



OPPORTUNITY DAY

1H Y2022



Metro Systems Corporation, Plc.



AGENDA



COMPANY PROFILE



PERFORMANCE



MSC DIRECTION



MSC SUSTAINABILITY





AGENDA

COMPANY PROFILE

PERFORMANCE

MSC DIRECTION

MSC SUSTAINABILITY



HISTORY

Metro Systems Corporation Public Company Limited was founded on January 6, 1986, to operate as a sales representative of computers and equipment under IBM product brand and began trading common shares in the Stock Exchange of Thailand on May 9, 1996, with a registered and paid-up capital of 360 million baht. Currently, the company has expanded the scope of business operations toward presenting comprehensive IT solutions and services with coverage of the world's leading IT products such as products from IBM, Hewlett-Packard, Lenovo, Dell, Acer, Microsoft, Solidworks and others in order to meet customers' need

Established in 1986

- Registered Capital: 4 MB.
- Appointed as the first IBM trade partner in Southeast Asia.



1989-1992

- Established subsidiary and associated companies.



1995-1996

- Registered capital increase to 180 MB.
- First Trade to SET on 9 May 1996.
- Appointed as a Microsoft trade partner.



2001-2004

- Registered capital increase to 360 MB.
- ISO 9001:2000



2011-2016

- ISO/IEC 20000 -1:2011
- ISO/IEC 200001:2013
- CAC
- Brita Software for Use in Hotels
- Established the Disaster Discovery Center



2017-2019

- ISO 27001:2013
- ISO 9001:2015
- Established the Metro Intelligent Cyber Security Center (MiCSC).
- Appointed as an AWS Cloud trade partner.



