HUMAN 04 2020 HUMANICA PUBLIC COMPANY

15 March 2021

HUMAN Q4 2020

Profile of Humanica

Mission & Vision | History | Brand Structure | Clients

The Year in Review

Revenue | Gross Profit | SG&A | Operating Profit | Net Profit | Balance Sheet | Cash Flows

Benix Limited

About Benix | Updates

M&A and Collaborations

Investments | Collaborations

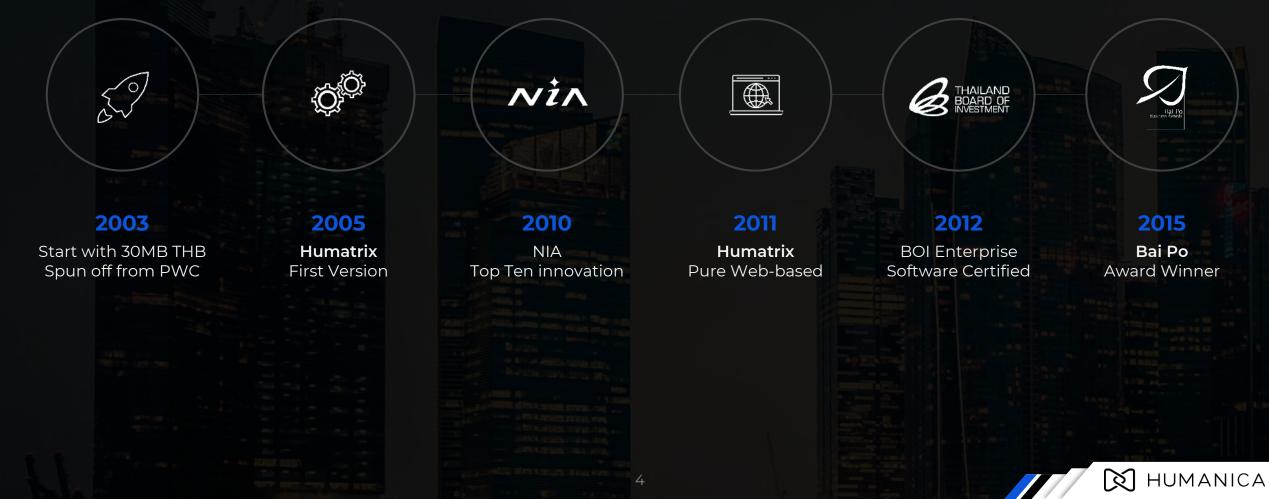
VISION

We are a happy family of good attitude talents who share the same meaningful dreams and walk our values together to deliver world-class products and services to meet even unrecognized needs of our clients as well as their employees.

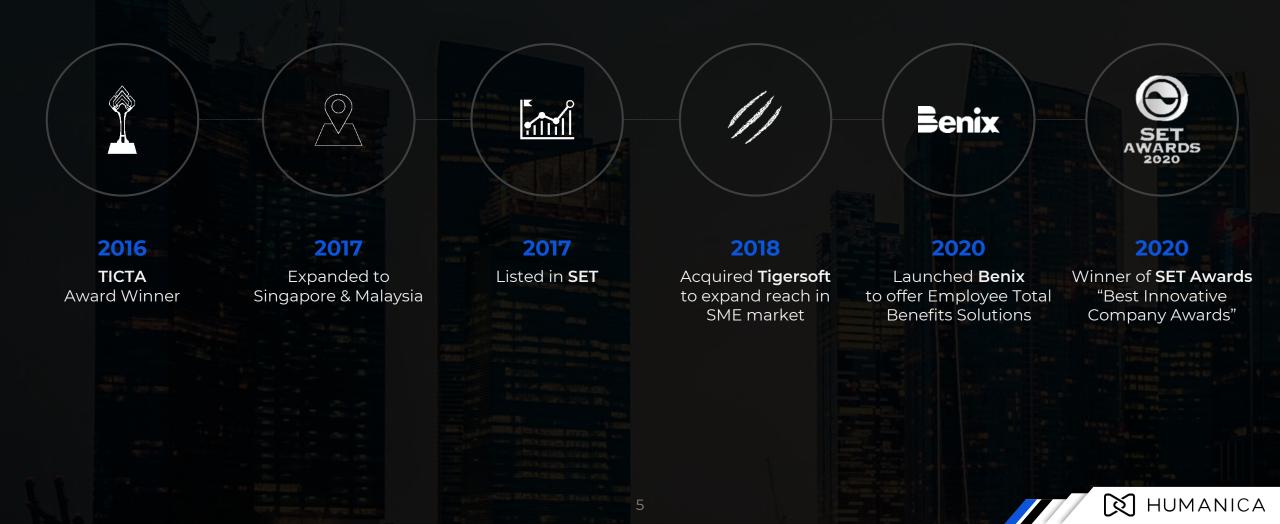


To help the employees of our clients to work better & live happier

OUR 18 YEARS JOURNEY IN HR DOMAINS



OUR 18 YEARS JOURNEY IN HR DOMAINS



YEARS OF EXPERIENCE

18

THAILAND | SINGAPORE | MALAYSIA

3

500+ PROFESSIONAL STAFFS

100+ TECHNICAL EXPERTS 700,000+

EMPLOYEES UNDER OUR CARE 3,500+

ACTIVE CLIENTS





We embrace Innovation and are proud to be the winner of the "Best Innovative Company Awards" by SET in 2020.



