

TIS INTEC Group Business Briefing (Global Business)

Dec. 4, 2020

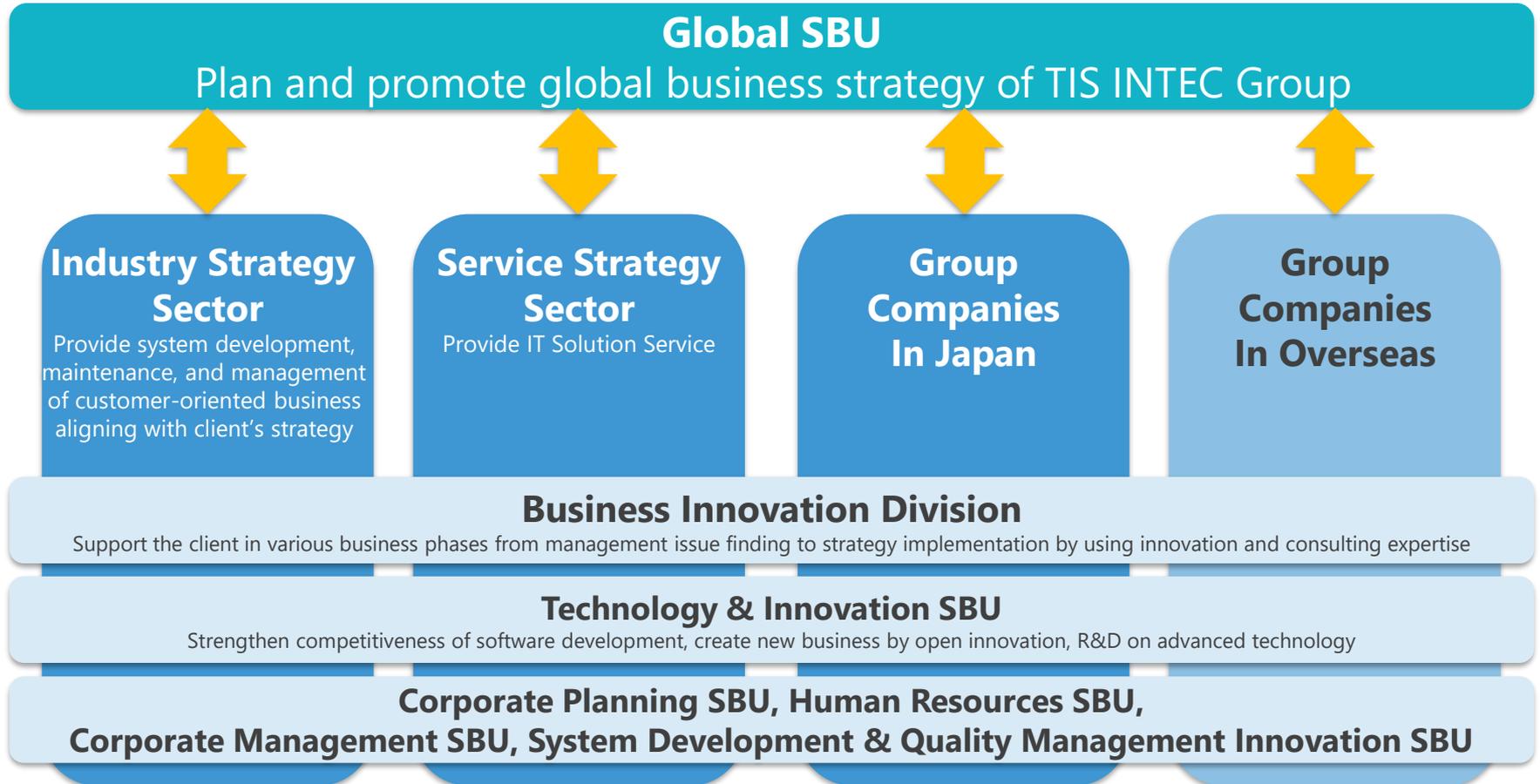
TIS Inc.

Kensaku Furusho Division Manager of Global SBU

- ✓ Engaged in programming, system engineering, project manager of credit card system. Also has experience as sales manager of famous credit card companies; and from 2012, in charge of the Corporate Planning Dept.
- ✓ From 2014 to present, in charge of global business, including capital and business alliance with MFEC, a leading system integrator in Thailand

Profile

Mar. 2002	Master of Engineering, Kyushu University
Apr. 2002	Joined TIS Inc.
Jan. 2004	Programmer, System Engineer, Project Manager, Credit Card System Dept.
Jan. 2009	Sales Manager, Credit Card System Dept.
Apr. 2012	Corporate Planning Dept., Corporate Planning SBU
Apr. 2017	Department Manager, Global Business Planning Dept. Managing Director, TISI Singapore Pte. Ltd. (to present)
Apr. 2020	Division Manager of Global SBU (to present)



- 1. Vision, Policy**
- 2. Global Business Strategy**
- 3. Business Synergies**
- 4. Global Team**

Vision, Policy

OUR PHILOSOPHY (TIS INTEC Group Philosophy)

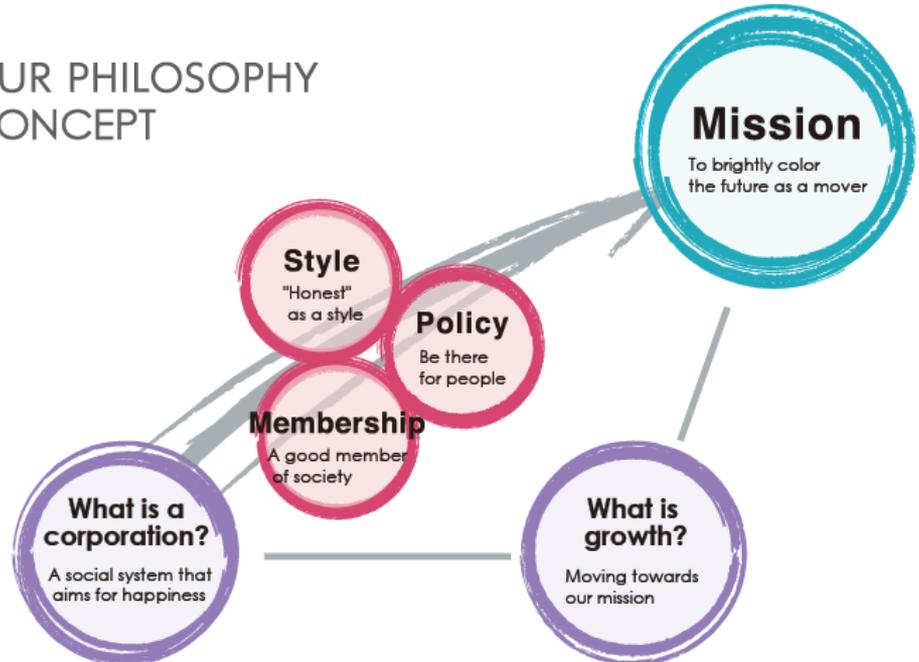
Mission (TIS INTEC Group's social role)

Color the future as a “mover” with digital technology.

