



OPPORTUNITY DAY

Q2/2021

Metro Systems Corporation Plc.

01

**COMPANY
PROFILE**

02

**FINANCIAL
PERFORMANCE
1H2021**

03

**STRATEGIC
OUTLOOK 2021**

04

**MSC
SUSTAINABILITY**



AGENDA



COMPANY PROFILE

Metro Systems Corporation Plc.





Metro Systems Corporation Public Company Limited

Vision " Pursuit of excellence to serve our clients the best IT Solutions "

Mission

To commitment to driving innovative solution and fully integrated IT service, aiming to Sustainably

To strive on personnel development through culture of creativity, in order to form the knowledge and to develop the corporate potential to grow sustainably

To conduct on corporate management in good corporate governance, and on encouragement of Corporate Social Responsibility (CSR) and environmental protection

Strategic Direction



People
Excellence



Digital Transformation
Excellence



Product & Service
Excellence



Customer
Excellence



Collaboration
Excellence

Core value

M

Moral

E

Excellence

T

Teamwork

R

Respect & Trust

O

Ownership



Significant Improvements and Development



1989 - 1992

- Established subsidiary and associated companies



2001 - 2004

- Increased a registered capital to 360 MB.
- ISO 9001



2017-2019

- ISO 27001:2013
- SOC Center
- Develop Supperapp
- AWS Cloud Partner



Founded in 1986

- Registered capital of 4 MB.
- Appointed as IBM's first business partner in Southeast Asia



1995 - 1996

- Increased a registered capital to 180 MB.
- Microsoft Partner
- First Trade to SET 1996



2011 - 2016

- ISO/EC 20000-1:2011
- ISO/EC 20000:2013
- CAC
- Brita SW
- Disaster Discovery Center



2020-Present

- Market Launch (Supperapp)
- Apple Product (Jams)
- Huawei Cloud Partner
- Metro Cloud
- THSI 2020



MSC



**Digital Printing
Group**



**Digital Solutions
Group**



**Solutions Integration
Group**

Subsidiaries



Metro Connect
IBM / HPE Distributor

99.99%



Metro Professional Products
Systems Integrator

99.99%

Associated



HIS MSC
Hotel Software

49.97%



JBCC (Thailand)
Japanese Customer

20.00%



FINANCIAL PERFORMANCE

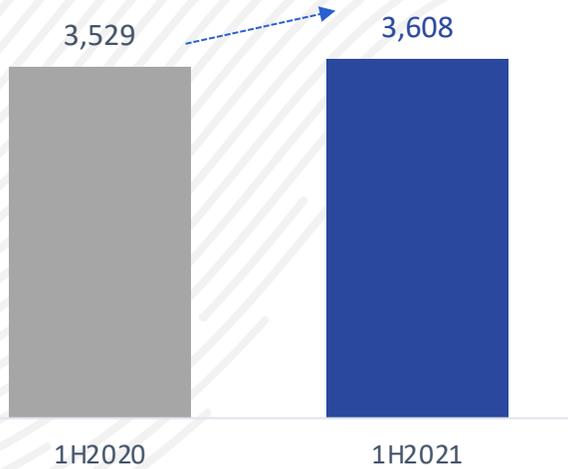
1H2021

Metro Systems Corporation Plc.

