



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

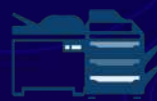


2020-Present

- 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

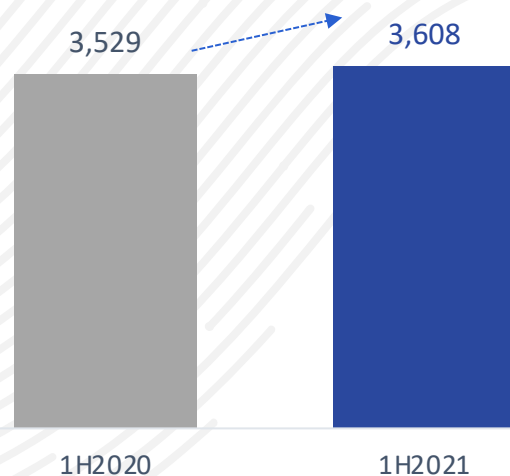
1H2021

Metro Systems Corporation Plc.

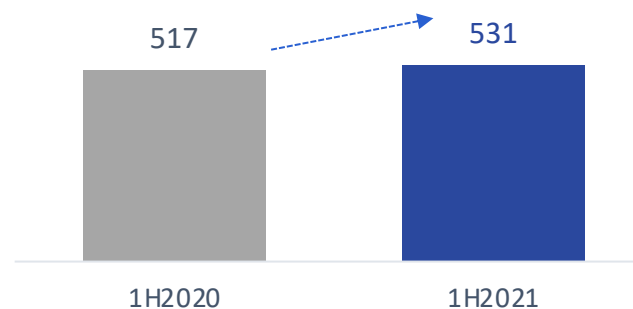


Financial Performance 1H2021

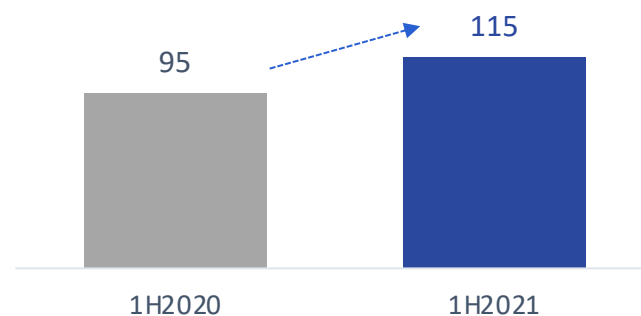
Revenue



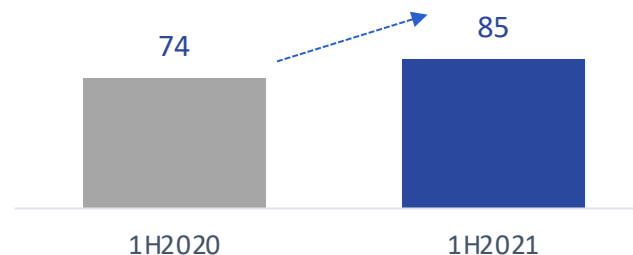
