeline

During 2023, MFEC have obtained funds from the divestment of Vulcan in which this money will be reinvested into a new S-Curve



01

Company Overview

Business Overview of MFEC Public Company Limited on the Company structure, Business Unit Breakdown, Key Strengths and Achievements

MFEC AT A GLANCE

A Local Enabler With A Global Vision



27

Years

*Of Experience in Computer and
Technology Field*



1,500

Employees

*with over 400+ certified global
certifications*



68M+

Users

Users that uses MFEC Services



3

Main Industries

*With expertise:
Banking/Finance,
Telecommunication, Energy/Utility*



>80%

Clients

*Clients listed in the stock
market*



>90

Partners

*Partners of leading global
technology brands*

*“Your technical partner
who transforms your
businesses into
Technology-Driven
Enterprise through
the best workforce and
premium services”*

MFEC Strengths & Differentiation



Leading tech provider for corporates

Customers in various industry such as healthcare, banking & financial service, telecommunication, energy also government sectors.



Home to top-skilled resources

MFEC skilled-resource is able to internally develop and innovate solutions for customers with latest technological choices



Exclusive partner for several global products

That brings in the latest technology allowing the Company to be a one stop solution provider



A local enabler with a global vision under the TIS family

As part of the TIS family, MFEC, excels in spotting and investing in new technologies and trends with a global perspective. This positions us as a first mover, supported by a strong financial base to fuel growth.

5 Pillars of MFEC's Technology

Holistic Cybersecurity

- IT security
- IT security hardware and implementation, consulting service, and monitoring

14.7%



Data Modernization & Intelligence

- Data analytics
- Data collection, data lake, data base, data governance etc.

17.1%



Enterprise Agility

- Software and service to increase operational efficiency and effectiveness
- Robotic and automation