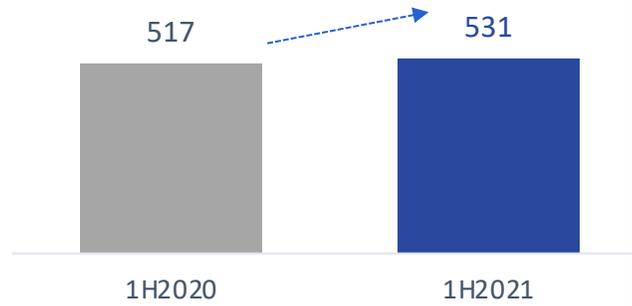


Financial Performance 1H2021

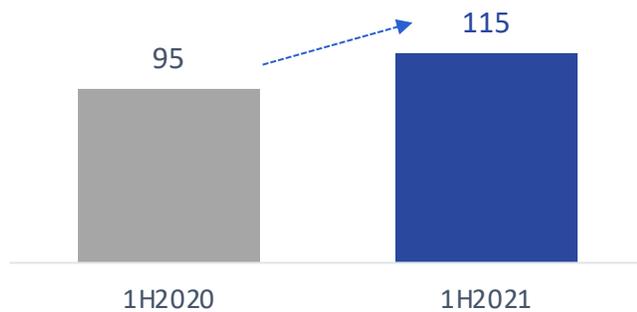
Revenue



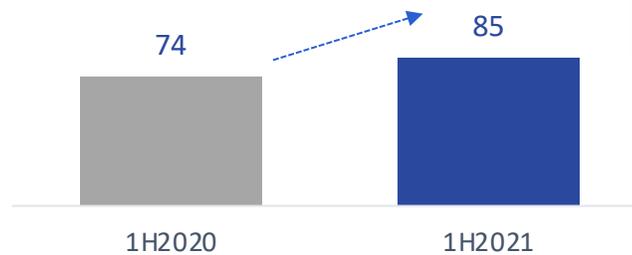
Gross Profit



EBIT



Net Profit



Revenue Growth

+2% YoY

Increase 79 MB

Gross Profit Growth

+3% YoY

Increase 14 MB

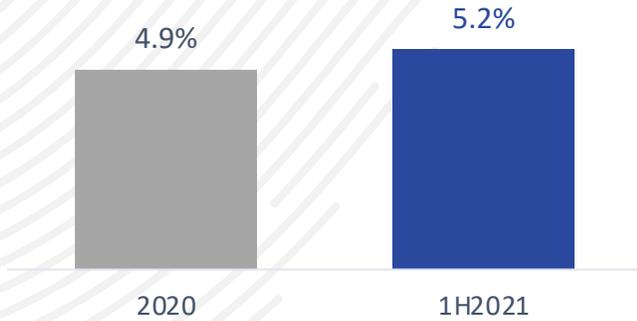
Net Profit Growth

+14% YoY

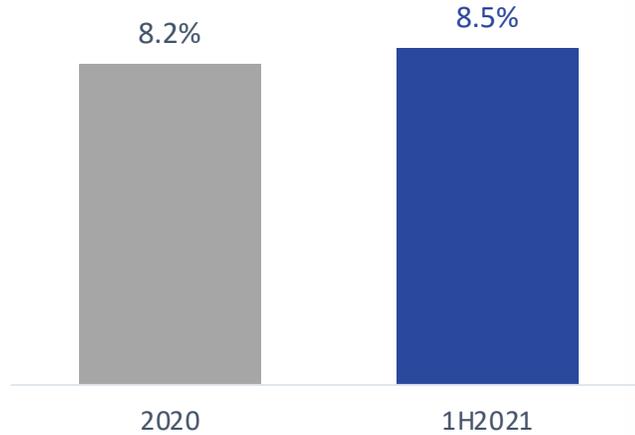
Increase 11 MB

Financial Ratio

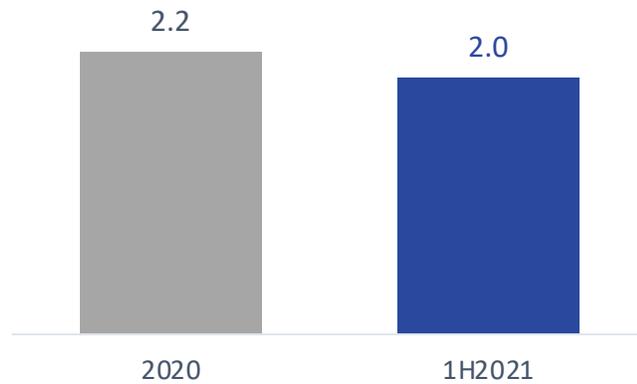
ROA



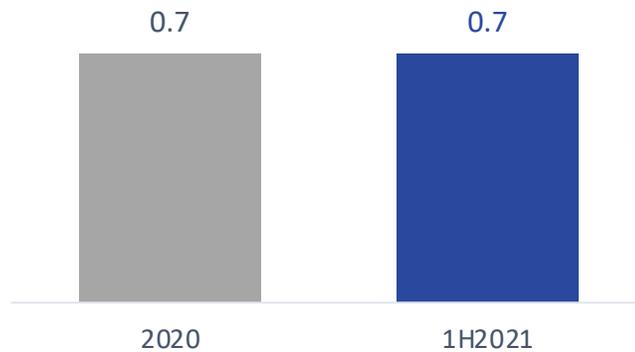
ROE



Current Ratio



D/E Ratio



Asset 2021

3,251 MB

Increase 111 MB

Liabilities 2021

1,384 MB

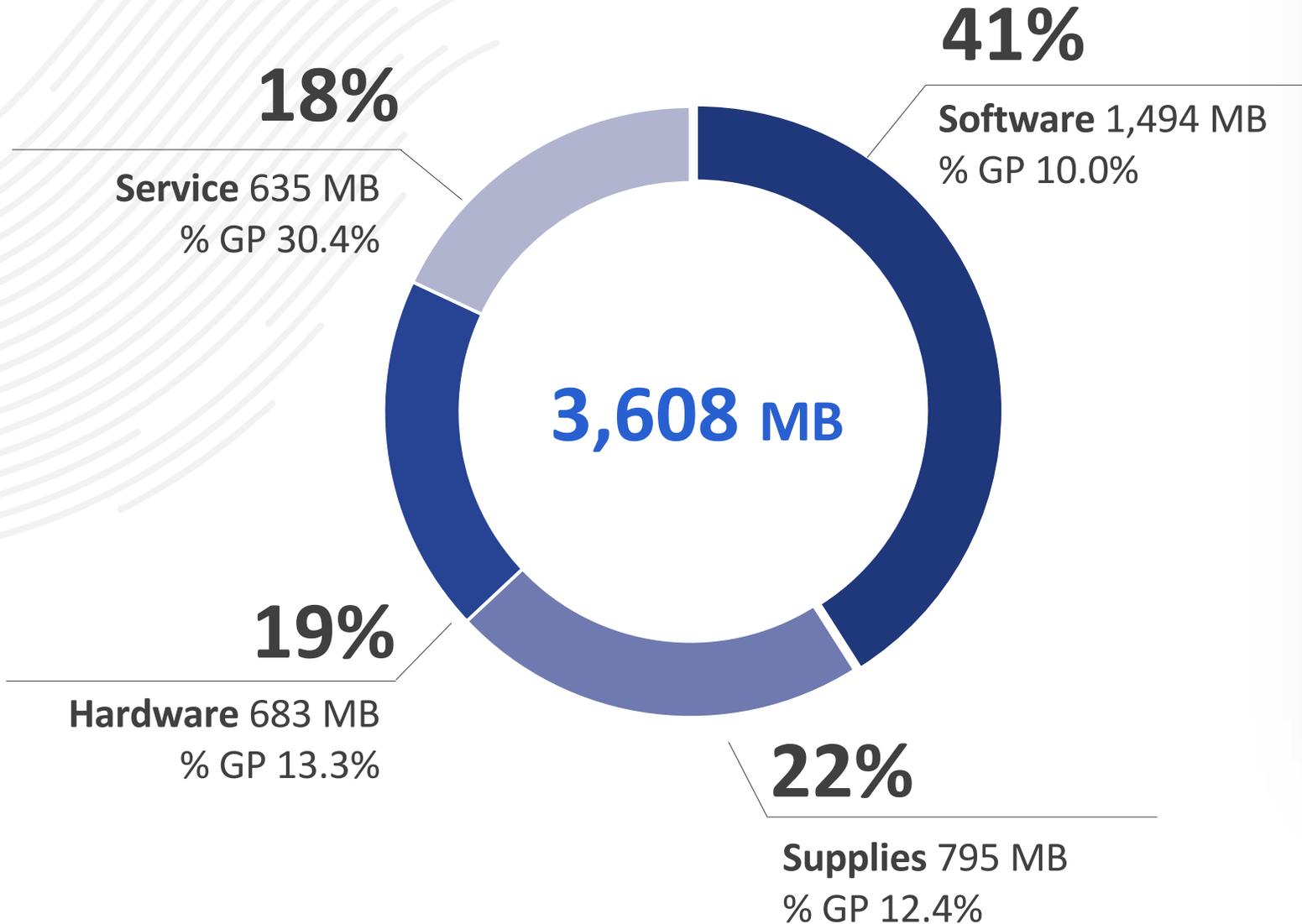
