

OPPORTUNITY DAY 2021

Metro Systems Corporation Plc.



Metro Systems Corporation
PUBLIC COMPANY LIMITED

AGENDA

1

COMPANY PROFILE

2

PERFORMANCE 2021

3

STRATEGIES FORESIGHT



MSC SUSTAINABILITY



COMPANY PROFILE

Metro Systems Corporation Plc.





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
- Huawei Cloud Partner
- Metro Cloud
- THSI 2020-2021



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%



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



PERFORMANCE 2021

Metro Systems Corporation Plc.





Corporate Strategy Focus 2021

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

Business Focus Result 2021



PDPA

TOTAL REVENUE

27 MB

NO. OF CUSTOMER

20+

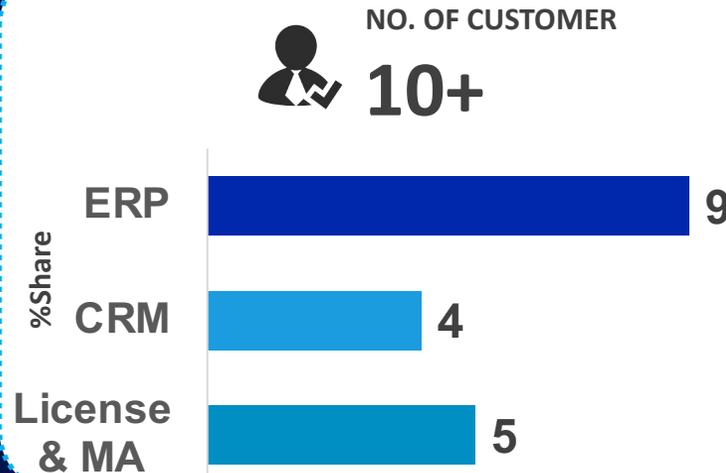
SOC

TOTAL REVENUE

12 MB

NO. OF CUSTOMER

20



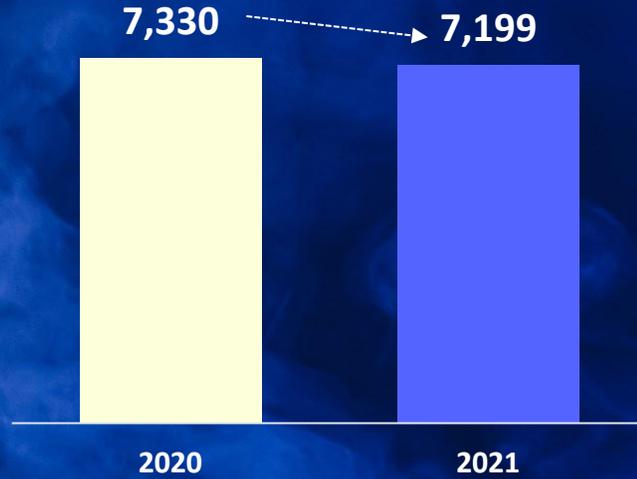
NO. OF CUSTOMER **100+**



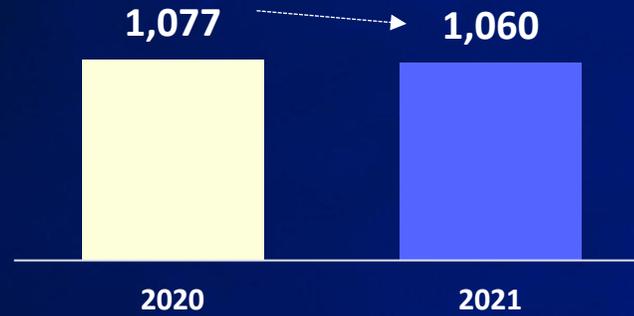


Financial Performance 2021

Revenue



Gross Profit



Revenue Growth

-2% YoY

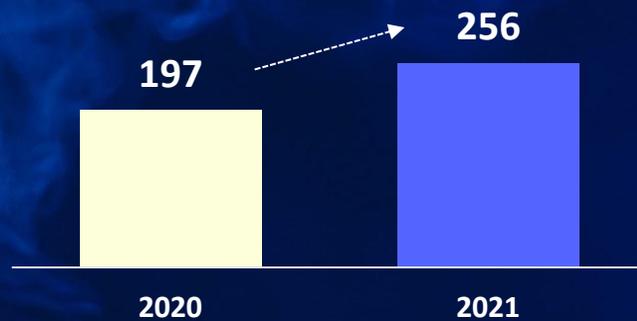