HUMANICA BRAND STRUCTURE

HR SOLUTIONS

Payroll Outsourcing HRIS Implementation Regional HR Solutions HUMATRIX HUMANICA HUMANICA ASIA Thailand | Singapore | Malaysia Professional €TIG≋R Outsourcing W 🗆 R K TIGERSOFT PLAZE Payroll Outsourcing Conicle **Benix**

FINANCIAL SOLUTIONS

ERP Systems Implementation

SAP Business One

On Premise Solution

ORACLE[®] NETSUITE

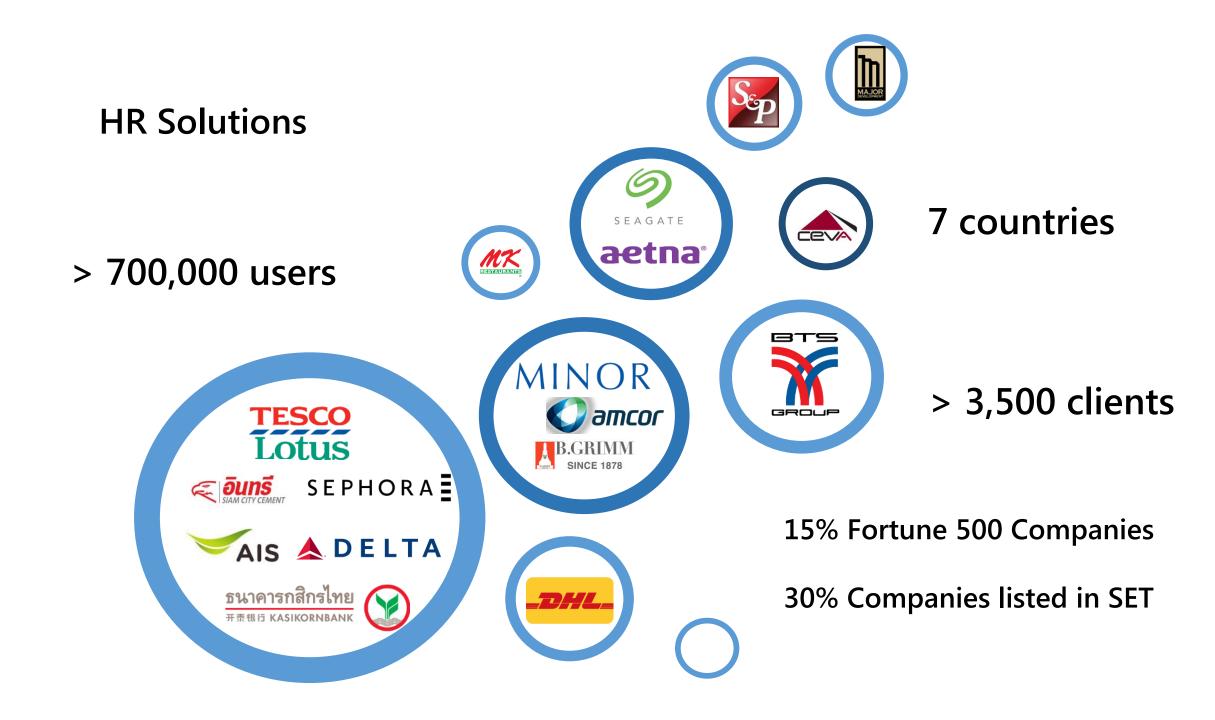
On Cloud Solution

Finance and Accounting Services

TOTAL BACK OFFICE SERVICES

(less than 100 employees)

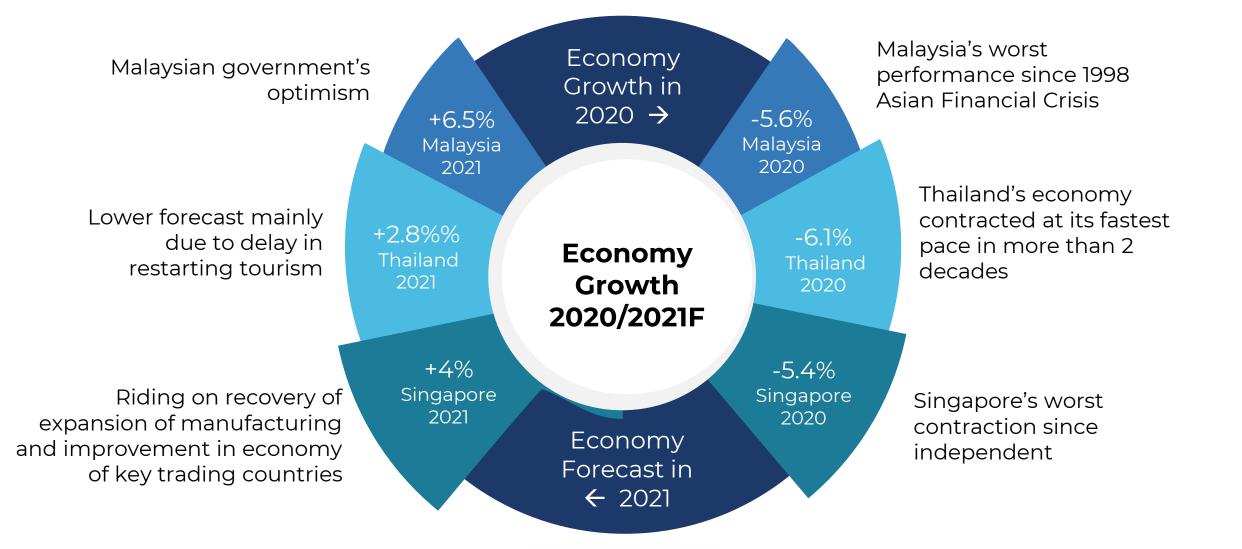
- Accounting
- ⊘ Finance
- ⊘ Taxation
- HR & Payroll