Increase 134 MB

Equity 2021

1,867 MB

Decrease 23 MB

Revenue Proportion 1H2021



Revenue Growth

+2% YoY

Increase 79 MB

Software

▲ 12%

Service

▲ 7%



MSC BUSINESS STRUCTURE

Digital Transformations Solution

- App Modernization Service
- Robotic Workflow Process
- SupperApp (CRM & ERP)
- Analytic for Bigdata

Digital Printing Solution

- Supplies & Printer
- Contractual
- Printing Services



Infrastructure Solution

- Multi-Cloud Service
- Hardware & Software Systems
- Backup & DR
- Network Systems

Information Security

- End Point & Networks Security
- Server & Mobility Security
- Data Security (PDPA)
- SOC Center

MSC Corporate Strategy

Excellence to
serve best IT
Solutions

Key
Strategy

Short -Term



New Normal Strategy

Intelligence Managed Service

Long -Term



Business Alliance

MSC Academy

Our Solution
Key Focus

1 Information Security

PDPA
SOC

2 Digital Transformations Solution

The
Superapp[®]
RPA
Workflow

3 Cloud Infrastructure Solution



HUAWEI CLOUD



Multi-Cloud
Service Provider

Business Sustainability Strategy



OUR Focus – Multi-Cloud Service



**Migration and
Modernize Service**



**Backup &
Recovery**



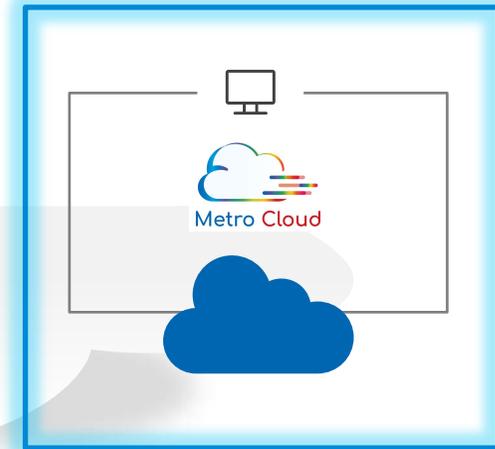
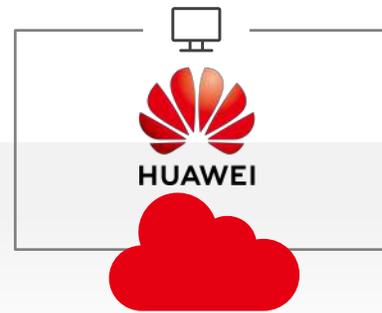
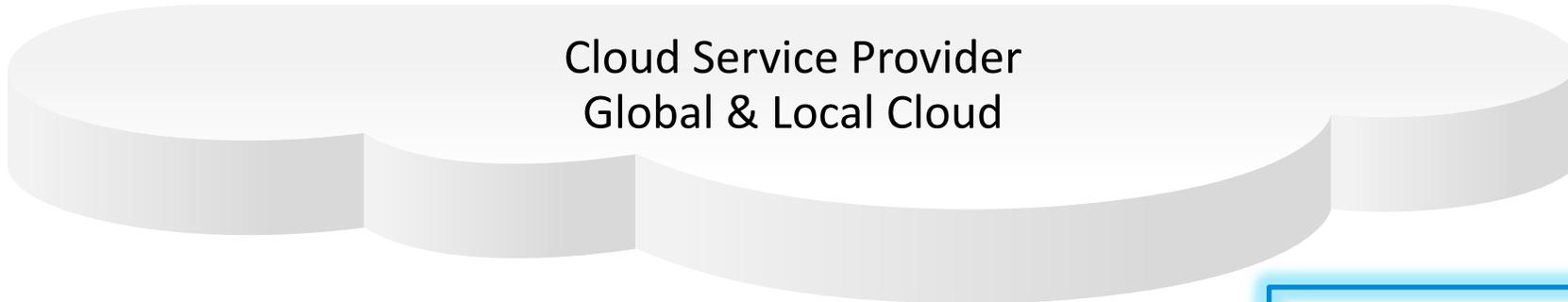
**Managed Services
Solution**