Decrease 132 MB

Gross Profit Growth

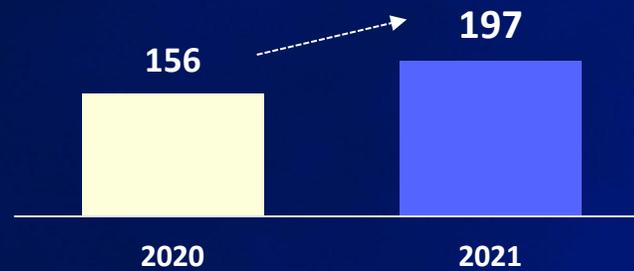
-2% YoY

Decrease 17 MB

EBIT



Net Profit



Net Profit Growth

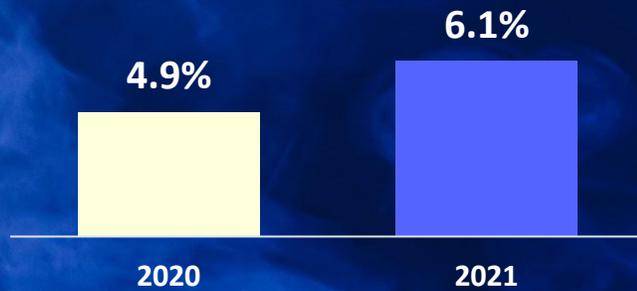
+27% YoY

Increase 41 MB

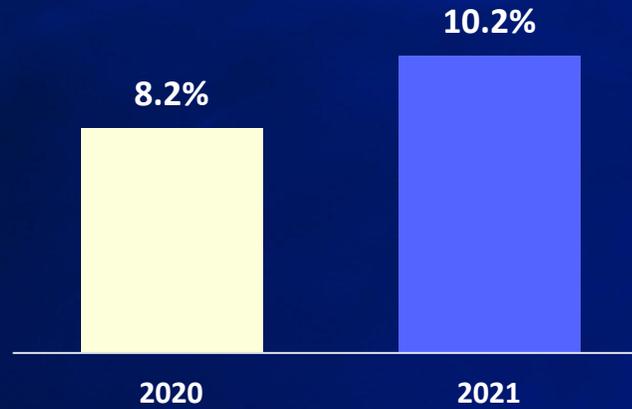


Financial Ratio

ROA



ROE



Asset 2021

3,305 MB

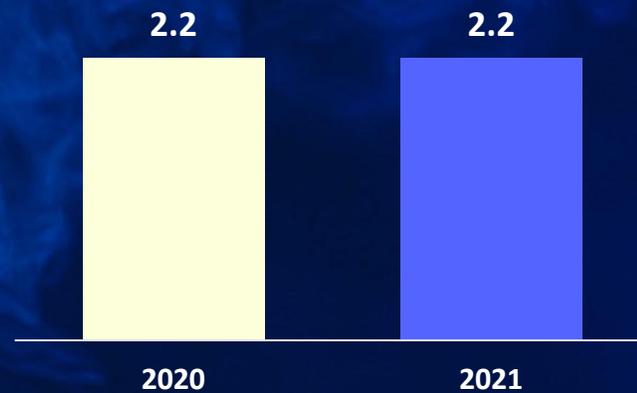
Increase 165 MB

Liabilities 2021

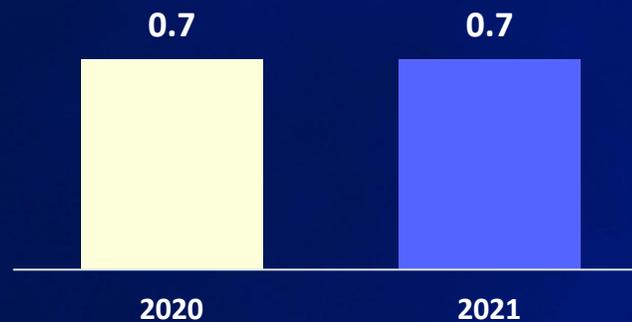
1,327 MB

Increase 78 MB

Current Ratio



D/E Ratio