THE YEAR IN REVIEW

ECONOMY GROWTH



THAILAND IT SPENDING

	2020 Spending	2020 % of Change	2021 Spending (Forecast)	2021 % of Change
Data Center Systems	24.8	-1.1	27.5	10.9%
Enterprise Software	40.4	0.4%	45.9	13.6%
Devices	161.7	-14.5%	176.9	9.5%
IT Services	60.1	-3.5%	58.9	-2.0%
Communications Services	349.2	-0.9%	359.0	2.8%
Overall IT	636.2	-4.9%	668.2	5.0%

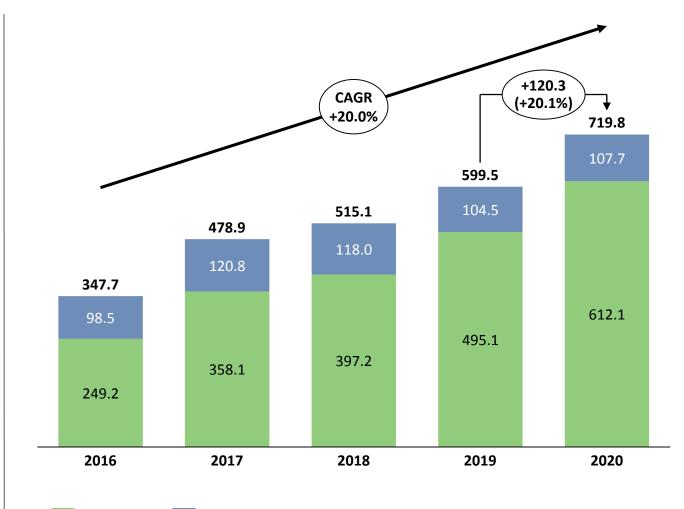
Source: Gartner (January 2021)



FINANCIAL RESULTS FULL YEAR FY2020

REVENUE FROM SALES AND SERVICE Year on Year

Sales and service revenue grew by +120.3mb or +20.1% YoY.



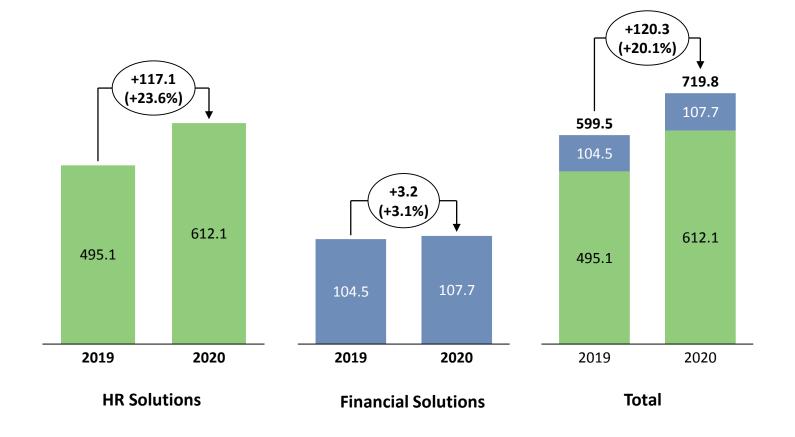
HR Solutions Financial Solutions



REVENUE FROM SALES AND SERVICE BY SEGMENTS Year on Year

HR Solutions revenue grew +117.1mb or +23.6% YoY with TigerSoft contributing incremental +80.5mb YoY and organic growth from existing HR businesses contributing 36.6mb or +8.5% YoY.

Financial Solutions revenue grew +3.2**mb** or **+3.1% YoY** amid soft market demand from COVID-19 situation however started to pick up pace in 4Q 2020.