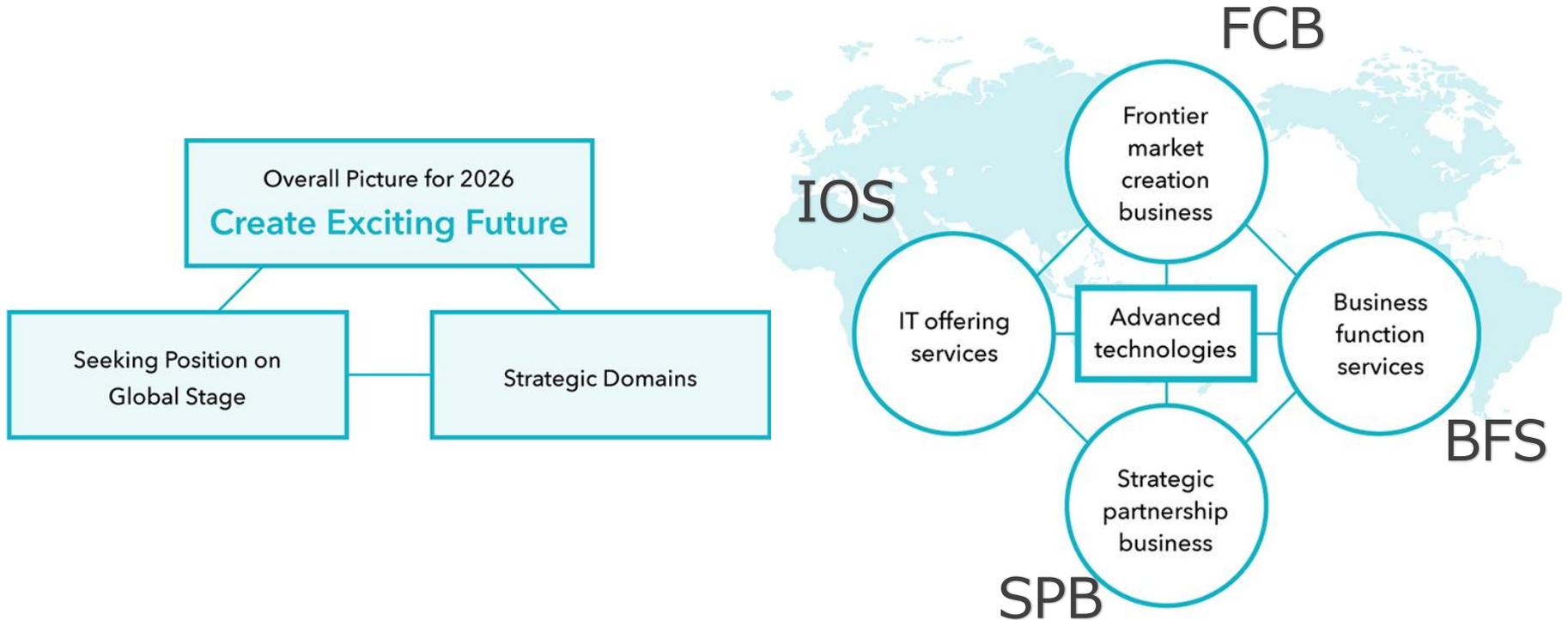


OUR PHILOSOPHY represents a sense of value shared throughout the TIS INTEC Group. OUR PHILOSOPHY broadly clarifies Group management, corporate activities and vital concepts and ideals for members of the Group. The TIS INTEC Group’s entire business revolves around OUR PHILOSOPHY. The Group pursues this mission to color the future as a “mover” with digital technology.

OUR PHILOSOPHY CONCEPT



Utilize advanced technologies and know-how for business innovation and market creation.



Global Business Objectives

Policy

Transform traditional SI model into next generation Technology & Service Provider, in order to be the leading IT Consortium in the ASEAN region

- Market Expansions
- Business Expansion

Strategy

- Maximize the value of entire group by strengthening relationships and promoting collaboration
- Maintain and expand competitiveness by acquiring the global emerging technologies
- Create global IOS (IT offering services) and FCB (Frontier market creation business)

Global Business Strategy

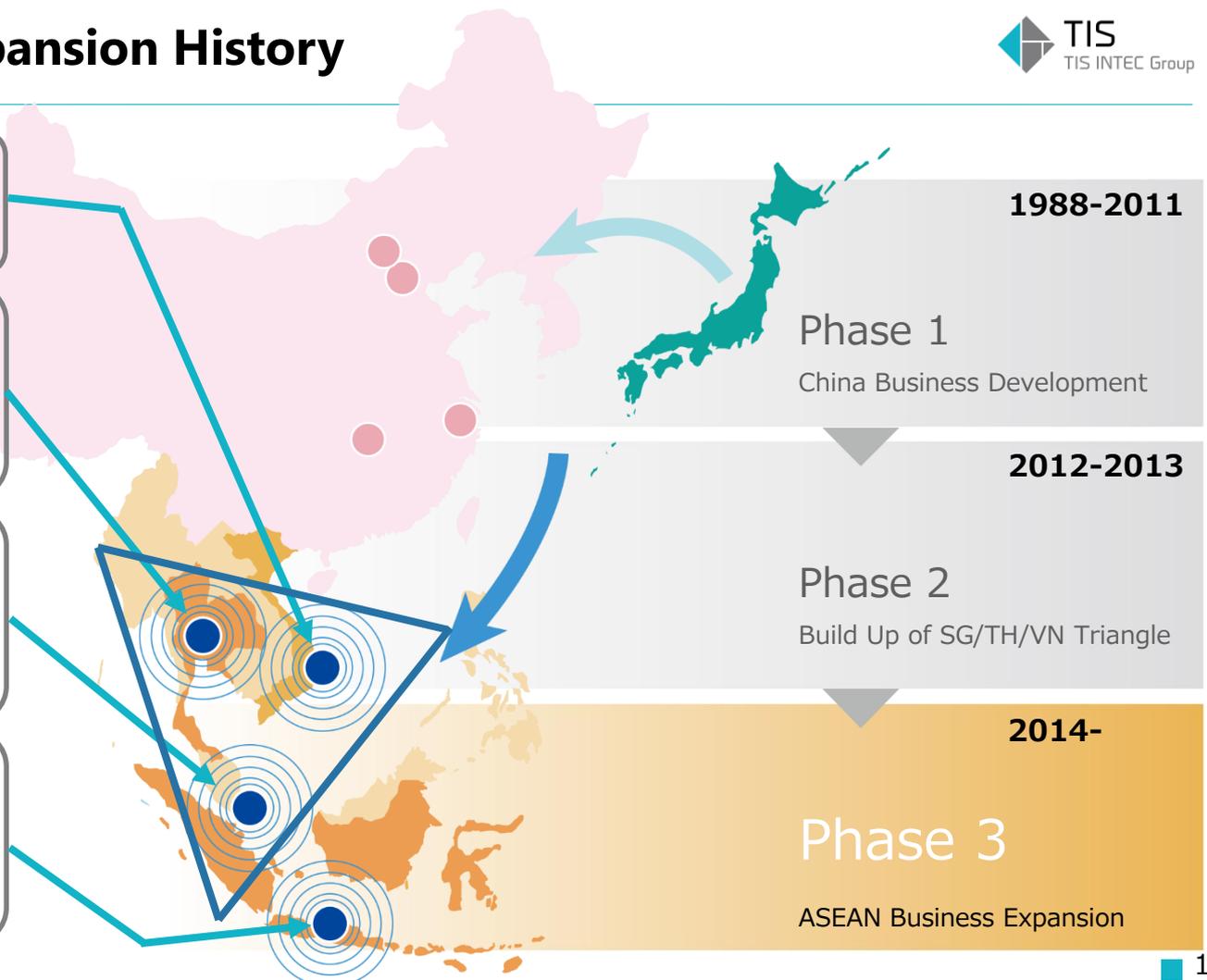
Global Business Expansion History

 Vietnam
Tinhvân
TOGETHER WE SHINE
Capital / Business Alliance

 Thailand
IAM **MFEC** **TBWG**
Public Company Limited **PROMPT NOW**
M&A, Joint Venture

 Singapore
Grab **r3.**
SQREEM **ENTROPICA LABS**
Capital / Business Alliance

 Indonesia **digital exchange.id**
HARSYA **anabatic** **DUNIA BAYAR**
REMITINDO TECHNOLOGIES INDONESIA
chipsakti
Capital / Business Alliance



1988-2011

Phase 1
China Business Development

2012-2013

Phase 2
Build Up of SG/TH/VN Triangle

2014-

Phase 3
ASEAN Business Expansion

Population, human resources

- Population in ASEAN : about 700 million people
- Average age : about 35 (2030 forecast*)

GDP Growth (PPP base)

- Indonesia becomes 4th in the world in 2050 *
- Vietnam, Philippines, Thailand, and Malaysia will be the top 25 in the world *

Geography Benefit

- Surrounded by huge markets, such as China, India, Japan, and Australia
- Each country in ASEAN region become an important target markets

Social issues

- Social infrastructure weakness
- Income inequality, poverty
- Bank account holding rate: about 30%*