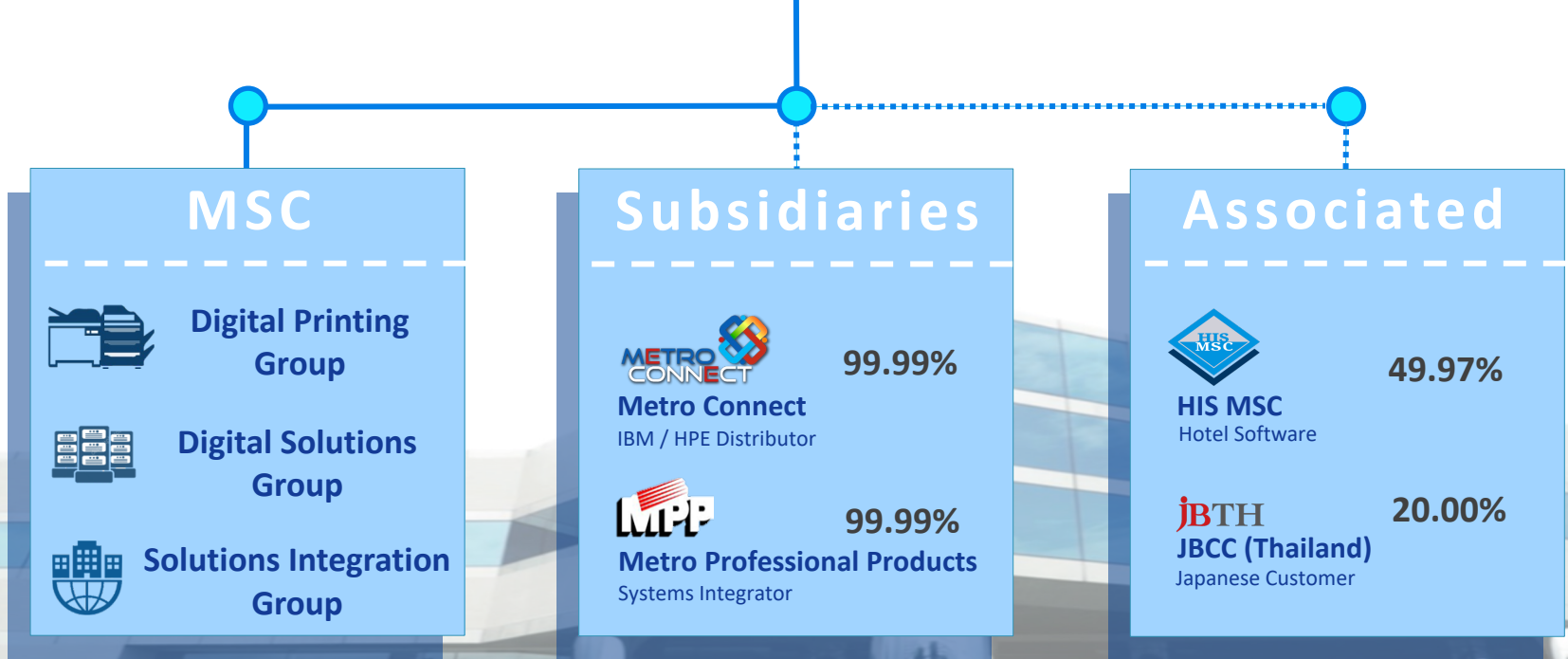
2020-Present

- Launched the Company's proprietary application program intellectual property under the name of The Superapp.
- APPLE authorized distributor
- Appointed as an Huawei Cloud trade partner.
- Metro Cloud
- Thailand Sustainability Investment (THSI)