Gross Profit



EBIT



Net Profit



Revenue Growth

+2% YoY

Increase 79 MB

Gross Profit Growth

+3% YoY

Increase 14 MB

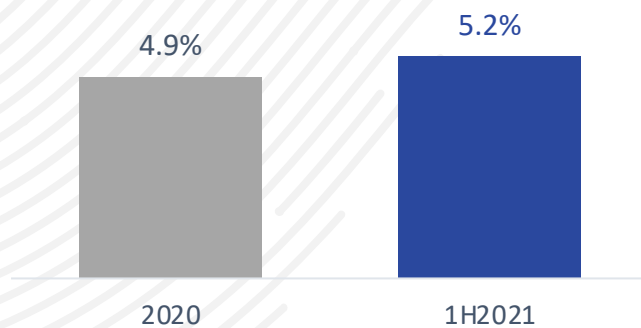
Net Profit Growth

+14% YoY

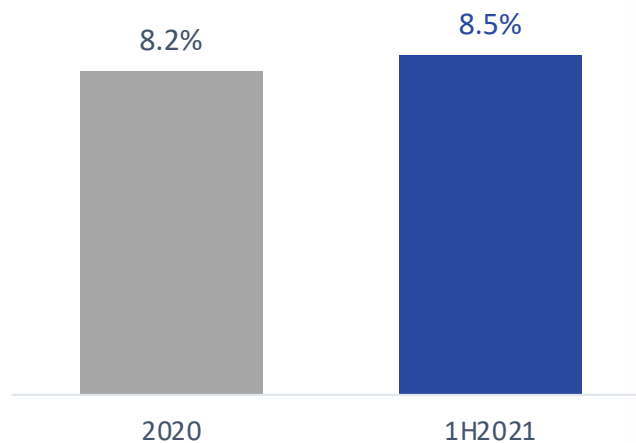
Increase 11 MB

Financial Ratio

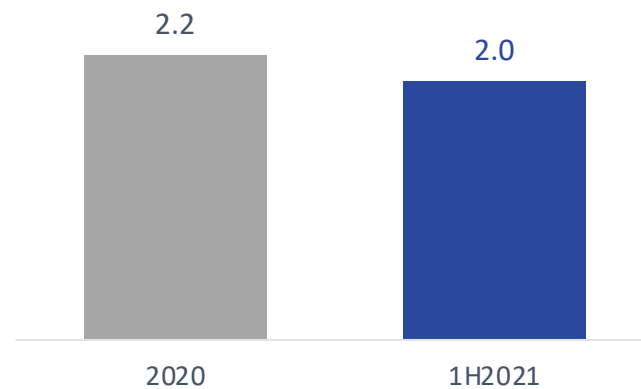
ROA



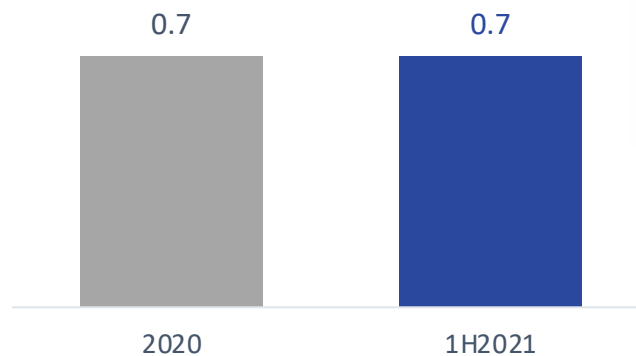
ROE



Current Ratio



D/E Ratio