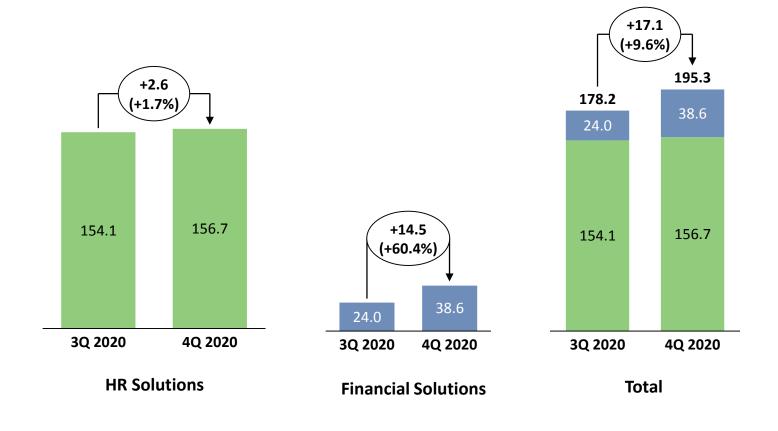




REVENUE FROM SALES AND SERVICE BY SEGMENTS Quarter on Quarter

For **QoQ**, HR Solutions revenue slightly grew by **+2.6mb** or **+1.7%** due to higher implementation revenue and license sales in both domestic and overseas offices, partially offset by lower hardware sales.

Financial Solutions revenue significantly improved **+14.5mb** or **+60.4% QoQ** due to growth in ERP license and implementation revenue.



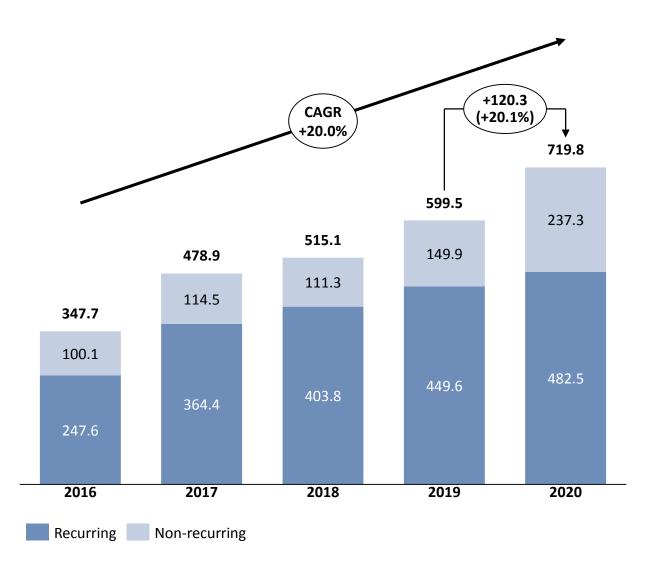


REVENUE FROM SALES AND SERVICES BY NATURE Year on Year

Recurring revenue grew +32.9mb or +7.3% while non-recurring revenue grew +87.4mb or +58.3%.

67.0% of revenue from sales and services in FY2020 was recurring revenue (FY2019: 75.0%)

Non-recurring revenue made up **33.0%** of revenue in FY2020 (FY2019: 25.0%)

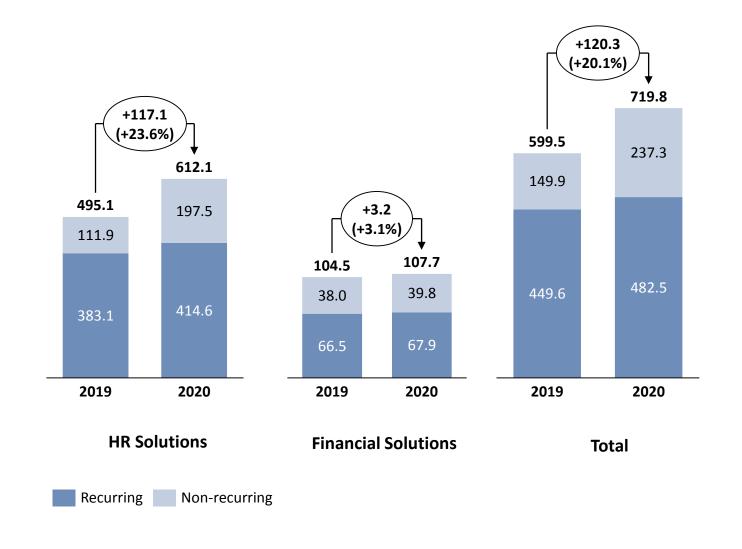




REVENUE FROM SALES AND SERVICES BY NATURE BY SEGMENTS Year on Year

HR Solutions: Recurring +**31.5mb (+8.2%)** Non-Recurring +**85.6mb (+76.5%)**. TigerSoft contributed incremental revenue to both recurring and non-recurring revenue. Organic growth was driven by increased outsource and implementation revenue from new large clients won.