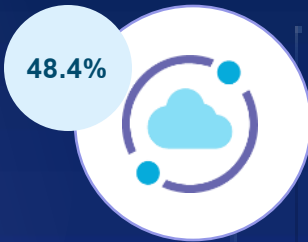
8.8%



Cloud Native Technologies & Hybrid Infrastructure

- Server box
- Cloud infrastructure

48.4%



Digital Transformation & AI adoption

- Implementing, managing and operating IT systems

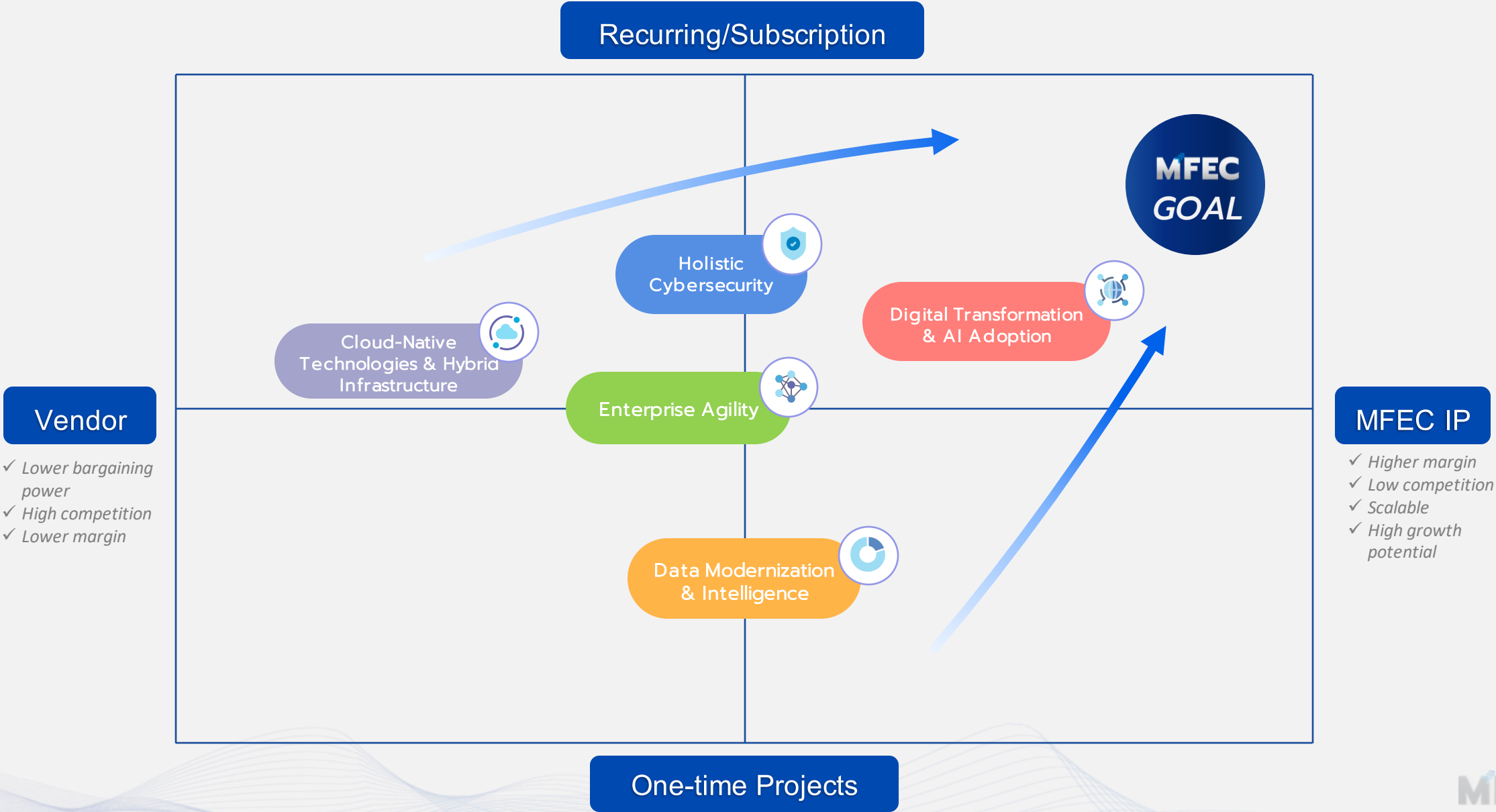
10.0%



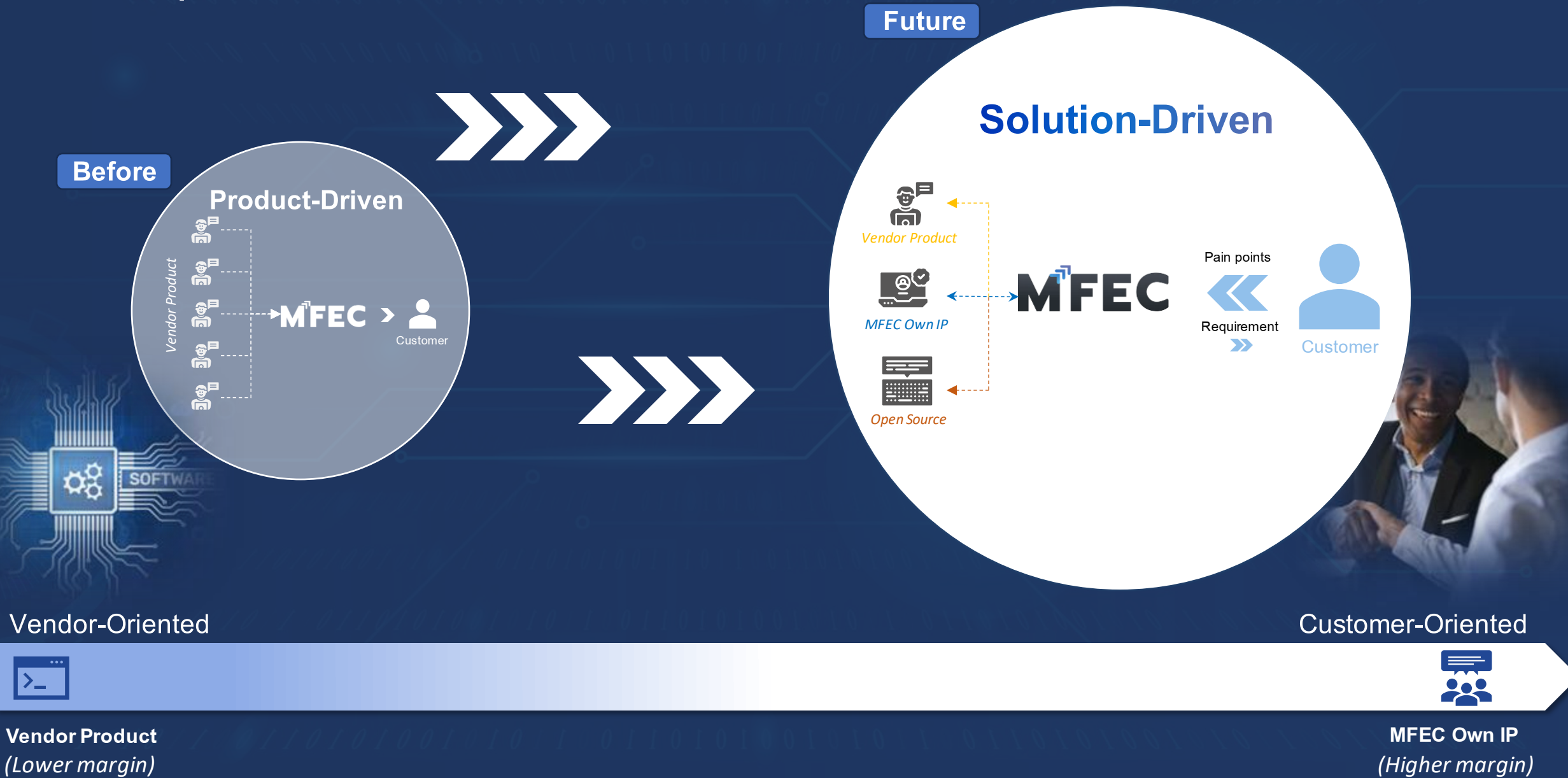
Note: 1% is from Other Business

MFEC Growth Direction

Moving Towards Complete MFEC IP and Recurring Revenue Model



MFEC move closer towards customers to enhance a requirement driven operation



A hand is shown balancing a stack of coins on a small plant stem. The coins are stacked in a pyramid shape, and the plant stem is growing out of the top of the stack. The background is a soft, out-of-focus landscape with a blue sky and green grass. The overall image has a blue tint.