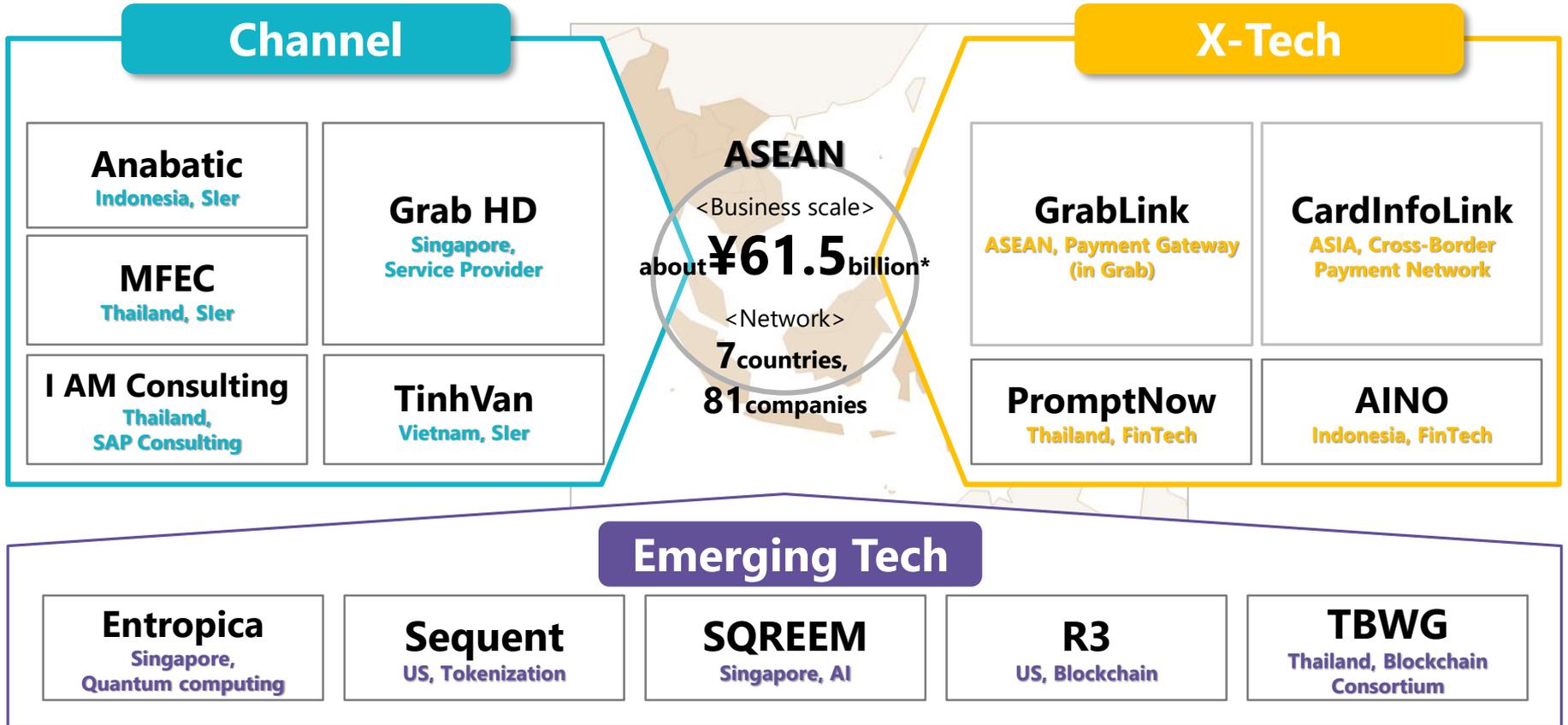
Digital economy

- Digital economy : US\$300 billion (2025 forecast – three times compared to 2019*)
- Internet access : 500 million people (2035 forecast*)

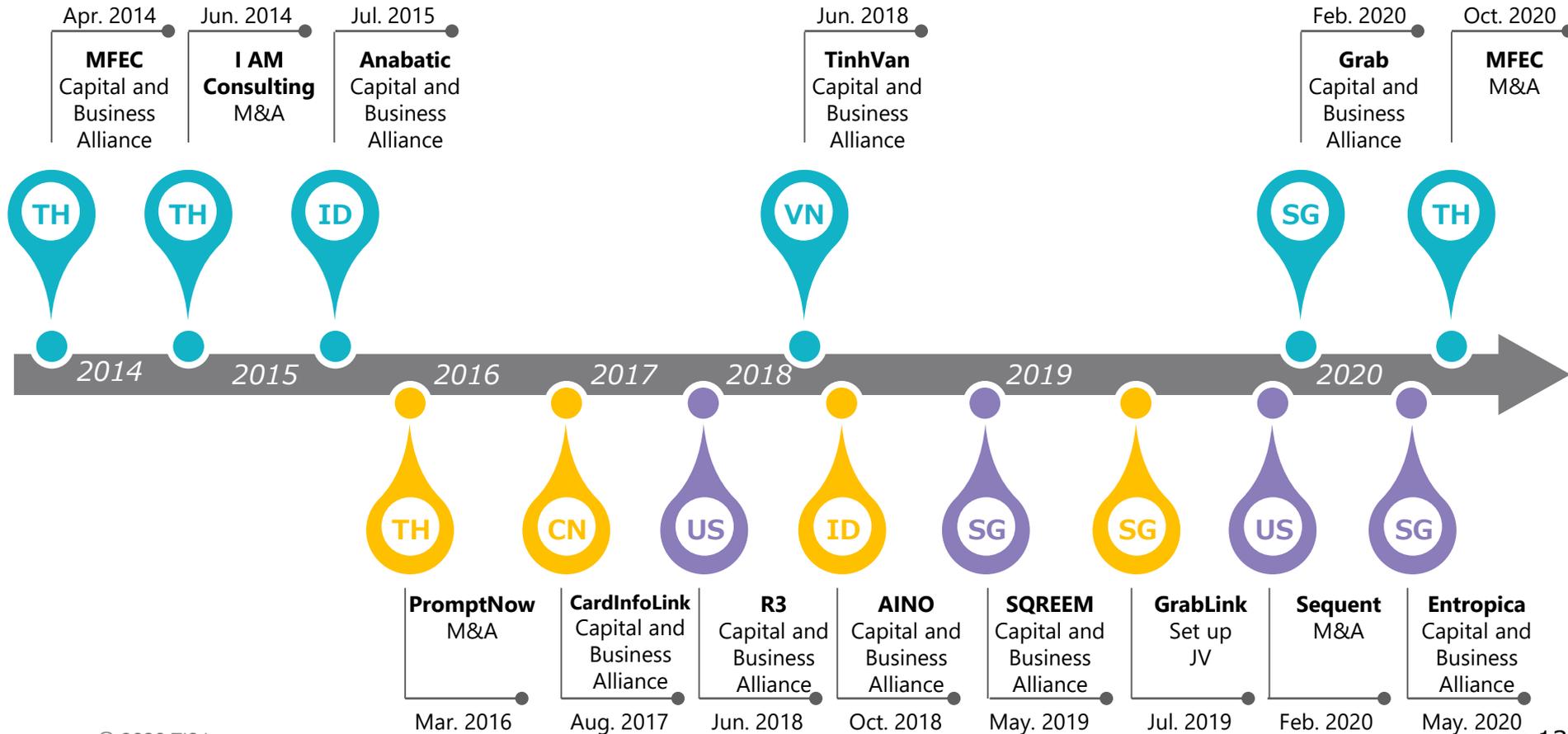
Eco System

- Singapore is the most competitive nation in the world (World Economic Forum, IMD World Competitiveness Ranking)





Global Partnership



Card & Payment



- QR Payment Gateway for Marchant
- Digital Wallet using Tokenization Technology
- Rewards, Mini program

Bank



- Core-Banking (TEMENOS)
- Anti-Money Laundering and Fraud Management
- Digital Banking Consultancy

Manufacturing & Energy



- ERP/SCM (Oracle, SAP, Microsoft)
- Enterprise Information Management (EIM)
- Application Management Outsourcing (AMO)

Healthcare & Insurance



- Mobile Insurance
- Matching Doctor/Patient with Medical Solutions
- Outsourcing