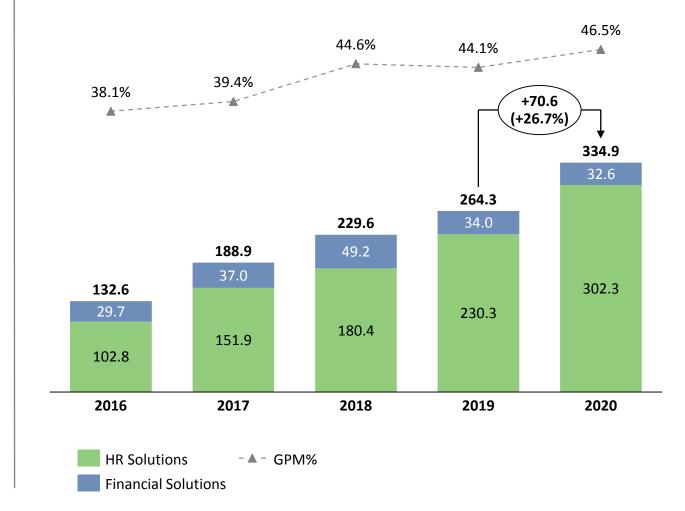
Financial Solutions: Recurring **+1.5mb (+2.2%).** Non-recurring **+1.8mb (+4.7%)**. ERP implementation revenue grew despite COVID-19 situation this year.





GROSS PROFIT Year On Year

We reported gross profit of **334.9mb** (GPM% of 46.5%), representing growth of **+70.6mb** or **26.7%** YoY.

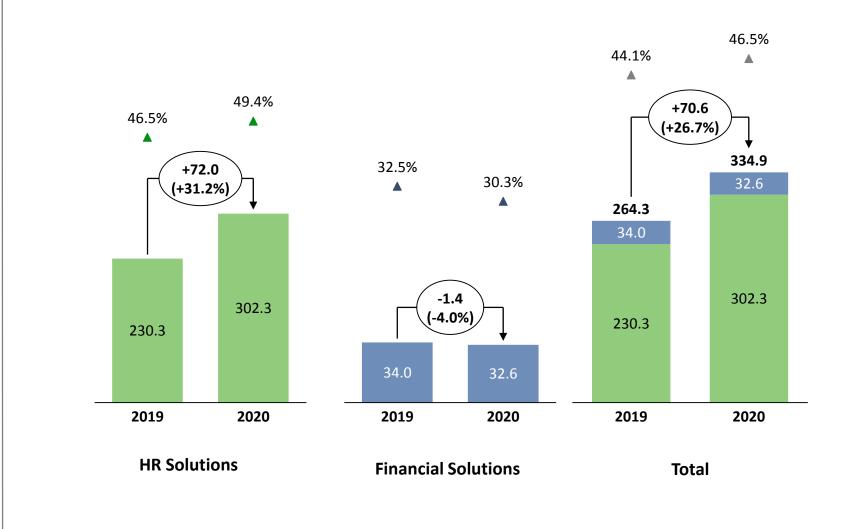




GROSS PROFIT BY SEGMENTS Year on Year

HR Solution: Gross profit grew **+72.0mb** or **+31.2%** YoY with GPM% improving to 49.4%. TigerSoft contributed incremental GP of +30.1mb YoY.

Financial Solutions: Gross profit declined **-1.4mb** or **-4.0%** YoY with GPM% slightly dropped to 30.3% due to investing in resources for the new Oracle Netsuite business.





GROSS PROFIT BY SEGMENTS Quarter On Quarter

HR Solutions:

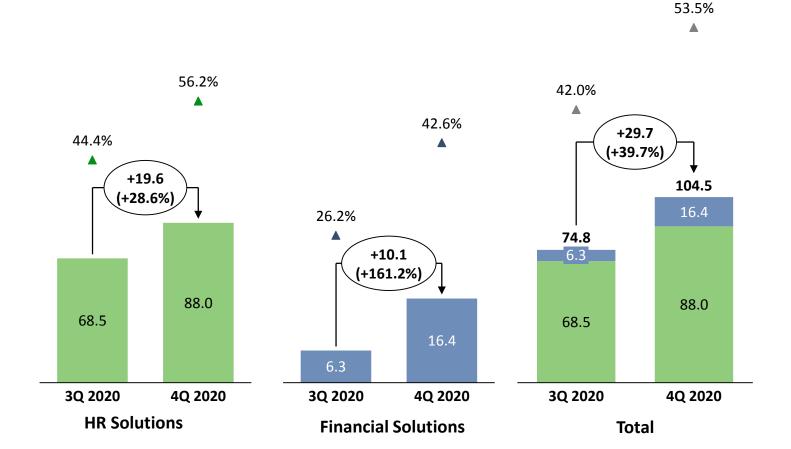
HR Solutions GP increase **+19.6mb or +28.6% QoQ** with GPM% improving from 44.4% to 56.2% in relation to +2.6mb or +1.7% sales growth

Financial Solutions:

Gross profit significantly improved in relation to growth in license and implementation revenue in 4Q 2020.

Total:

Overall GP improved **+29.7mb or +39.7% QoQ** driven by growth in both HR Solutions and Financial Solutions.