02

Financial Performance

Display MFEC Financial Performance in the previous quarter, with key impacts and business drivers

YE/2023

MFEC

2023 Financial Highlights

“MFEC financial performance has reached the highest in history, demonstrating the Company's success and operational efficiency”



6,739 MB

Operating Revenue

- *Impressive revenue growth of 15.3% YoY in all processes (except VDD) driven by increase new projects*




681 MB

Net Profit



- *In 2023, the Company experienced exceptional growth due to the Special Transaction from the divestment of Vulcan. The proceeds from this transaction will be reinvested into a new S-Curve.*

Business Revenue Breakdown by Pillars

Revenue Growth



 **15.3% YoY**

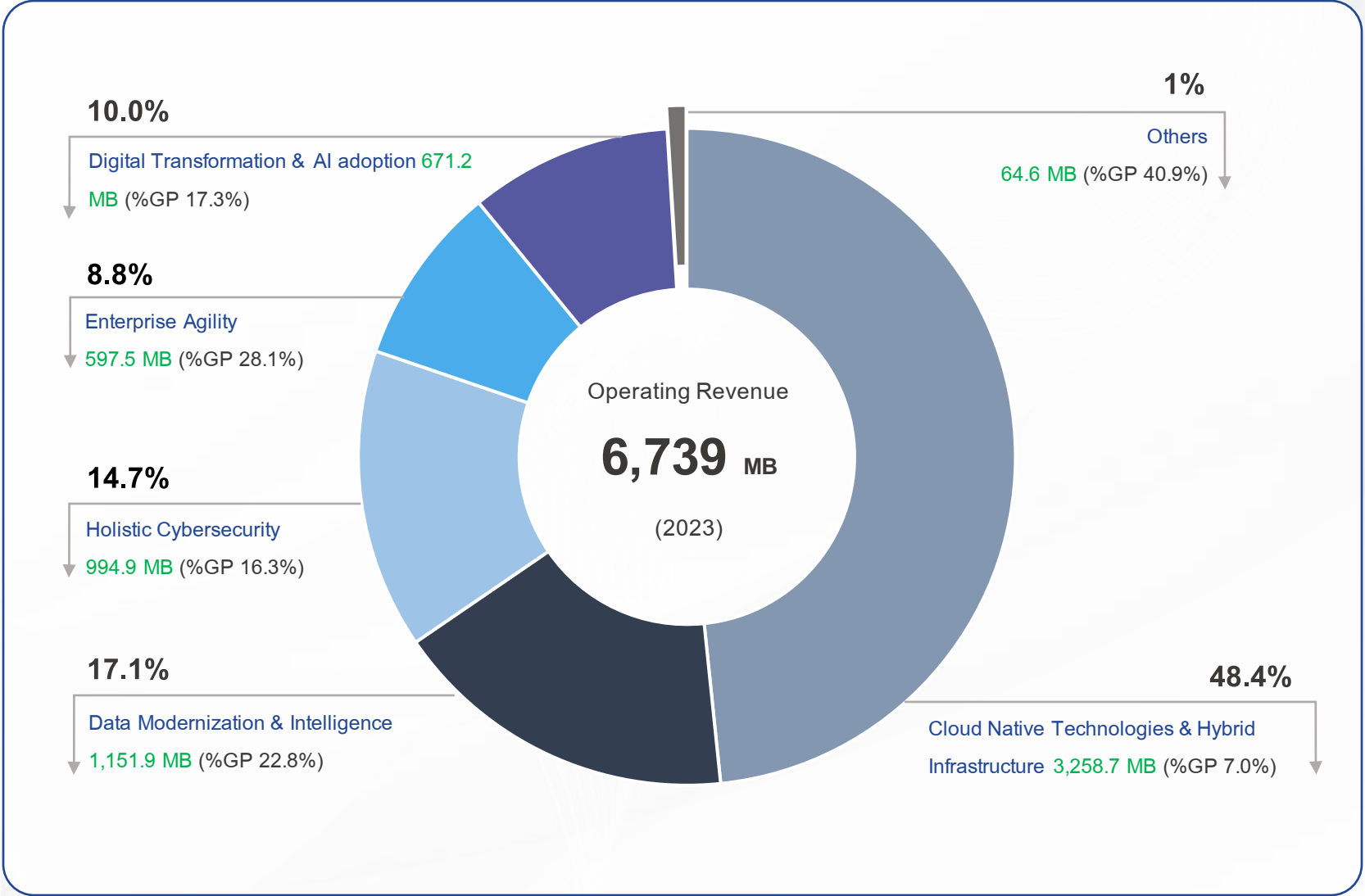
 Cloud Native Technologies & Hybrid Infrastructure
 43.4% YoY