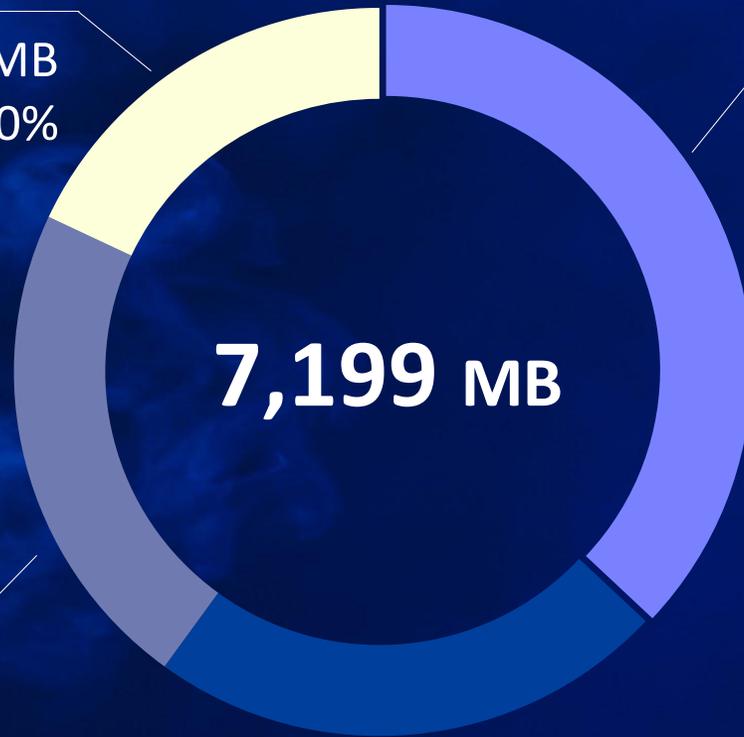
Equity 2021

1,977 MB

Increase 88 MB



Revenue Breakdown 2021



Revenue Growth

-2% YoY

Decrease 132 MB

Hardware & Supplies

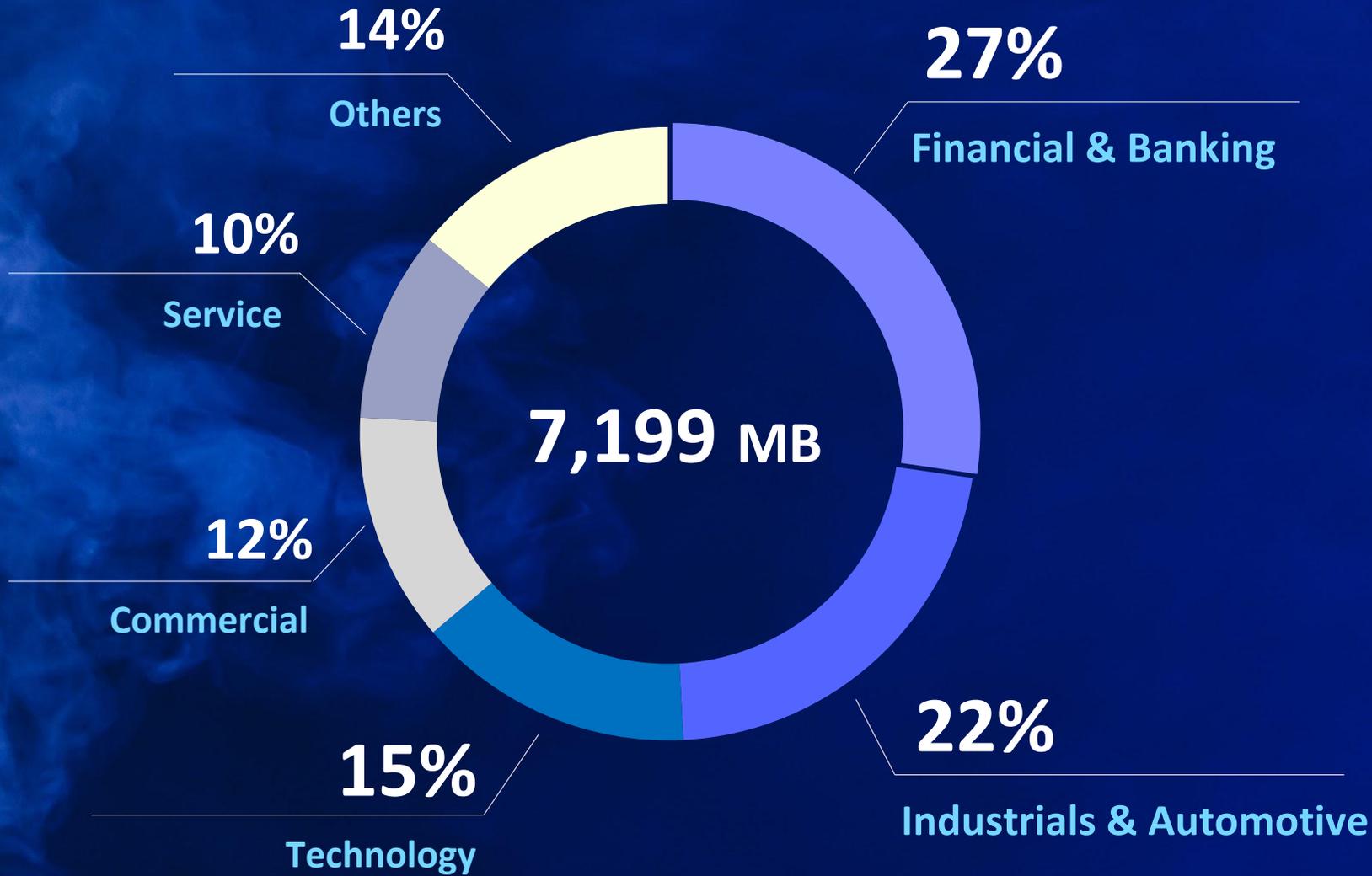
▼ 10%

Software & Service

▲ 6%



Revenue by Segment 2021



Revenue Growth

-2% YoY

Decrease 132 MB

Financial & Banking

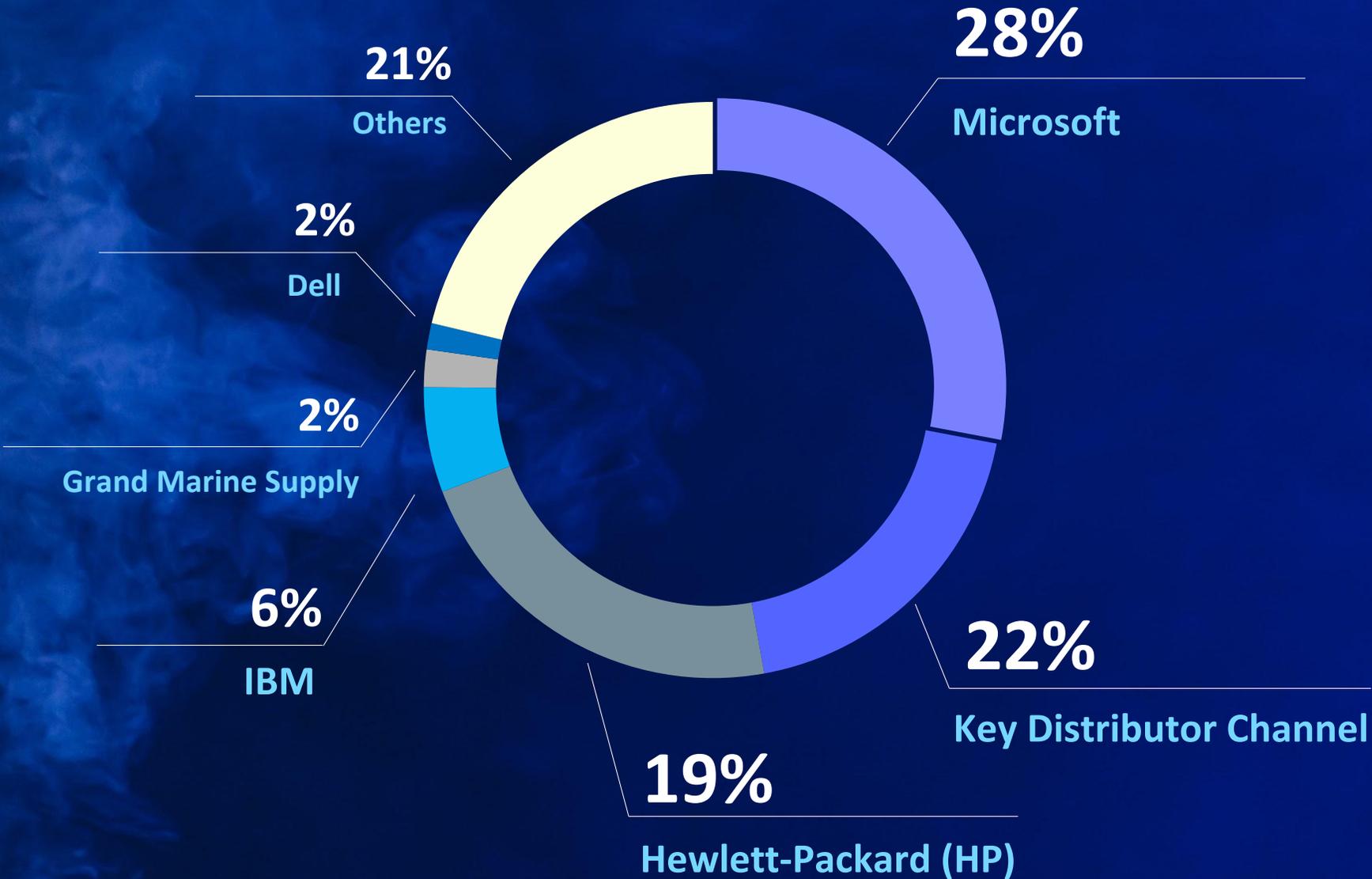
▼ 5%

Technology

▲ 13%



Key Vendor 2021



Supplier

58%



Distributor

42%



STRATEGY FORESIGHT

Metro Systems Corporation Plc.