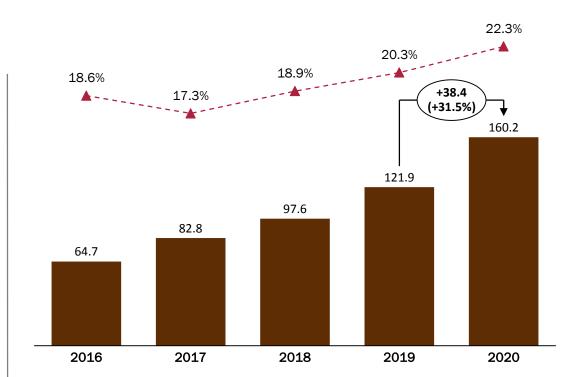




Excluding TigerSoft consolidation and PPA impacts, SG&A would increase by **8.8mb or 8.0% YoY** with **SG&A%** of sales inching up from **18.3% in FY2019** to **18.4% in FY2020**.

The organic increase of 8.8mb was mainly due to increase in staff cost (8.0mb) in relation to revenue growth

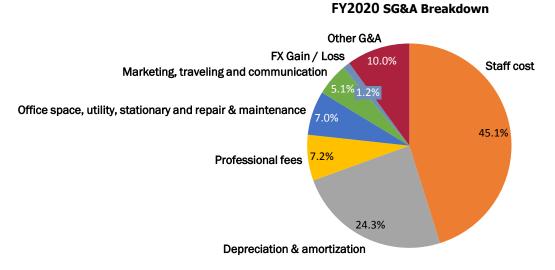
TigerSoft (including PPA impact) added 29.6mb in incremental SG&A to overall SG&A growth.





<u>Note</u>: SG&A% calculated as a percentage of revenue from sales and service

HUMANICA

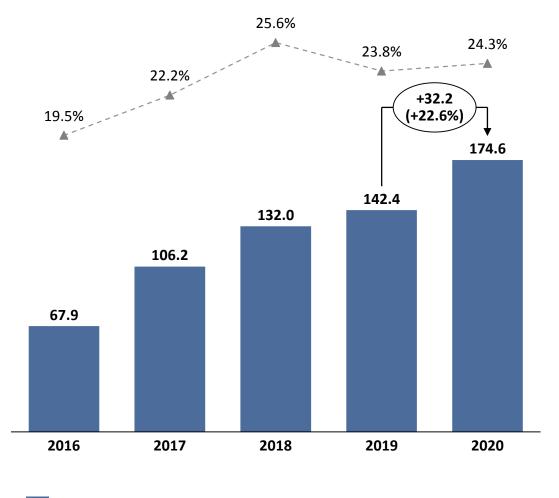


OPERATING PROFIT

Operating profit grew +32.2mb or +22.6% YoY with OPM% inching up from 23.8% last year to 24.3% this year.

Excluding the TigerSoft consolidation and related PPA impacts, OP would increase +31.7mb or +23.2% YoY and OPM% would improve from 25.6% to 29.4%.

TigerSoft is expected to lower Group's OPM% due to its product mix. PPA amortization of software and customer relationship also added -3.8mb impact to OP between the years.



Operating Profit -▲- OPM%

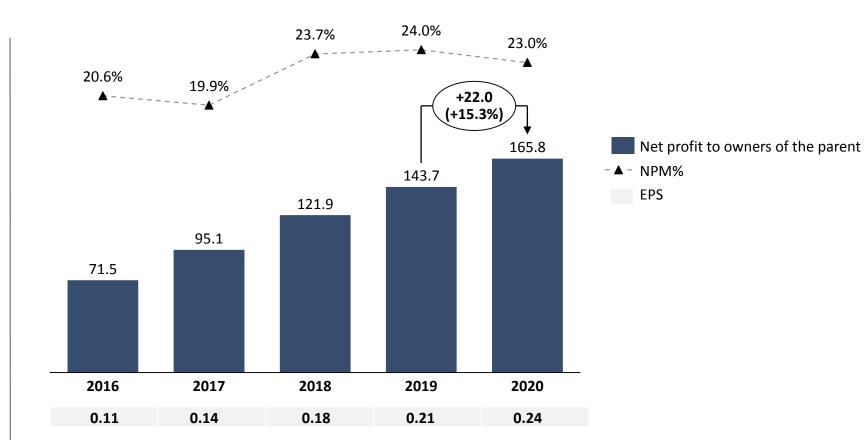


NET PROFIT & EPS

Net profit at **165.8mb**, **+22.0mb** or **+15.3% YoY** with NPM% inching down from 24.0% in 2019 to 23.0% this year.

Below-OP items were net unfavorable (-10.2mb) as improvement in other income and finance income was more than offset by higher finance cost (TFRS16 adoption) and income taxes.

Reported EPS was 0.24 baht, compared to 0.21 baht in 2019.