 Data Modernization & Intelligence
 7.0% YoY

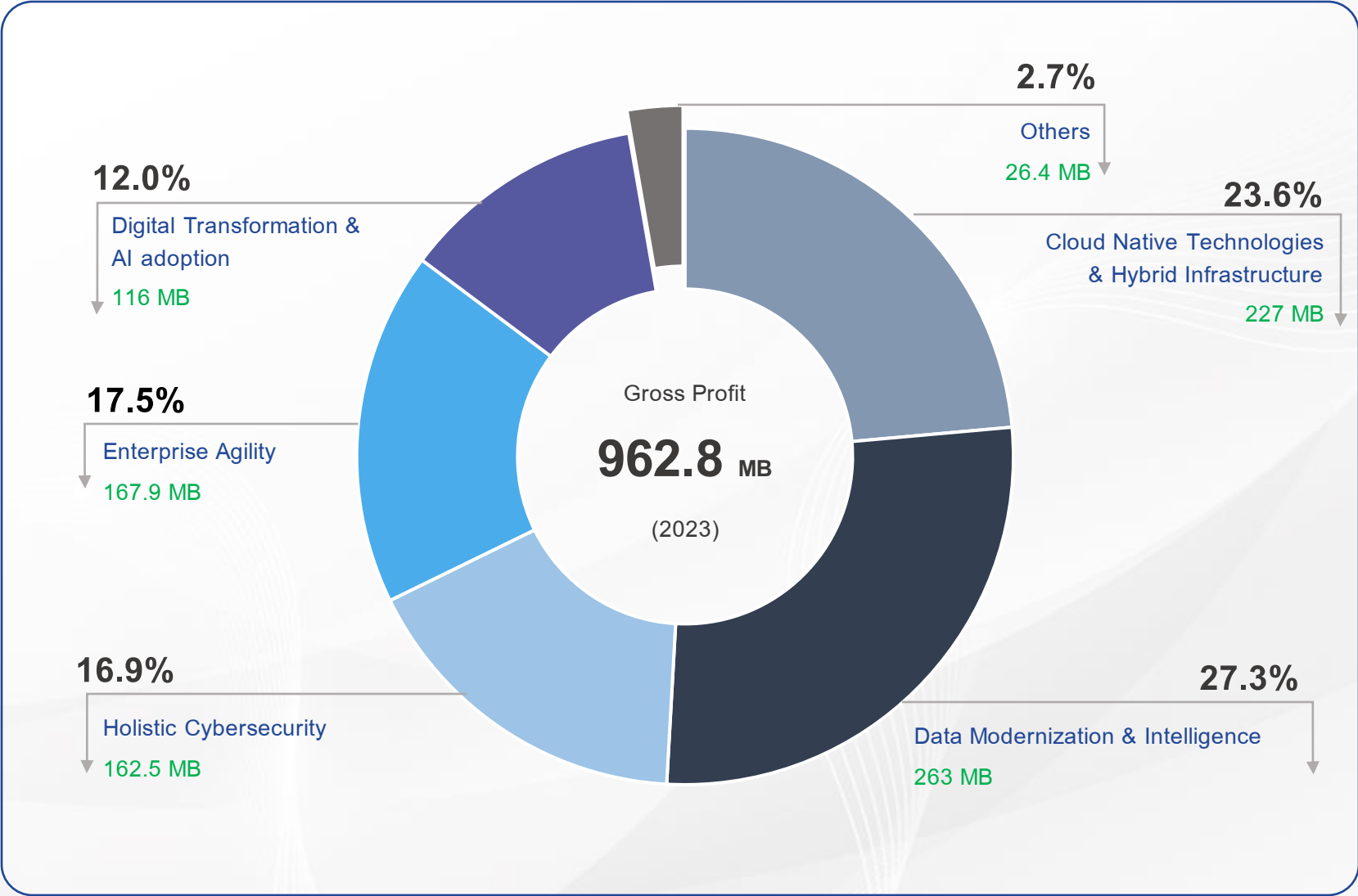
 Holistic Cybersecurity
 6.4% YoY

 Enterprise Agility
 32.4% YoY

 Digital Transformation & AI adoption
 11.4% YoY



Gross Profit Breakdown by Pillars

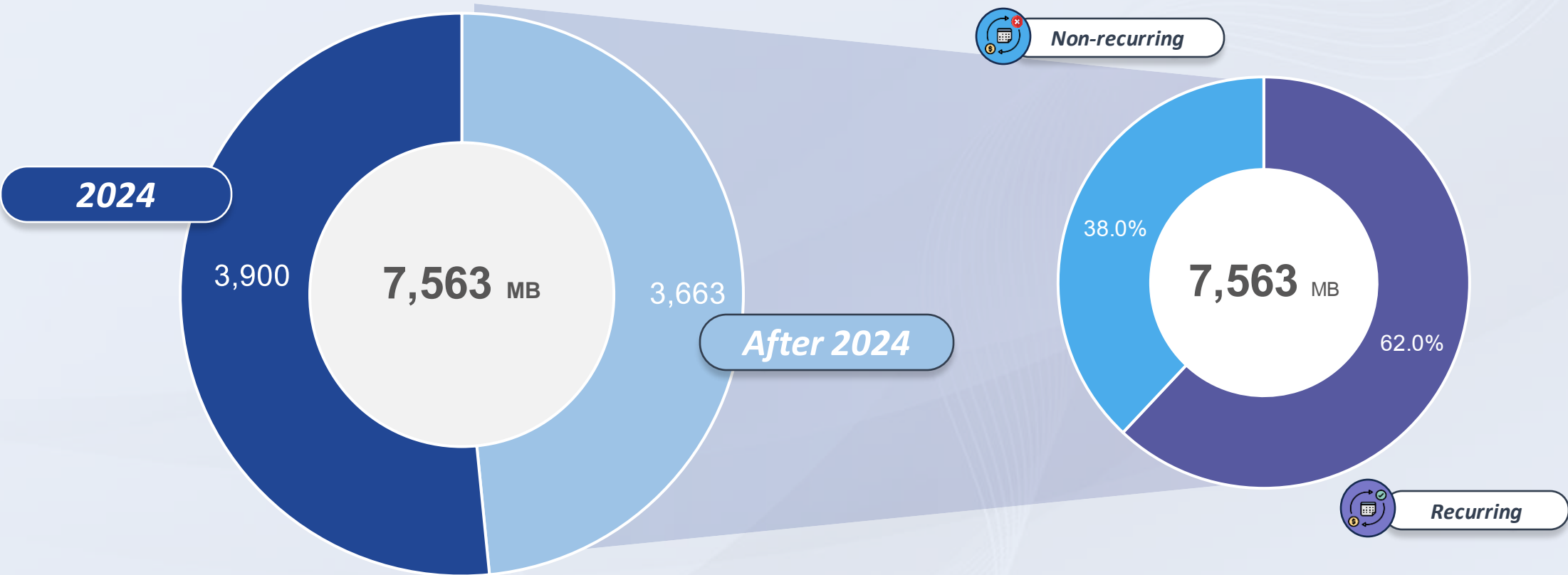


Backlog & Recurring Income

Currently have 7,563 MB sales backlog

Unit: Million Baht, %