Utility & Government



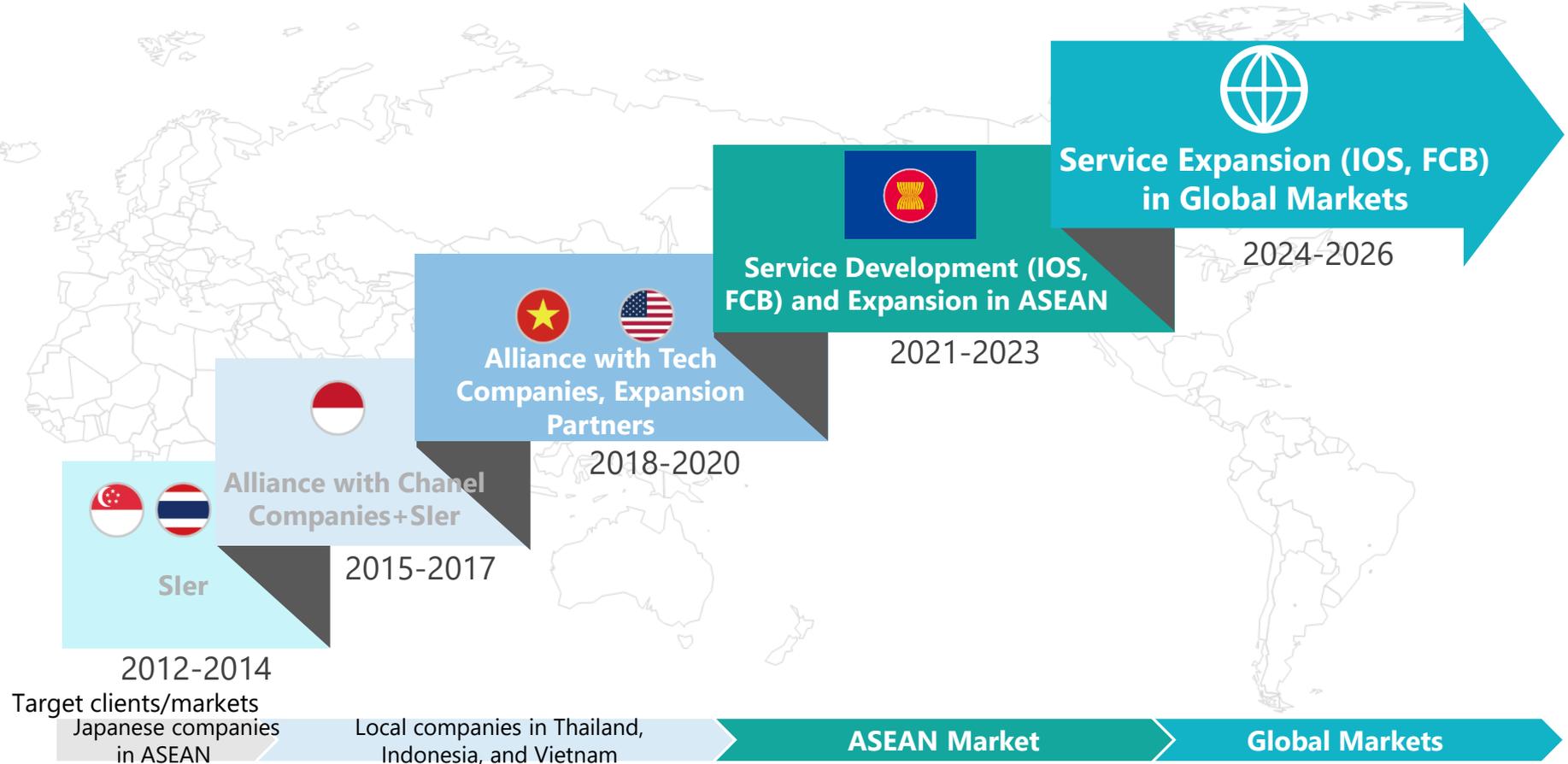
- E-KYC
- E-Tax Invoice As a Service
- Predict Market Events

Others

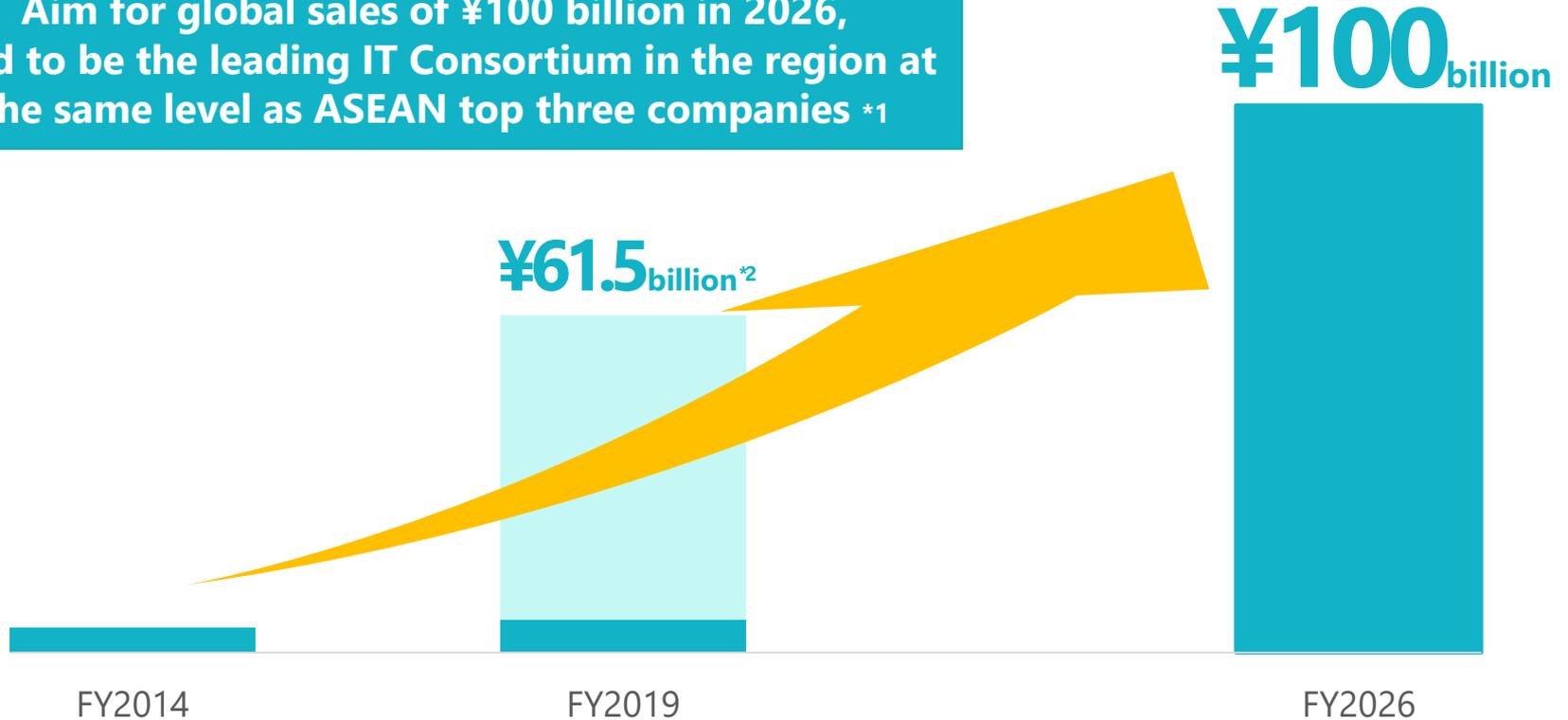


- Business Intelligence, Data Management Service
- Detect potential software failures
- Cloud (IaaS), Data Center

Global Business Expansion



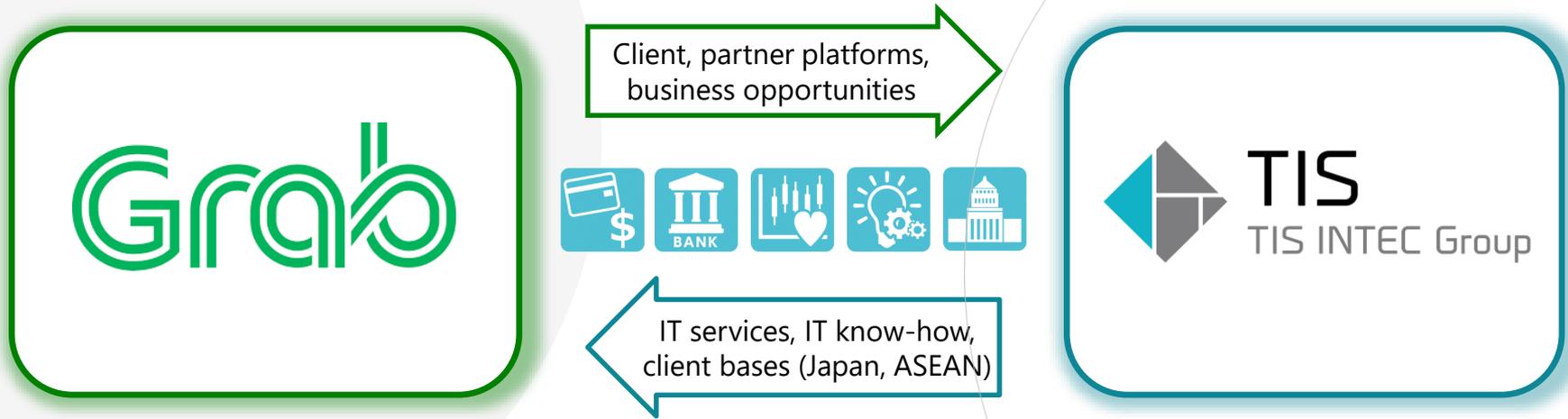
Aim for global sales of ¥100 billion in 2026,
and to be the leading IT Consortium in the region at
the same level as ASEAN top three companies *1