**Expert-Level
Certified**



**Technical Support
Center**



OUR Focus – Metro Cloud

- Speed and Easy to Move Workload from On-premise to Metro Cloud
 - Full Suite Enterprise VMware Features
- Multi Cloud Management
 - Centralize organizational automation management (AWS, Azure, Google)
- Low Latency/No data out charge



OUR Focus – PDPA & SOC Center

Adopt Expand and Build loyalty throughout the lifecycle

Trusted Advisory

Continuous Engagement

Analytics and Insights

Value for every IT function across every architecture



Architecture



Data Security



Data Privacy



Data Governance



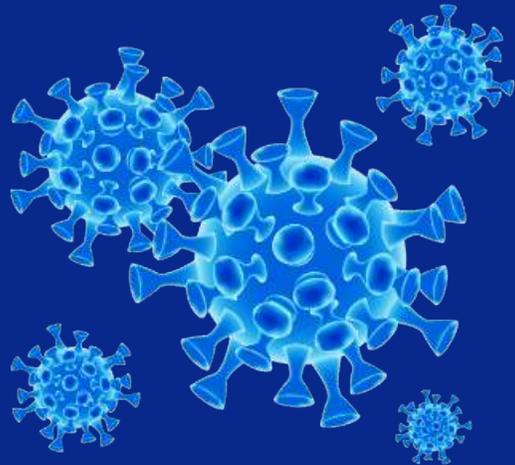
Data Analytic



OUR Focus - CRM & ERP : The Superapp



COVID-19 Impact



Internal



Employee

Health

WFH

Process

Manual /
Offline System

Develop Process /
Systems

Sale Channel

Visit Site /
Face to Face

Online Conference

External

Customer

Postpone Project /
Limited Investment

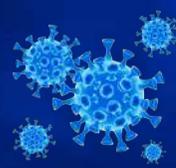
IT Product Demand
Infrastructure to
Support New Normal
(PC / NB)

Supplier

Product Shortage

—

5 Excellence



People



Digital Transformations



Product & Service



Customer Engagement



Collaboration

Strategies Foresight

Corporate Excellence for Sustainability

Employee Development Strategy



MSC Academy



Innovation Culture



Innovative Thinking Skill

Research & Development and New Normal Strategy



Innovation



Digital Supporting Process



Working Anytime, Anywhere

New MSC Solution Growth



New Solution / New Business Model



Intellectual Property (IP)



Innovation and Product Responsibility

Engagement Strategy and New Segment



Non-Customer Analysis



Digital Marketing B2B



Community

Good Governance Strategy



Stakeholder Engagement



CAC and Policies & Regulations



METRO Green Clean Office



Corporate Vision

Pursuit of excellence to serve our clients the best IT Solutions

Sustainability Vision

“We will be a model organization for sustainability in business operation, along with economic, social and environmental concern”

Strategy Direction

People Excellence

Digital Transformations Excellence

Product & Service Excellence

Customer Excellence

Collaboration Excellence

Sustainability Strategy

Environment



Environment Management



Efficient Use of Resource



Climate Change Management

Social



Human Rights



Participation in Development of Community & Society



Stakeholder Engagement

Governance



Corporate Governance



Risk & Crisis Management



Supply Chain Management

IT



IT Security



Information Technology

Core value

M

Moral

E

Excellence

T

Teamwork

R

Respect & Trust

O

Ownership



Q&A

THANK YOU

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