“Represented strong performance growth, by year-end the Company secured backlog with generating revenue through ongoing projects lasting up to 6 years, totaling 7,563 MB”



Statement of Financial Position

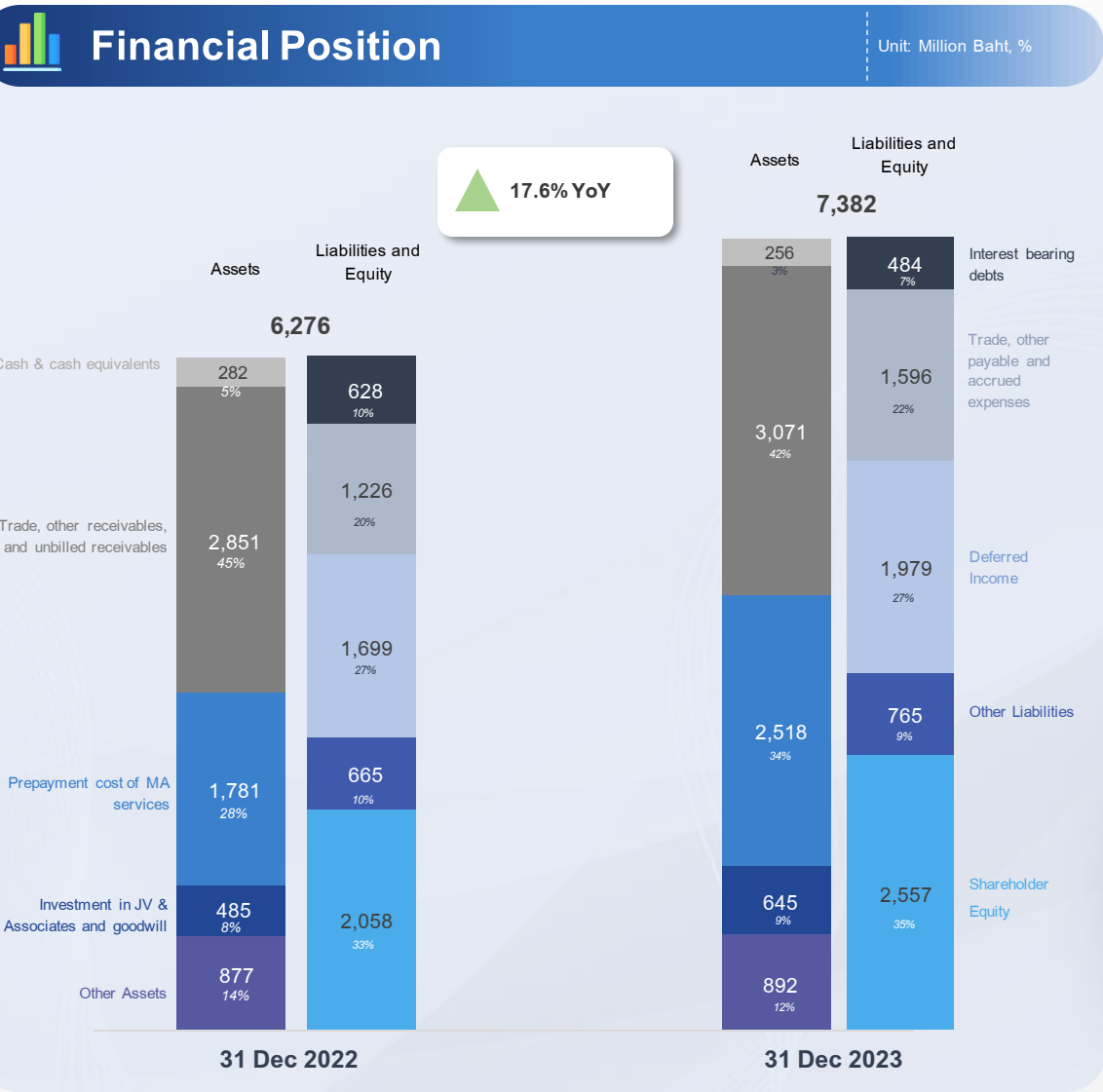
“MFEC maintains a good debt position by enhancing operational revenue and fulfilling financial obligations to the institution, leading to a ratio below 1.0”