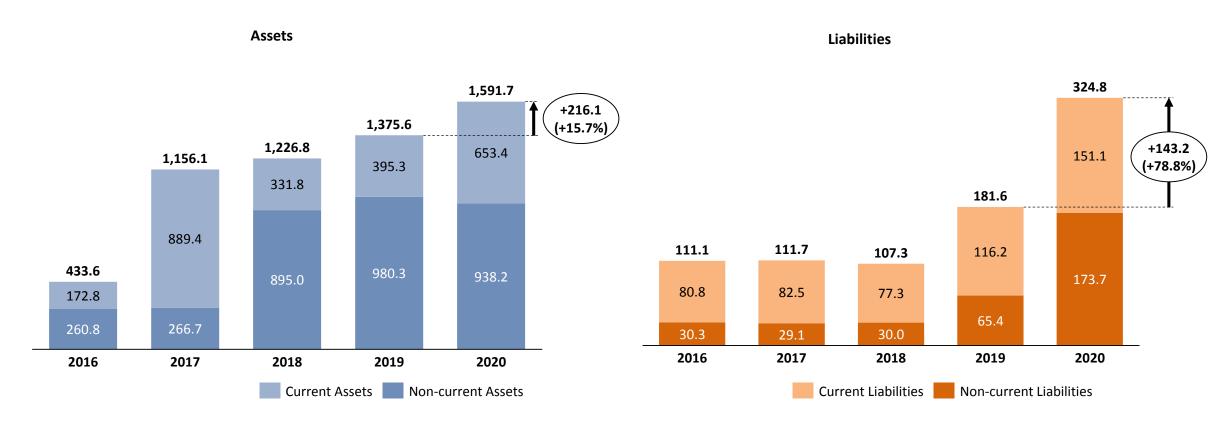


mTHB	2019	2020	Change
Operating profit	142.4	174.6	32.2
Other income	6.0	9.4	3.4
Finance income	8.3	11.1	2.8
Share of profit	1.9	0.9	(1.0)
Finance cost	(0.4)	(8.4)	(7.9)
Income tax	(14.5)	(22.8)	(8.3)
Non-controlling interest	-	0.9	0.9
Net profit to owners of the parent	143.7	165.8	22.0

Below OP impact: -10.2mb Mainly from TFRS 16 Lease Accounting adoption and higher income tax



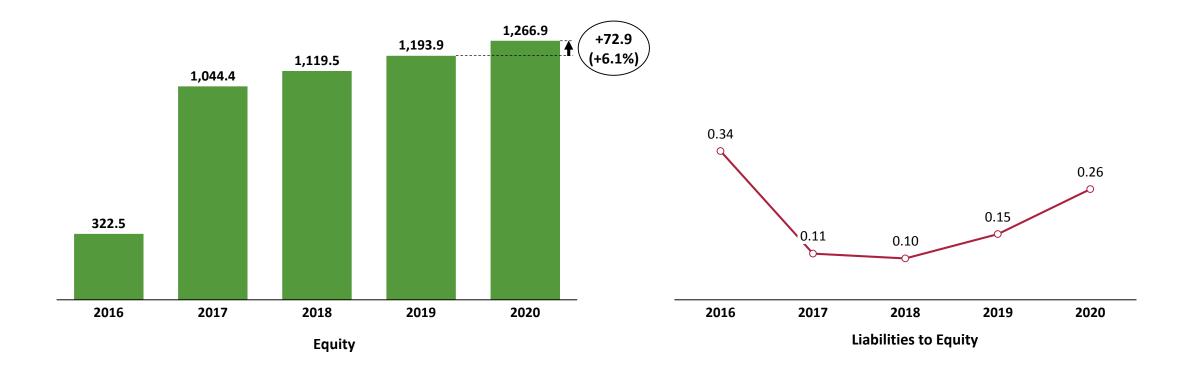
BALANCE SHEET



The increase in assets and liabilities was largely due to the adoption of TFRS16 Leases, which resulted in the recognition of right of use assets (+128.8mb) and lease liabilities (+137.6mb) on the balance sheet.



BALANCE SHEET

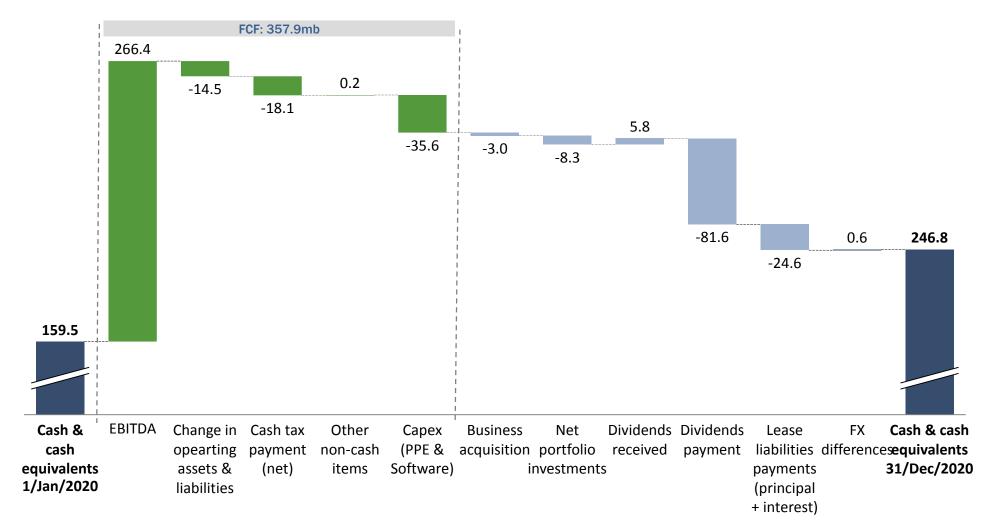


Equity increased by 72.9mb largely from net profit after NCI for the year (164.9mb), partially offset by other comprehensive income (-16.4mb) and dividends paid (-81.6mb).