MSC Group



BUSINESS STRUCTURE



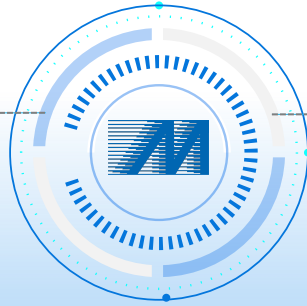
Digital Printing Solution

- Supplies & Printer
- Contractual
- Printing Services



Information Security

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



Infrastructure Solution

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



Digital Transformation Solution

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



PDPA

NO. OF CUSTOMER

15

SOC

NO. OF CUSTOMER

27

aws



NO. OF CUSTOMER

200+

Azure



NO. OF CUSTOMER

10+

Services
80%



Licenses
20%



AGENDA



COMPANY PROFILE



PERFORMANCE



MSC DIRECTION

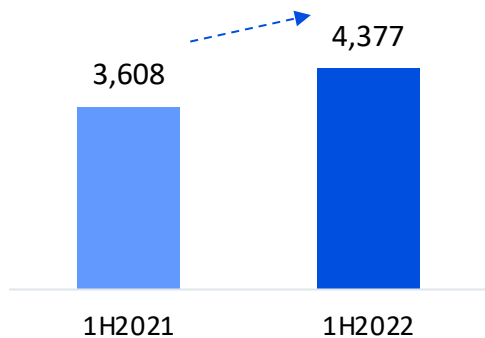


MSC SUSTAINABILITY

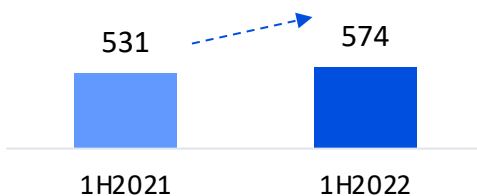


Financial Performance

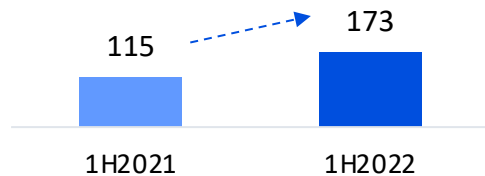
Revenue



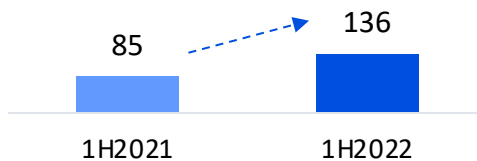
Gross Profit



EBIT



Net Profit



Revenue Growth

+21% YoY

Increase 769 MB

Gross Profit Growth

+8% YoY

Increase 43 MB

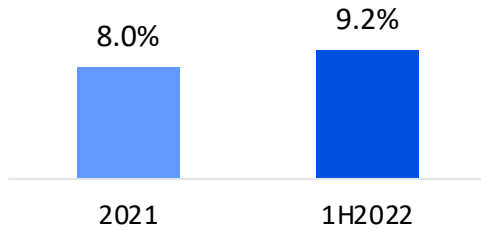
Net Profit Growth

+60% YoY

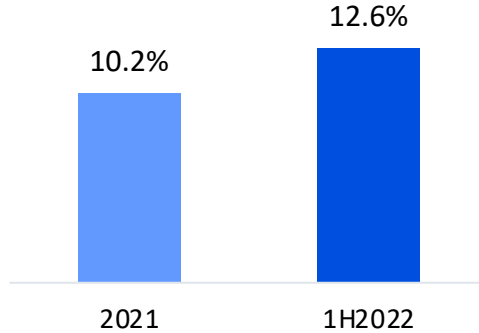
Increase 51 MB

Financial Ratio

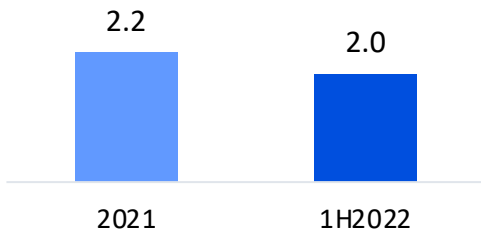
ROA



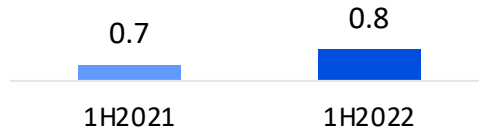
ROE



Current Ratio



D/E Ratio



Assets 1H2022

3,511 MB

Increase 206 MB

Liabilities 1H2022

1,544 MB

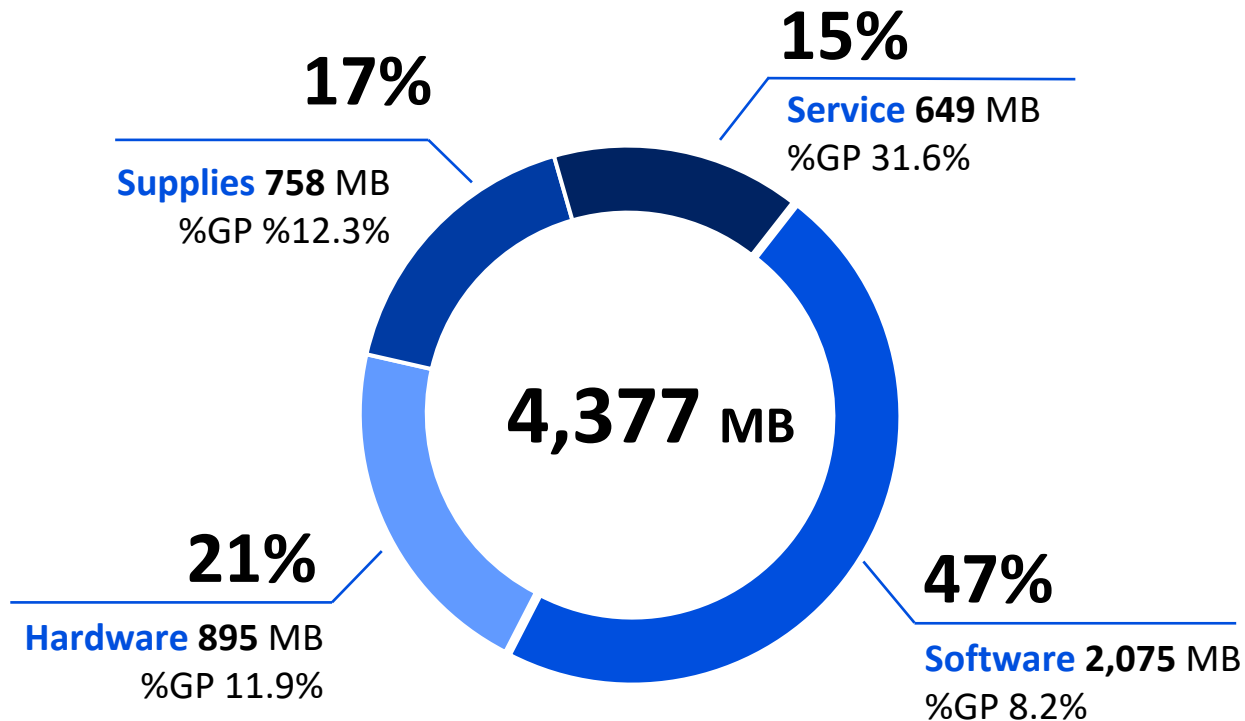
Increase 217 MB