Total Assets

- + **Payment for cost services** increased in according to the System Maintenance service (MA) revenue growth
- + **Investment in JV and associates** increased due to the investment in the newly established subsidiaries via I2, A-Host, and Secure D

Liabilities and Equity

- + **Increase in Liabilities** mainly from **deferred income** according to the gradual income of MA which mainly received maintenance fees at the beginning of the contract and **lease liabilities** increased due to the long-term lease contract from office relocation to the new building
- + **Increase in Equity** due to the increase in net profits



The background features a large, faint gear and a hand holding a pen, suggesting a strategic or planning theme. A blue square with the number '03' is positioned in the upper left.

03

MFEC Strategy

Strategy and Projects to display how the Company will Achieve the Stated Targets

YE/2023

MFEC

MFEC Strategic Direction

+15% CAGR

2026



- Leader in identifying new technological demands and ensure the first mover position to offer new services
- Excellence human resource recruiting and management

2025



- Become the largest full stack data service provider
 - Enhance cross selling products and services
 - Largest database sharing
- Strong established sustainability service provider

2024



- Work with client to identify requirements and service needed
- Shift from product driven to requirement driven
- Increase proportion of recurring revenue
- Enhance higher margin portfolio
- Investment in open-source technology

TOP CHOICE TECHNOLOGICAL SERVICE PROVIDER

LARGEST GROUP FOR DATA HANDLING

STRATEGIC PARTNER FOR CUSTOMERS' EFFICIENCY

MFEC 2024 STRATEGY

Strategic Partner for Customers' Efficiency

1. PRODUCT AND SERVICE EXCELLENCE

- Driving impactful technology with regional minds
- Stay ahead for new technological advancement product and services
- Strengthen sustainability service offering
- Become a full stack data service provider

4. OPERATIONAL EFFICIENCY

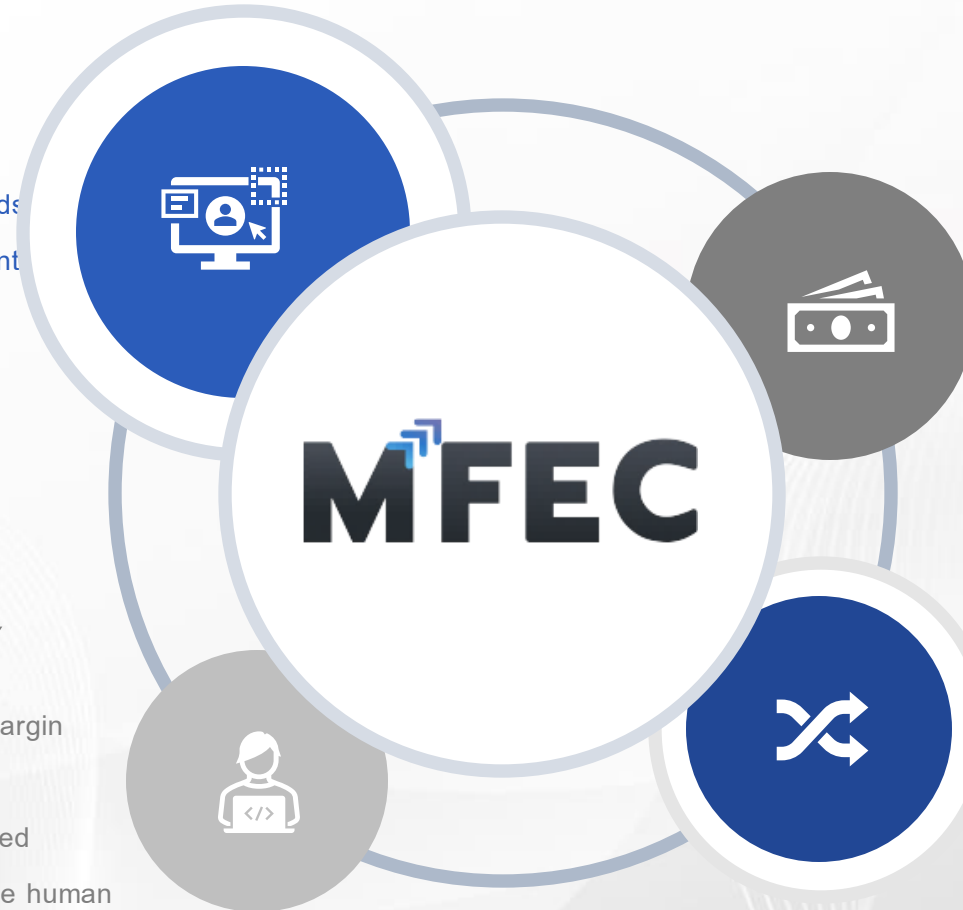
- Enhancing Low-code/No-code to increase margin
- Maintain strength in tech HR recruitment
- Ensuring the efficient turnover rate is achieved
- Continuous Portfolio management to optimize human resource