Corporate Strategy Focus 2022

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

Solution as a Service
Intelligence Managed Service

Long - Term

Business Alliance & MSC IP

Solution Focus

Information Security

PDPA SOC

Digital Transformations

Automatic Business Flow

The
Superapp®

RPA

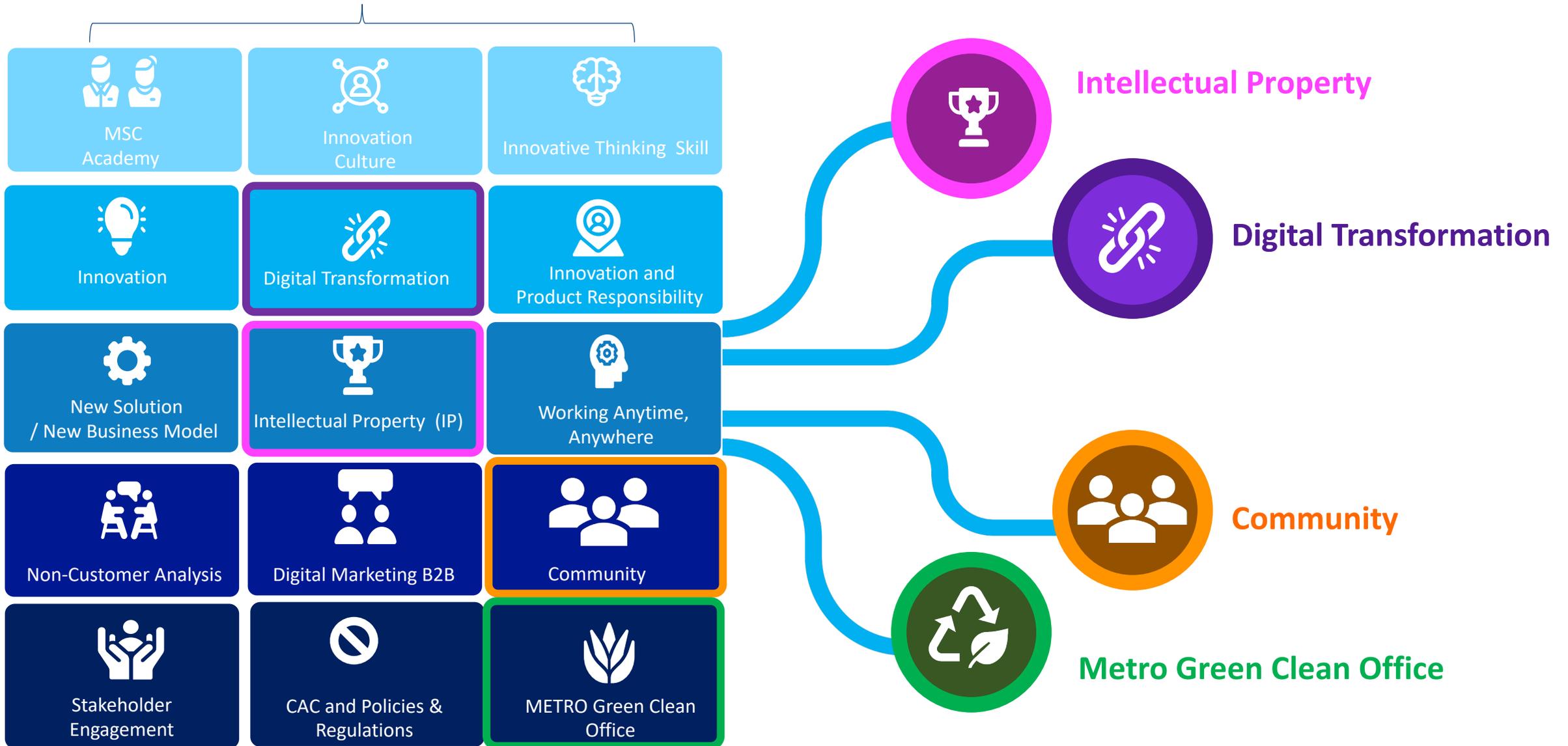
Cloud Solution



" Customer Success is Our Business "

Strategies Foresight

Corporate Excellence for Sustainability