Equity 1H2022

1,967 MB

Decrease 11 MB

Revenue Breakdown 1H2022



Revenue Growth

+21% YoY

Increase 769 MB

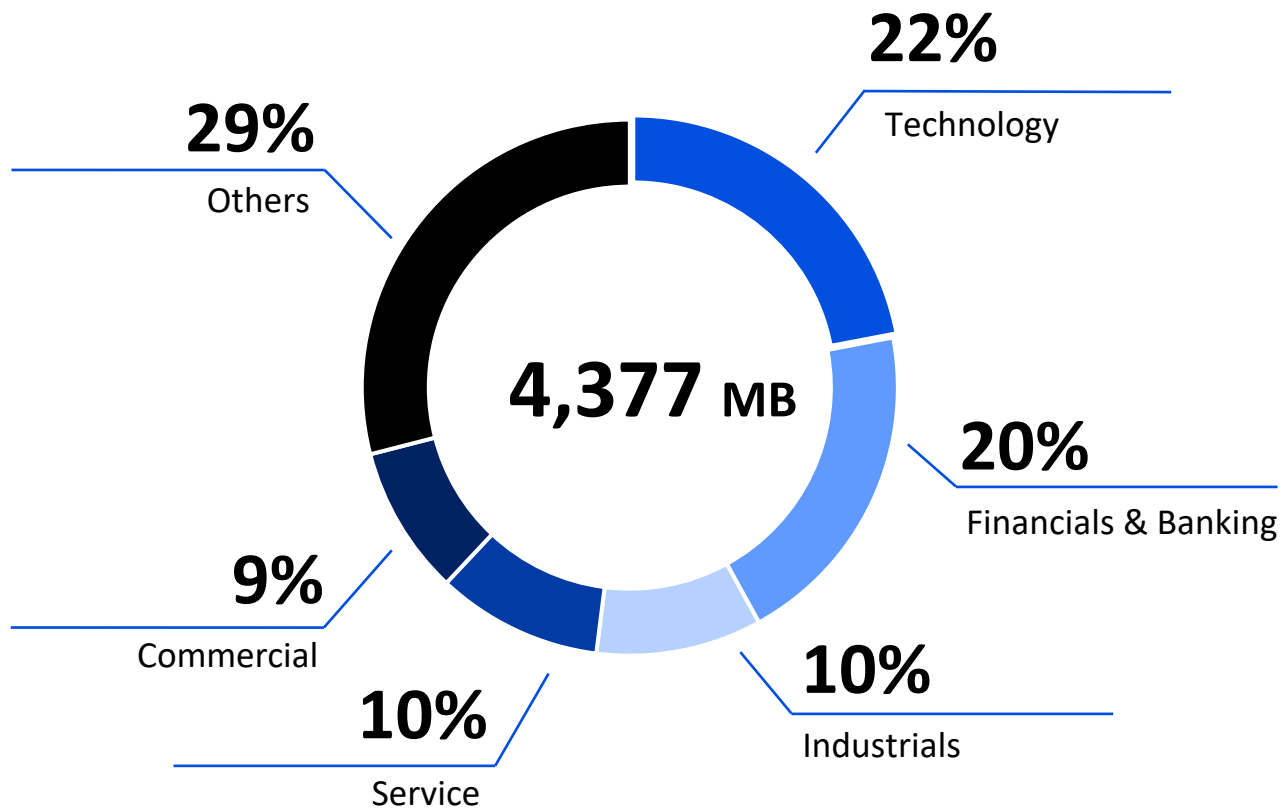
Hardware & Supplies

▲ 12%

Software & Service

▲ 28%

Revenue by Segment 1H2022



Revenue Growth

+21% YoY

Increase 769 MB

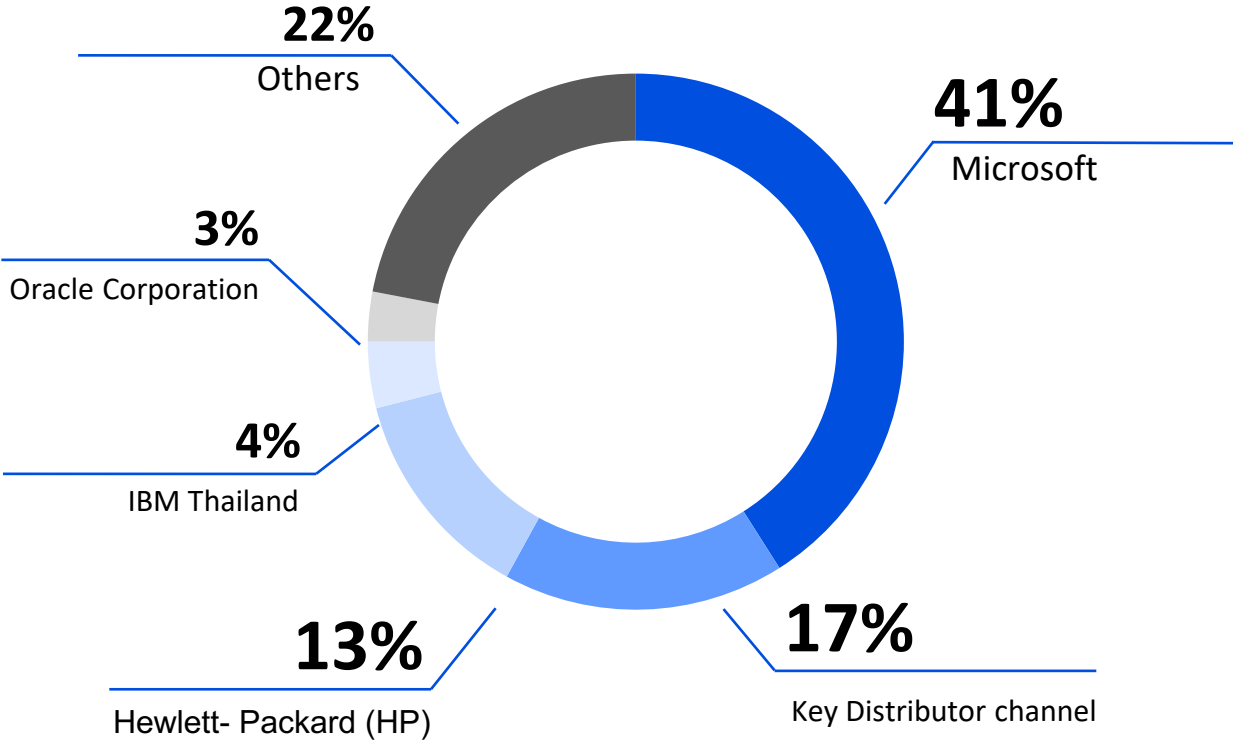
Technology

▲ 28%

Financials & Banking

▲ 2%

Key vendor 1H2022



Supplier
83%

Distributor
17%





AGENDA

COMPANY PROFILE

PERFORMANCE

MSC DIRECTION

MSC SUSTAINABILITY



MSC Direction

Vision

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

Mission

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

To conduct on corporate management in good corporate governance, and on encouragement of CSR & environmental protection

Strategic Direction



People
Excellence



Digital Transformation
Excellence



Product & Service
Excellence



Customer
Excellence



Collaboration
Excellence

Key Corporate Strategy

Short - Term

Digital
Transformations

Long - Term

Solution as a Service
Intelligence Managed Service

Business Alliance
MSC IP

Solution Focus

Infrastructure
Solution

Managed Service

Cloud Solution

Cyber Security

Data Fabric

The
Superapp®

MEGATHINGS

" Customer Success is Our Business "





AGENDA

COMPANY PROFILE

PERFORMANCE

MSC DIRECTION

MSC SUSTAINABILITY





Sustainability Vision