2. EFFECTIVE INVESTMENTS FOR HIGHER RETURNS

- Begin to realize benefits of investment from previous year
 - A-Host: increase recurring income
 - Secure D: increase sales channel
- Invest in Open-source business to enhance margin

3. EXPAND CUSTOMER BASE THROUGH GROUP SYNERGY

- Share database within group to enhance cross-selling/up-selling activities and consolidate knowledges



Strategy 1: Product and Service Excellence

Culture Innovation - Power Platform
Partner of the year, Microsoft



Best Technical Partner of the year, Fortinet



National Innovation Awards in recognition of outstanding
innovation from the NIA

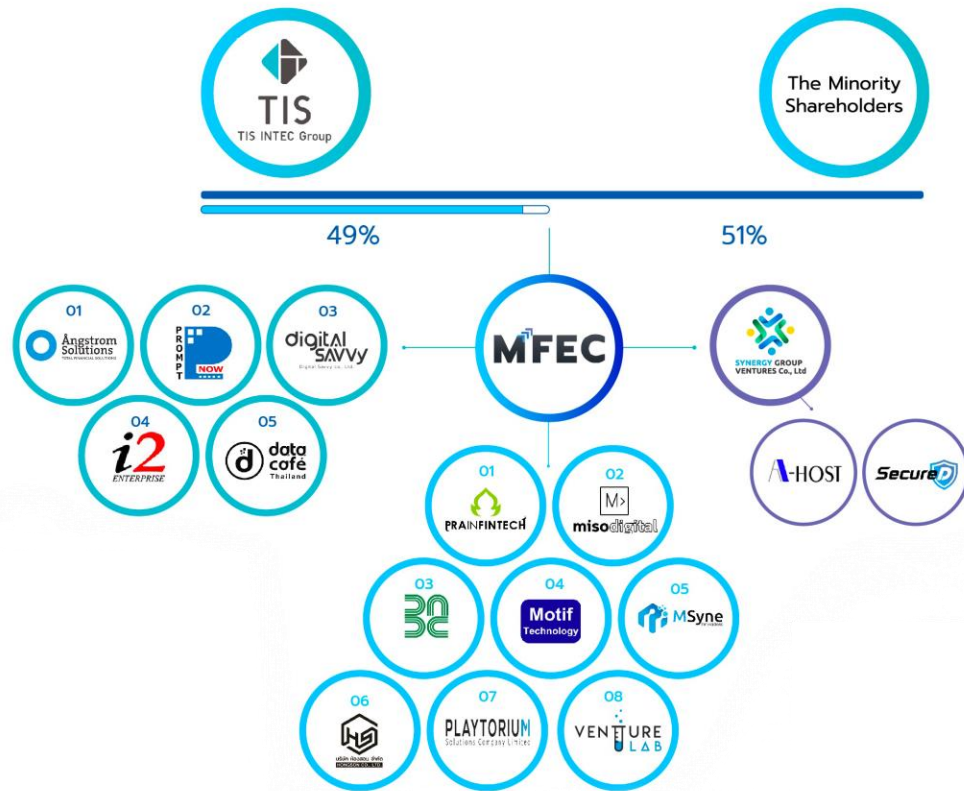


ISO/IEC 20000 and 27001 certifications from BSI
for two consecutive years



Strategy 2: Effective Investments for Suitable Returns

Investments



Our key investment with TIS Global led to the establishment of Synergy Group Venture Co., Ltd (SGV), designed as an investment arm with a first-year investment pipeline

MFEC Investment Criteria



Company that is already generating profits



Have Synergy with existing Company operations



Achieve one of the following objectives:

- Increase recurring revenue
- Increase sales channel
- Increase margin

A-HOST

- Strong foundation with large pool of experts in Oracle, IBM, and Microsoft Technologies
- Over 90+ tech consultants to serve more than 300 customers