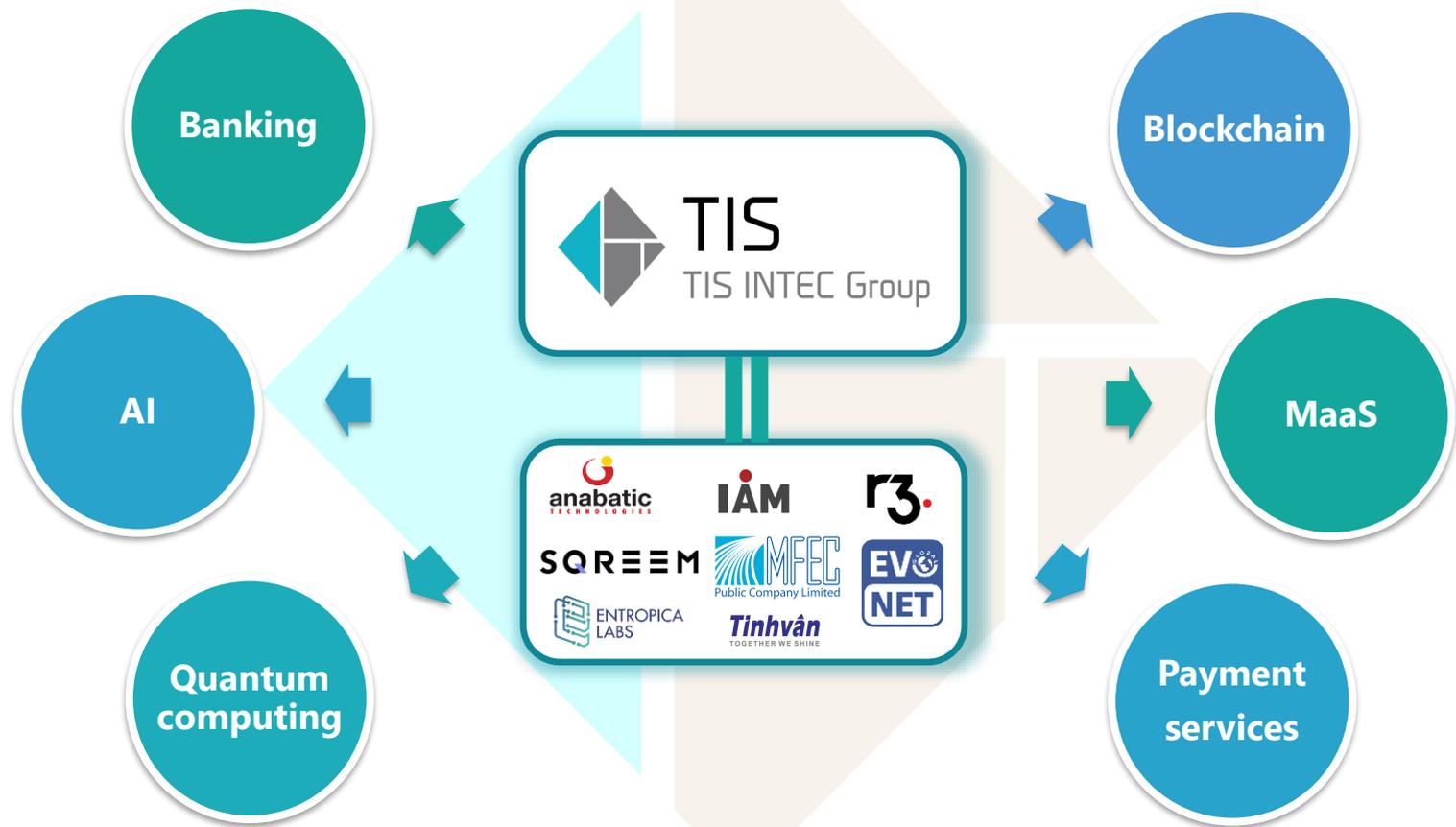
Business Synergies / TIS + Grab + CIL

Partnership with Grab

- ✓ TIS supports IT services of Grab, ASEAN's No.1 super application player
- ✓ Wide range of collaboration to create new IT services not only in payment services area

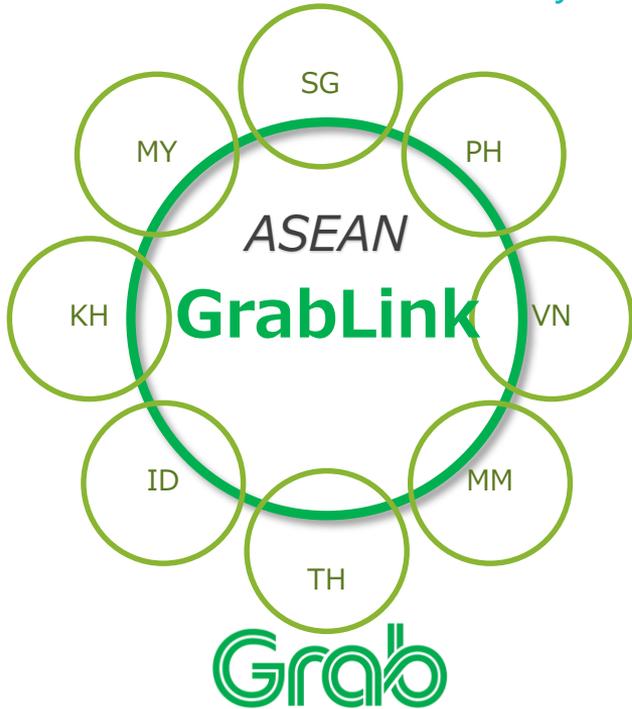


Promoting Collaboration with Grab



Case Study 1

- ✓ Established GrabLink, joint venture with Grab, to provide IT platform service for GrabLink's payment acquiring business
- ✓ Plan to connect GrabPay to EVONET service jointly offered by TIS and CardInfoLink



* Capital and business alliance in February 2020

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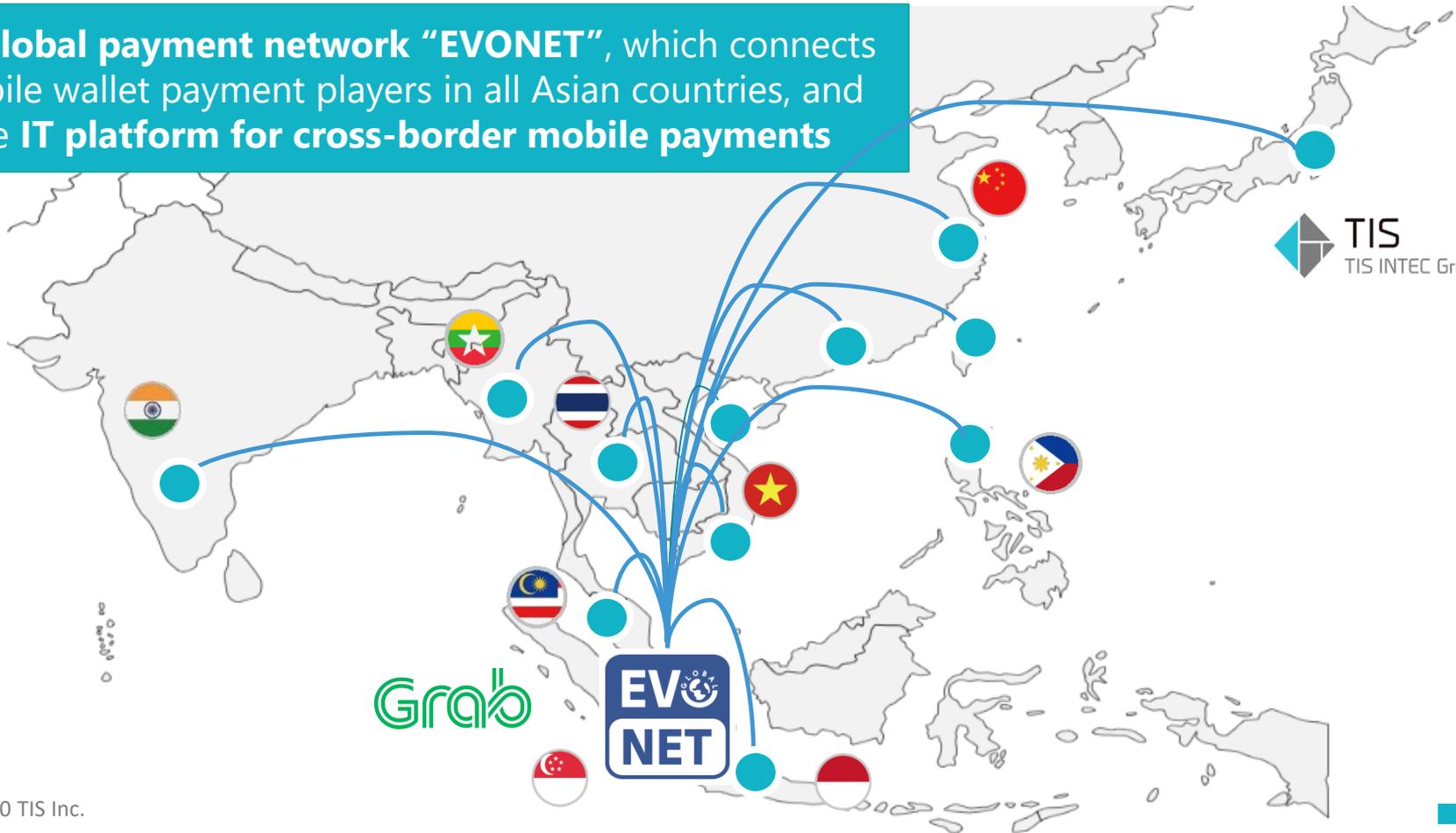
* Turned into equity-method affiliate