Asset 2021

3,251 MB

Increase 111 MB

Liabilities 2021

1,384 MB

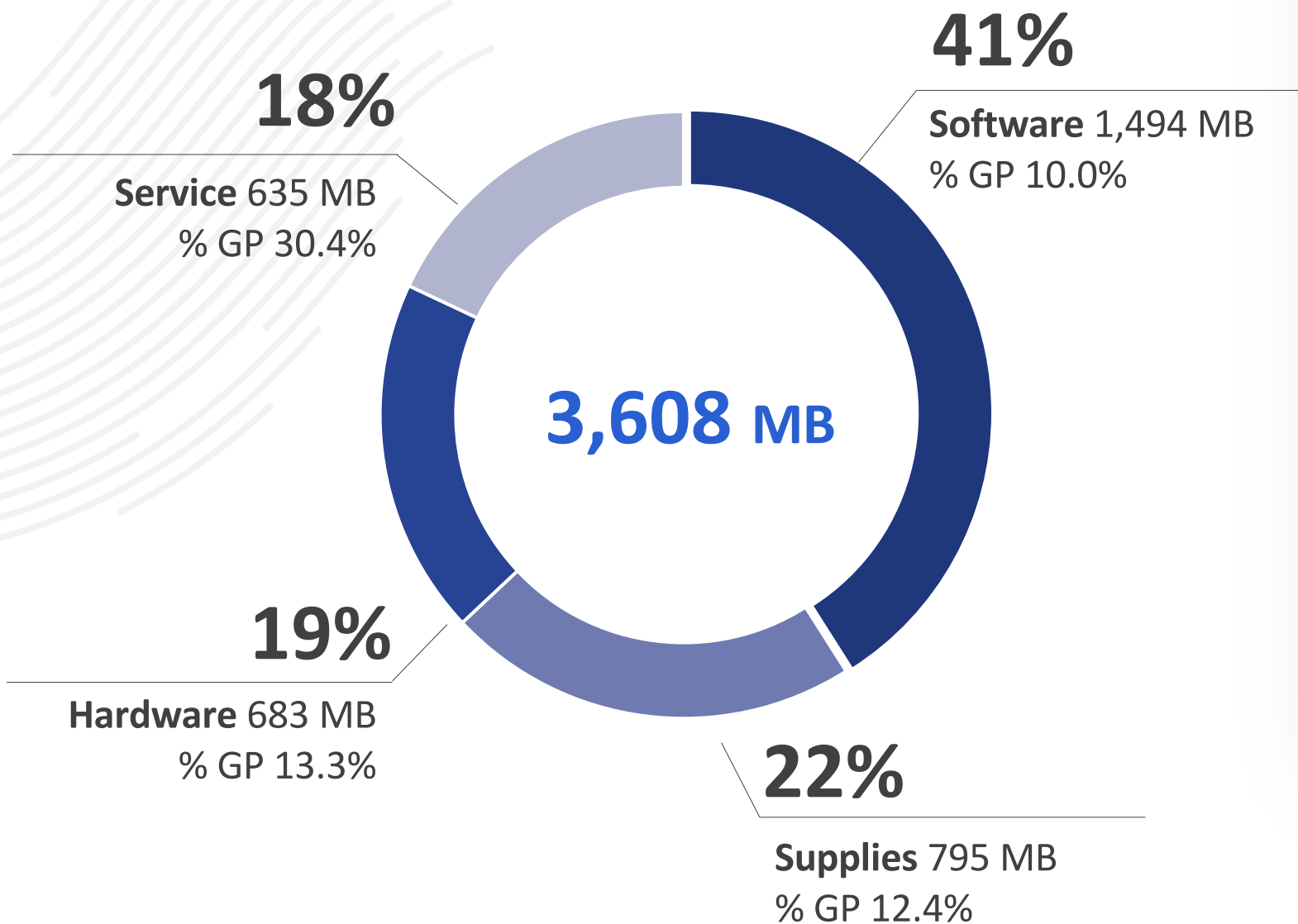
Increase 134 MB

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**



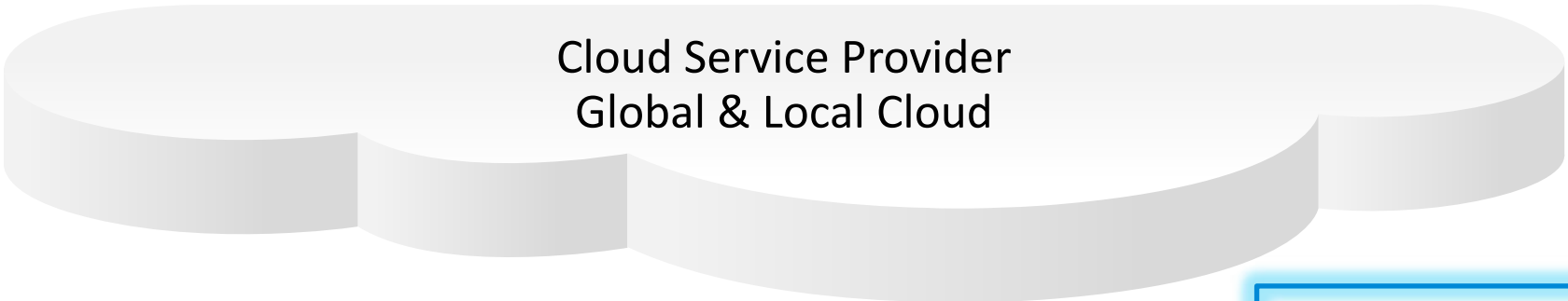
**Managed Services
Solution**



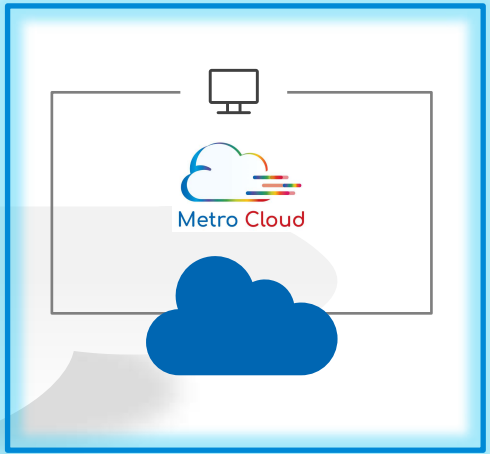
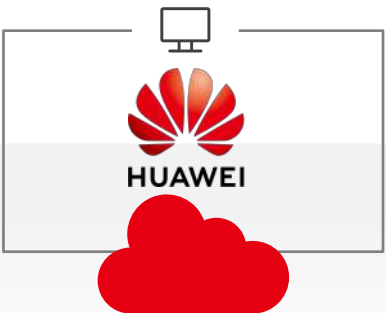
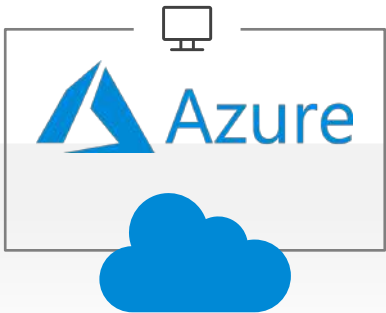
**Expert-Level
Certified**