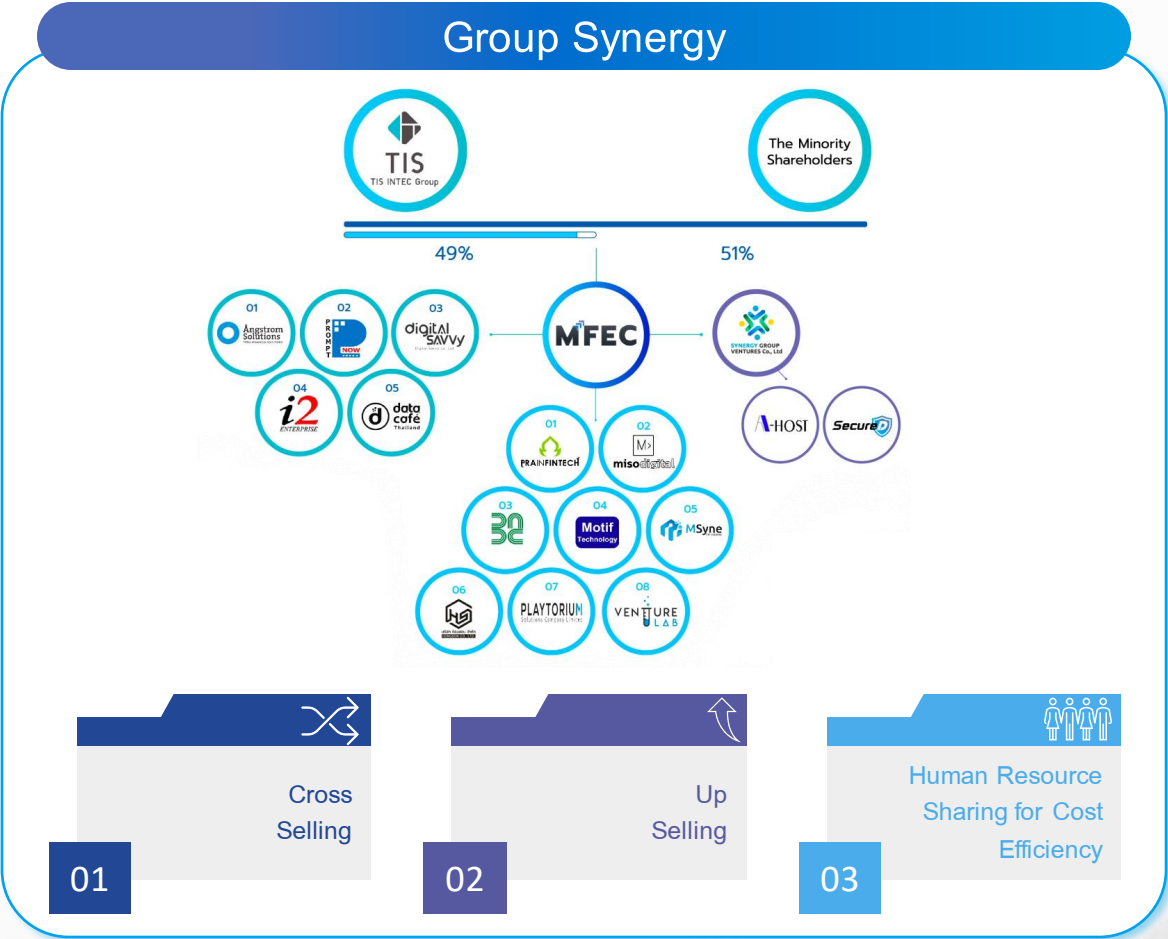
✓ Strong Recurring Income

SecureD

- Well-known cybersecurity expertise including cybersecurity consultants, security assessment and penetration testing etc.
- Become a leader in cybersecurity professional Service and solution provider in APAC

✓ Increase Sales Channels

Strategy 3: Expand Customer Base Through Group Synergy



Through MFEC Events

MFEC

MFEC INSPIRE

TRANSFORMING IT CHALLENGES INTO FUTURE COMPETITIVE ADVANTAGE

27 March 2024 | 09:30 – 22:00
Venue : InterContinental Bangkok, 4th floor

Cost Optimization | **Sustainability** | **Artificial Intelligence**

SPONSORS: CISCO, FORTINET, Google Cloud, HUAWEI, Microsoft, SIRIUS, S&S, Tencent Cloud, AWS, boomi, COMARCH, COMPLUENT, DELL Technologies, dynamix, ORACLE, New, PAPERSTONE, Redhat, servicenow, VERITAS, Veeva

Highlight Activities

- Seminar** 📅
Dive into thought-provoking discussions on Cost Optimization, AI, and Sustainability. Learn from experts, stay ahead of trends, and empower your organization.
- Exhibition** 🏢
Explore the latest in Cost Optimization, AI, and Sustainability through interactive pavilion. Connect with pioneers, discover products, and shape the future of IT.
- Clinic** 🏥
Get personalized guidance on your IT challenges. Our consultants will provide tailored solutions to transform obstacles into strategic advantages.

Featured Topics

Sustainability | **Security** | **AI**

Manage Service | **Infrastructure**

Platform | **Cost Optimization** | **Data**

Strategy 4: Operational Efficiency

Driving Margin Through Low-Code



Teamwork



AI



Employee Self Service System:

AI-powered enterprise knowledge management system



Recruiter AI:

AI-powered resume screening



Carbon Credit Automation:

AI-powered ESG-related documents OCR



TRANSFORMING IT CHALLENGES
INTO FUTURE COMPETITIVE ADVANTAGE

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THANK YOU

Please kindly scan to give us your feedback