in March 2020



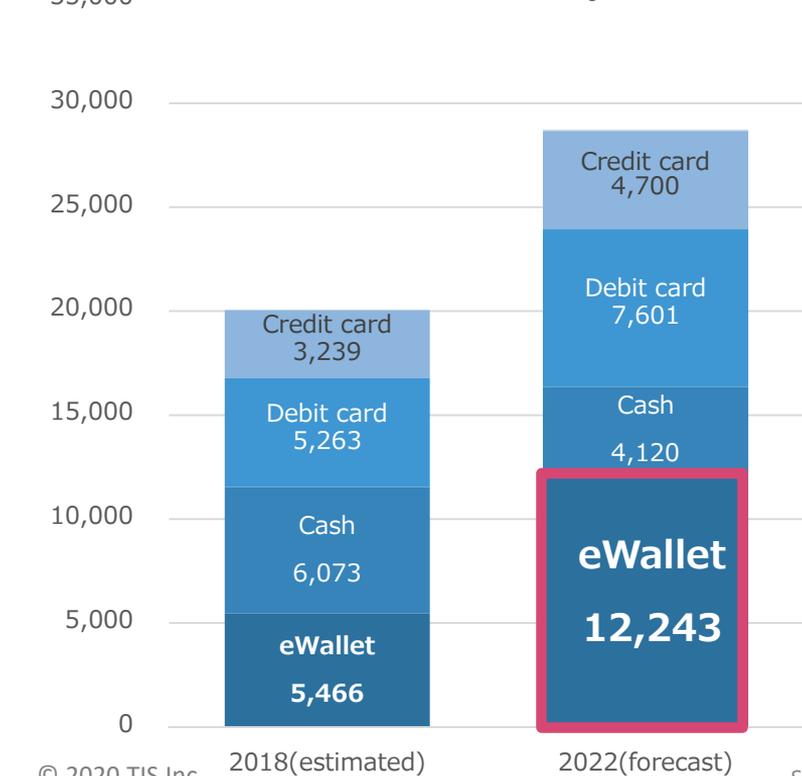
EVONET Business : Market Needs and Target Position

Build **global payment network "EVONET"**, which connects to mobile wallet payment players in all Asian countries, and provide **IT platform for cross-border mobile payments**

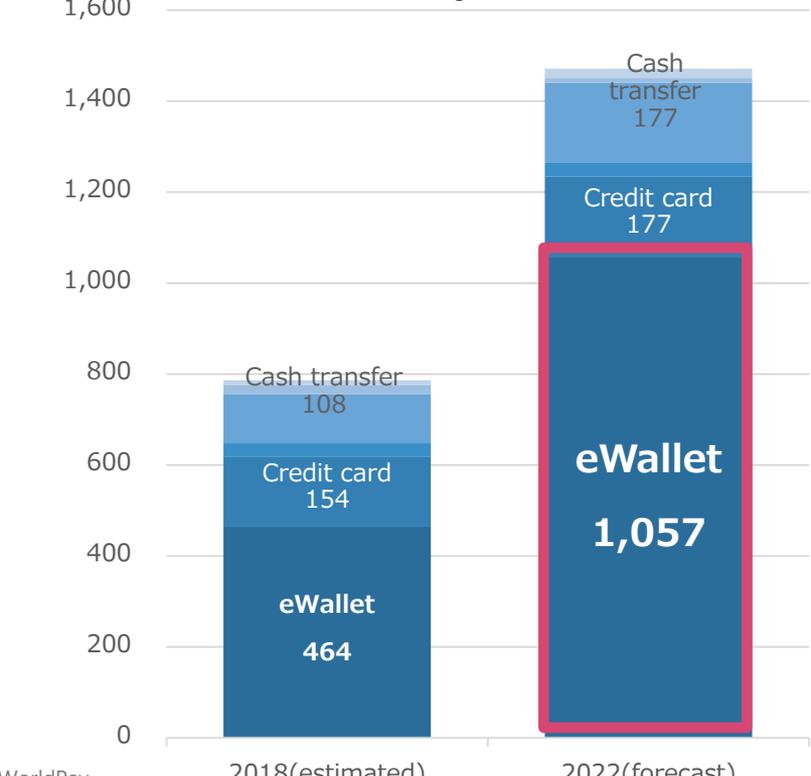


The target market scale expected to be US\$13 trillion in 2022

US\$ billion **◆ Over-the-Counter Payments in Asia**



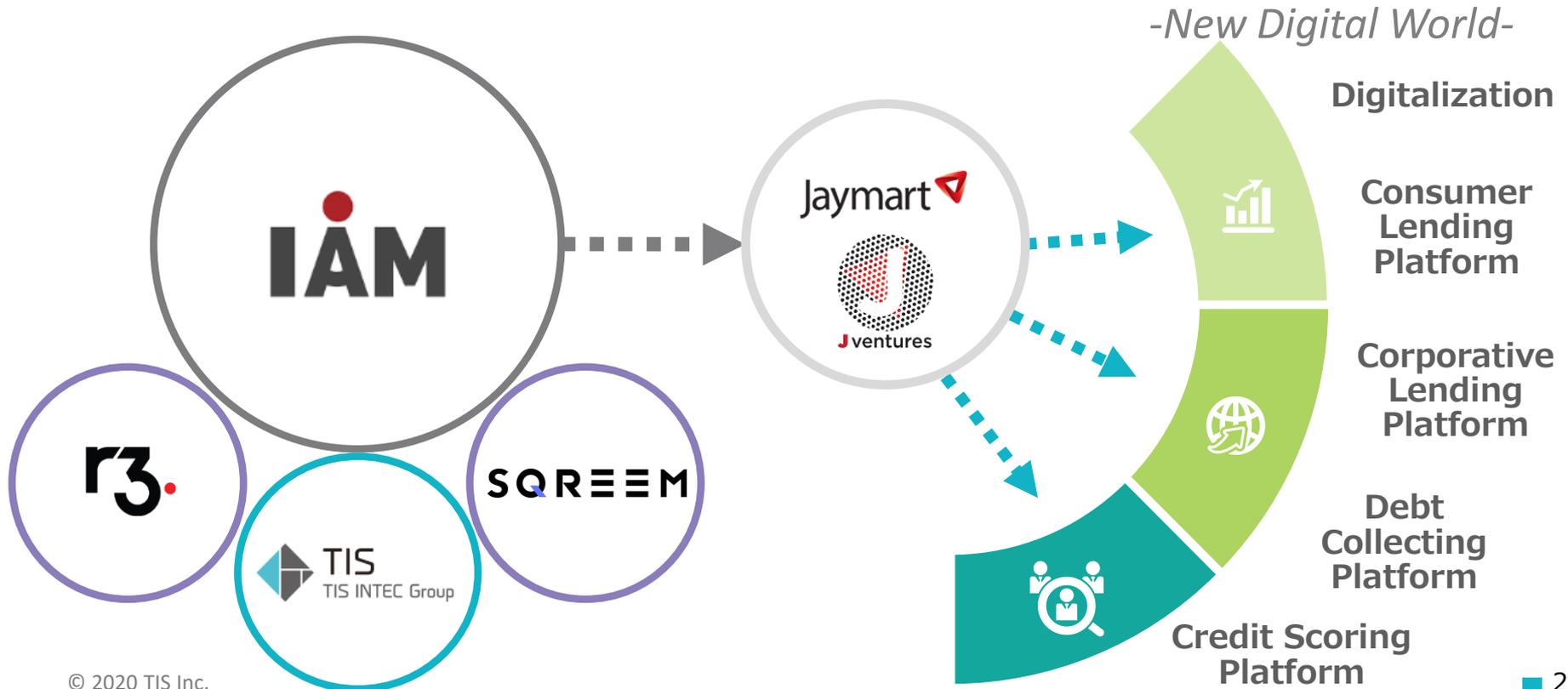
US\$ billion **◆ EC Mobile Payments in Asia**