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

Sustainability Highlight 2022



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

MSC SUSTAINABILITY

To be a sustainable company in the digital economy era as well as developing a learning society

1 NO POVERTY



- Financial Planning, Investment and Fund Management Projects for Savings.



PERSONAL FINANCIAL PLANNING

TOPIC

1. แผนการเงินส่วนบุคคล
2. การลงทุน
3. การวางแผนเกษียณและกองทุน

Presented by: **DR. JIRASIT KUMKONGKOT**
OFFICE, HR, Human Resource

FRIDAY, 10th AUGUST 2023
10:00 - 12:00
ONLINE (ZOOM)

3 GOOD HEALTH AND WELL-BEING





- Fitness, Swimming Pool, Salt System, Sauna
- Fitness Club, Yoga, Football, Badminton, etc.
- Annual Health Check



4 QUALITY EDUCATION



- Smart Classroom Project
- University Networking Project
- MSC Academy
- Open to Visit the Company's Technology Center

7 AFFORDABLE AND CLEAN ENERGY





- Install Solar Power Generation Panels
- EV Charger

8 DECENT WORK AND ECONOMIC GROWTH





- Occupational Safety Training
- Employee Outsourcing
- Internship Student

12 RESPONSIBLE CONSUMPTION AND PRODUCTION





- Selection of Quality and Standard Products from Leading Organizations
- METRO Green Clean Office Project

16 PEACE, JUSTICE AND STRONG INSTITUTIONS





- Anti-Corruption Campaign
- Human Rights Policy
- Provide Training for Testing Business Ethics and Company Policies