**Technical Support
Center**



Cloud Service Provider
Global & Local Cloud

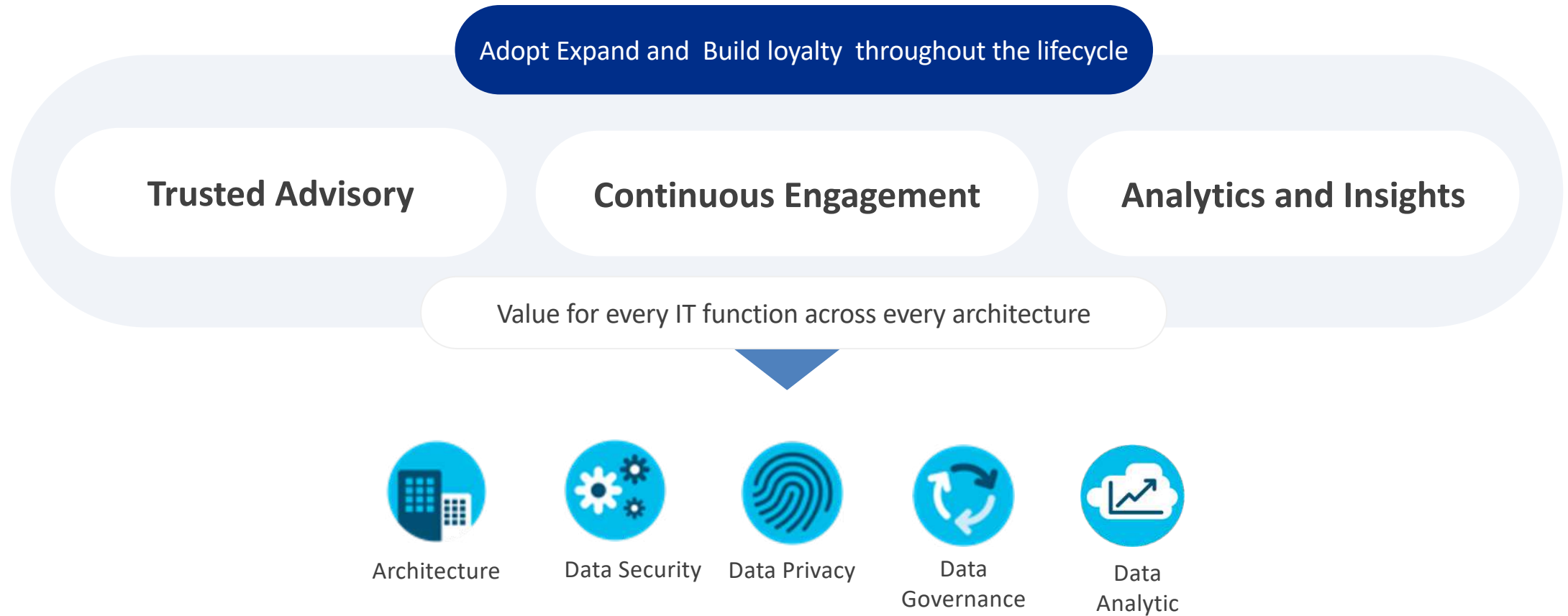


OUR Focus – Metro Cloud

- 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



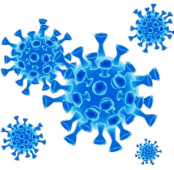
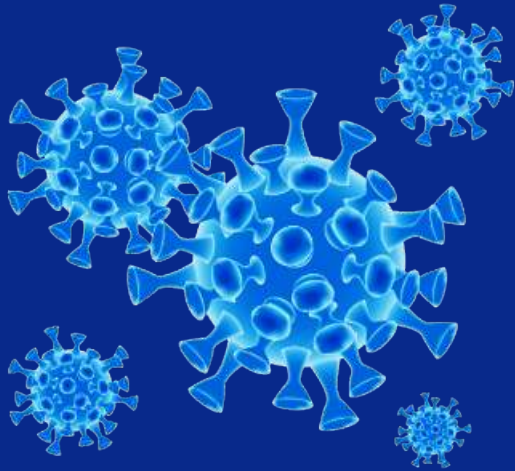
OUR Focus – PDPA & SOC Center



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

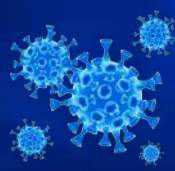
IT Product Demand
Infrastructure to
Support New Normal
(PC / NB)

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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