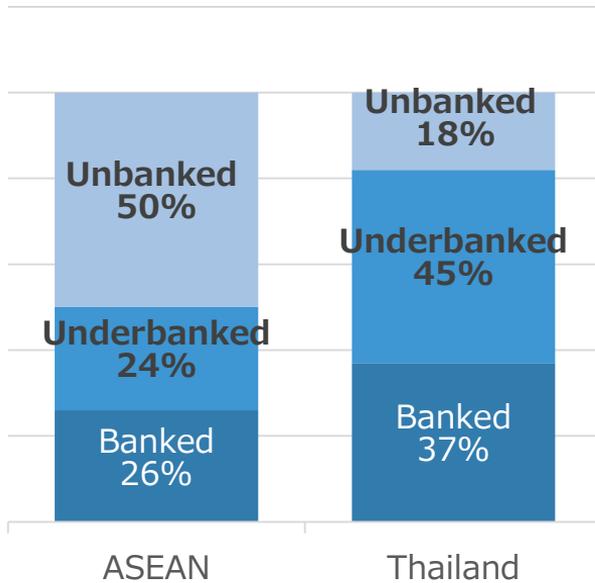
Business Synergies / TIS + IAM + R3, SQREEM

Case Study 2

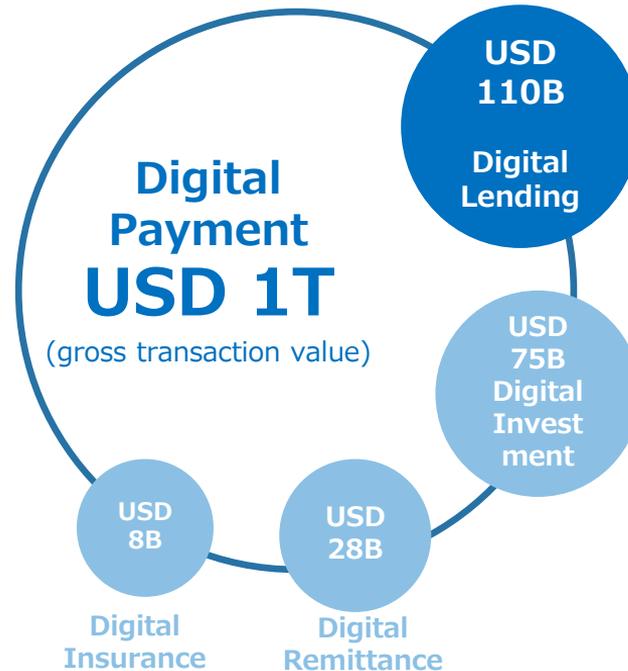
- ✓ I AM, a subsidiary in Thailand, supports the digital transformation of the Jaymart Group, a major distributor in Thailand, with capital alliance partners, including R3



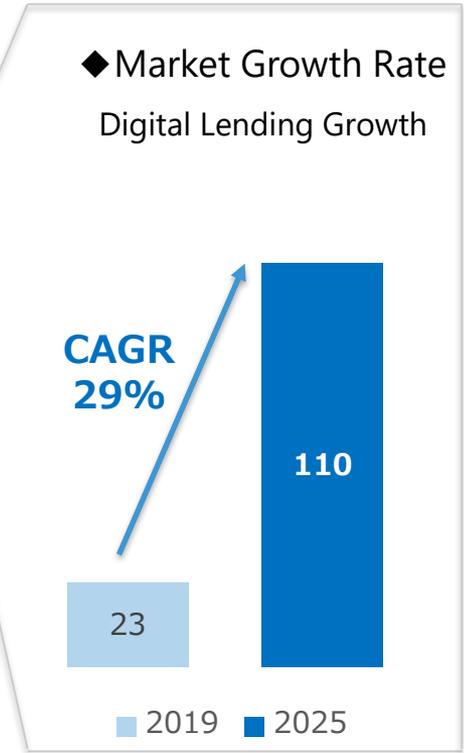
◆ Bank Account Holding Rate in ASEAN and Thailand



◆ 2025 Market Growth Digital Payment In ASEAN



◆ Market Growth Rate Digital Lending Growth



Business Synergies / TIS + MFEC

MFEC Becomes Consolidated Subsidiary

- ✓ MFEC became a consolidated subsidiary of TIS, strengthening a capital and business alliance commenced in 2014



A leading company providing IT solutions to Thai enterprises, established in 1997. Listed on the Stock Exchange of Thailand in 2003, the company leads a group comprising 10 companies.

**Consolidated
net sales**

¥13.3 billion

(Fiscal year ended December 31, 2019)

**Consolidated
operating income**

¥0.87 billion

(Fiscal year ended December 31, 2019)

**Number of employees
(Consolidated basis)**

1,468

(As of September 30, 2020)

Steps toward
consolidation

April 2014
Capital and Business
Alliance
(17.7%)

March 2017
Became Affiliate
Accounted for
by Equity Method
(20.0%)

December 2018
TIS Purchased
Additional shares
(24.9%)

October 2020
Became Consolidated
Subsidiary
(49.0%)

Case Study 3

- ✓ MFEC, a Subsidiary in Thai, offers digital marketing services in collaboration with Japanese companies in Thailand