SUSTAINABLE DEVELOPMENT GOALS

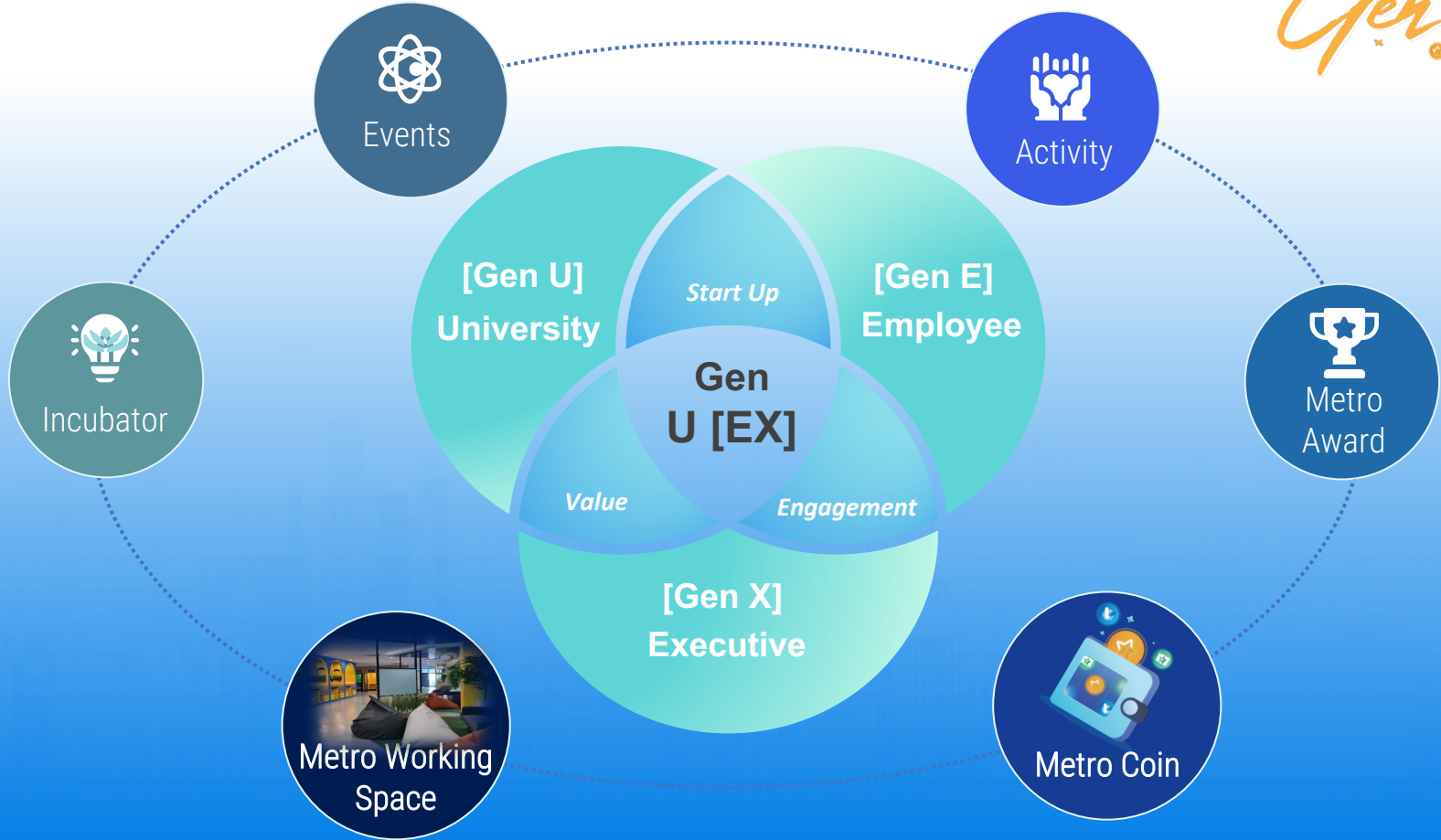
9 INDUSTRY, INNOVATION AND INFRASTRUCTURE





- In-house Innovation Project

MSC COMMUNITY



Events

Activity

Metro Award

Metro Coin

Metro Working Space

Incubator

[Gen U] University

[Gen E] Employee

[Gen X] Executive

Start Up

Value

Engagement

Gen U [EX]

THANK YOU



Metro Systems Corporation