Strategies **Priorities**

The
Superapp[®]

Intellectual Property (IP)



Cloud Solution



PDPA / Security



METRO GEN

Community



METRO GEN



INCUBATION



UNIVERSITY



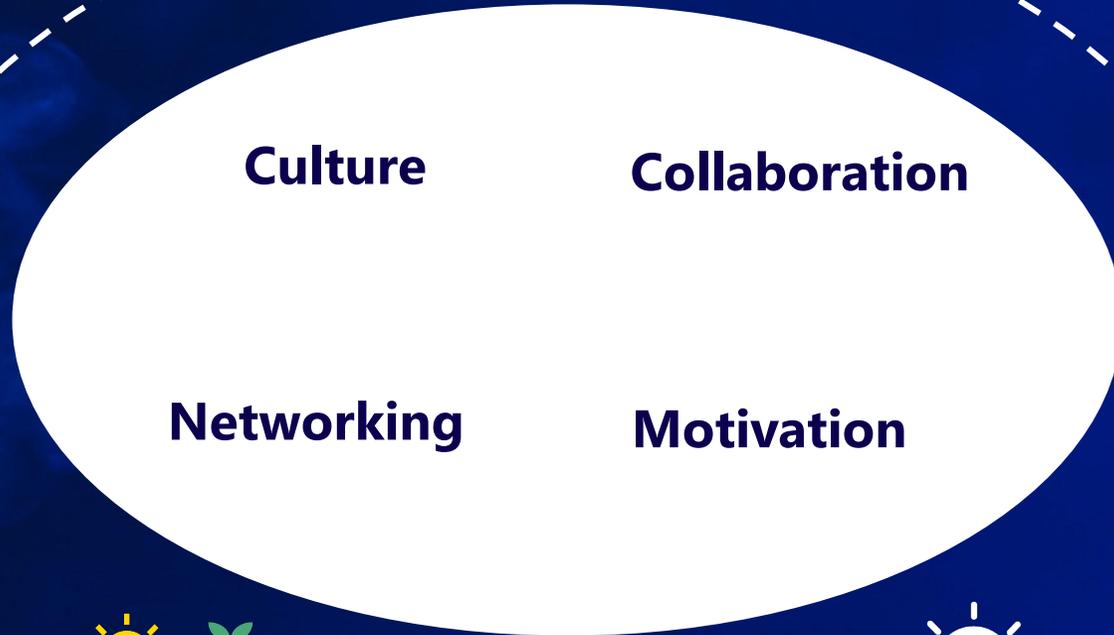
NETWORK



INVESTOR



INNOVATIVE
THINKING







Sustainability Vision

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

Sustainability Highlight 2021



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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