Data Management Platform as a Service

Media & Platform



Social Media



Conversation Marketing



Data Science
Visualize and
Marketing Analytic



SEO Service

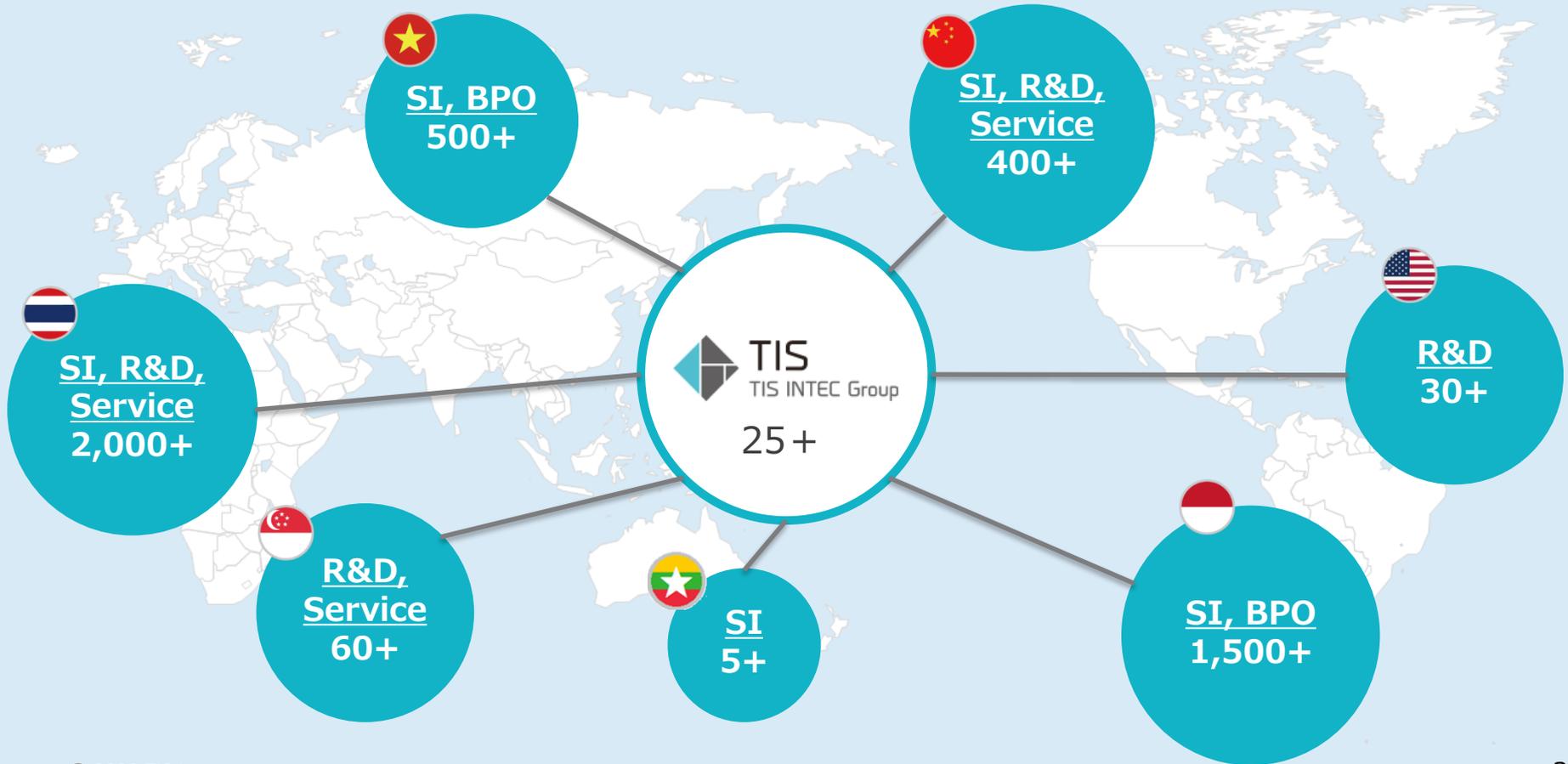


Consultant
Service



Thai
market

Global Team





Executive Officer, Deputy Division Manager of Global SBU, TIS Inc.
I AM Consulting Founder Director

Thanawat Lertwattanakarak (Taro)

【Why TIS INTEC Group?】

I AM was established in 2004 as a top-class consulting firm in Thailand.

By 2014, the company had 250 full-time employees, and sales hovered at 400 million Thai baht(about ¥1.4 billion). We decided the next step should be to pursue growth beyond Thailand into a global market. And so we set out looking for a partner to help us expand operations throughout Southeast Asia.

At that time, I was able to meet TIS, one of the top IT service provider in Japan, and during our discussions, I realized that TIS and IAM were a good match, especially in terms of management philosophy. I finally made a decision to join the TIS Intec Group because I had great sympathy for TIS philosophy: TIS aim to improve the corporate value that would be valued by stakeholders including the success of our customers.

Today, I AM has grown into a company of about 400 full-time employees and sales of about 800 million Thai baht(about ¥2.8 billion). I believe that this is a proof of our growth we have achieved together with TIS Intec Group through sharing our management philosophy in the past 6 years

【What is the expectation for I AM's future?】

Looking to the era of digital transformation, I AM is, like other companies, facing major challenges. Various skill sets are needed to realize digital transformation, and to date, I AM has been focusing on utilizing expertise in ERP consulting. Meanwhile, as a top IT service provider in Japan, TIS has a various solutions and continues to invest in promising companies with the emerging technology around the world in order to acquire further knowledges. This includes blockchain, AI, big data and machine learning. I AM will leverage these technology and know-how for localization, which will promote steady progress toward digital transformation at client companies in the region.

I AM expects the continued support from the TIS INTEC Group to build an enhanced presence in the market.



MFEC Founder CEO
Siriwat Vongjarukorn

【Why TIS INTEC Group?】

MFEC was established in 1997—the year of the Asian currency crisis, also known as the Tom Yum Kung crisis. The company nicely survived that crisis and has marked constant growth since then. Six years after establishment, MFEC was listed on the Stock Exchange of Thailand, and 2020, it has past 17 year since we went to public. MFEC grew rapidly during its first 10 years, with sales hitting 5 billion Thai baht. Then global technology began to evolve at a fast pace, and legacy technology and major vendors that were mainstream at the time gradually began to lose position. Meanwhile, MFEC took a flexible approach to adopt to changes in the environment. Then MFEC has been able to maintain stable growth over the past six, seven years.

However, going forward, we have to think about how to ensure sustainable sales and income growth, and how to increase our talent pool, which currently comprises more than 1,000 employees.

【What is the expectation for MFEC's future?】

There are a couple of reasons behind the decision to accept the recent tender offer from TIS. First, TIS and MFEC had been business partners for six years already, and during this time, we feel a good corporate chemistry though we pursued various businesses together. Second, our corporate philosophies share many points, and we enjoy our collaboration while we have developed a high respect and trust for each other. The most important reason is that just as TIS is keen to expand its presence overseas, MFEC seeks to move beyond its home market of Thailand to overseas markets and create a new S-curve built on sales in global markets.

We are partners with the same goal of achieving sustainable business growth. Because of that, we boost each other up—reciprocally enhancing results. One of MFEC's growth strategies is transformation—a focus over the past four years. We have transformed our business model, including management practices. The first stage of transformation is now complete, and the next stage is to identify businesses that will reinforce our value chain. Initially, MFEC's main business was system integration and IT services. Now we changed direction, with an emphasis on providing proprietary profit margin. We aim to achieve sustainable growth by creating new platforms with a new business model.

Lastly, I believe that MFEC will be a vital tool for TIS to expand its business in ASEAN region.

Appendix

Strategic Partners

Head office	Partners (place in order of the investments)	Relation with TIS	Corporate Profile
	 MFEC Public Company Limited	Consolidated subsidiary	Thai-listed, leading provider of enterprise IT solutions.
	 I AM Consulting Co., Ltd.	Consolidated subsidiary	Thai-based consulting group producing total SAP-related IT solutions.
	 PT Anabatic Technologies Tbk	Consolidated subsidiary	Indonesia-listed, top-tier local IT company.
	 PromptNow Co., Ltd.	Consolidated subsidiary	Leading FinTech company with multiple proprietary mobile services for financial institutions.
	 Shanghai CardInfoLink Data Service Co., Ltd	Consolidated subsidiary	FinTech company developing presence in China and around the world, with particular strength in payment gateway solutions and other services.
	 R3 HoldCo LLC	Capital & business alliance	U.S. technology startup boasting global-caliber results and brand in blockchain-related technology for corporate users.
	 TinhVan Technologies JSC.	Capital & business alliance	Leading IT service provider with considerable experience introducing solutions to the Vietnamese government and financial institutions.
	 PT AINO Indonesia	Capital & business alliance	FinTech provider of payment services for transportation infrastructure in Indonesia.
	 SQREEM Technologies Pte. Ltd.	Capital & business alliance	A Singapore startup—the world's largest behavioral pattern data aggregator—growing very fast in fields of digital marketing and data analytics using proprietary AI technology based on massive data collection.
	 Sequent Software Inc.	Consolidated subsidiary	One of very few tokenization vendors in the world, and recognized by multiple international brands.
	 Grab HD Inc.	Capital & business alliance	Top-class super app provider in ASEAN region. Expands into one business after another across wide range of sectors, including ride-hailing services, food delivery and financial services. Boasts 203 million downloads on aggregate basis.
	GrabLink Pte. Ltd.	Capital & business alliance	Joint venture - IT platform provider for Grab's payment services.
	 Entropica Labs Pte. Ltd.	Capital & business alliance	A Singapore startup - provider of Quantum computing software.

THANK YOU



TIS INTEC Group Logo Underlying Concepts

The logo portrays the TIS INTEC Group as a tightly knit team, powered forward by the different sets of expertise that each member brings to the table. It features our two main corporate colors: “ocean blue” for the new challenges that we are constantly tackling, and “intelligent gray” for the solid technological foundations that underpin our business.

Brand Message “Go Beyond”

The brand tagline, “Go Beyond,” embodies our constant quest into the beyond in search of new challenges. It represents our firm commitment as a group to delivering solutions that are always one step ahead, not only solving clients’ problems but anticipating and meeting their own customers’ needs too.

Cautionary Statements

All statements described in these materials are based on information available to management regarding the TIS INTEC Group—that is, TIS and the subsidiaries under its umbrella—as of the presentation date and certain assumptions deemed reasonable at this time. No intent is implied of promise by the Company to achieve such forward-looking statements. Indeed, various factors may cause future results to be substantially different from the assumptions presented in these materials.

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