The increase in Liabilities-to-Equity ratio was mainly a result of the recognition of lease liabilities from the adoption of TFRS16.



CASH FLOWS



We generated free cash flow of 357.9mb in FY2020, which was used to pay dividends (81.6mb) and pay principal and interest on finance lease liabilities (24.6mb).

Cash & cash equivalents was 246.8mb, an increase of 87.3mb from 31 Dec 2019 level.



BALANCE SHEET

Unit : Million Baht	2016	2017	2018	2019	2020
				(Restated)	
Cash	46.27	88.14	111.34	159.47	246.80
Account receivables	91.14	105.40	95.96	114.23	118.44
Current contract assets	29.41	33.08	22.36	24.58	30.35
Inventories	-	-	-	9.42	14.98
Investments in financial assets	-	650.08	669.79	641.45	620.06
Fixed assets	34.10	31.95	51.21	40.11	44.65
Intangible assets other than goodwill	162.01	151.56	165.45	200.99	176.16
Goodwill	35.16	35.16	35.16	108.62	108.62
Computer software under development	6.03	21.46	12.03	27.43	34.19
Right of use assets	-	-	-	-	128.83
Other assets	29.46	39.28	63.49	49.28	68.57
Total assets	433.58	1,156.11	1,226.79	1,375.58	1,591.66
Account payables	42.55	45.05	38.16	48.50	59.16
Current contract liabilities	21.10	21.07	20.75	47.17	47.82
Lease liabilities	9.38	9.82	9.76	3.88	137.63
Other liabilities	38.07	35.73	38.64	82.10	80.20
Total liabilities	111.10	111.67	107.31	181.64	324.80
Total equity of major S/H	320.99	1,044.44	1,119.48	1,193.94	1,264.73
Minority interest	1.49	-	-	0.00	2.13
Total equity	322.48	1,044.44	1,119.48	1,193.94	1,266.85



INCOME STATEMENT

	2016	2017	2018	2019	2020
mTHB					
Revenue from sales and services	347.68	478.88	515.11	598.85	719.82
Cost of sales and services	(215.13)	(289.96)	(285.52)	(335.26)	(384.97)
Gross profit	132.55	188.91	229.59	263.59	334.86
GPM%	38.1%	39.4%	44.6%	44.0%	46.5%
SG&A	(64.68)	(82.75)	(97.59)	(121.85)	(160.25)
SG&A%	-18.6%	-17.3%	-18.9%	-20.3%	-22.3%
Operating profit	67.87	106.16	132.01	141.74	174.61
OPM%	19.5%	22.2%	25.6%	23.7%	24.3%
Other income	4.27	3.50	8.12	15.01	20.53
Share of profit from associates	7.25	-	-	1.93	0.93
EBIT	79.39	109.66	140.13	158.68	196.07
EBIT%	22.8%	22.9%	27.2%	26.5%	27.2%
EBITDA	106.24	155.43	186.68	213.95	274.07
Finance cost	(4.19)	(0.80)	(0.63)	(0.43)	(8.37)
Income tax expense	(3.72)	(11.41)	(17.74)	(14.53)	(22.84)
Net profit	71.48	97.45	121.75	143.73	164.86
NPM%	20.6%	20.3%	23.6%	24.0%	22.9%
Net profit attributable to:					
Equity holders of the Company	71.47	95.08	121.91	143.73	165.75
Non-controlling interest of subsidiaries	0.00	2.36	0.00	-	(0.90)
EPS (THB)	0.11	0.14	0.18	0.21	0.24
Equity holders of the Company Non-controlling interest of subsidiaries	0.00	2.36	0.00	-	(0.



KEY PERFORMANCE RATIOS

Financial Ratios		2016	2017	2018	2019	2020
Gross margin (sales & services)	%	38.1%	39.4%	44.6%	44.0%	46.5%
Operating margin	%	19.5%	22.2%	25.6%	23.7%	24.3%
Net profit margin	%	20.6%	20.3%	23.6%	24.0%	22.9%
ROE	%	27.4%	14.3%	11.3%	12.4%	13.4%
ROA	%	17.9%	12.3%	10.2%	11.0%	11.1%
Liquidity ratio	Times	2.1	10.8	4.3	3.4	4.3
Account receivable turnover	Times	6.4	5.6	5.7	6.3	6.6
Average collection period	Days	56.7	63.9	63.3	57.5	54.6
Account payable turnover	Times	6.0	6.6	6.9	7.7	7.2
Average payment period	Days	60.4	54.4	52.5	46.5	50.0
Cash cycle	Days	-3.7	9.5	10.9	11.0	4.6
Earnings per share	Baht	0.11	0.14	0.18	0.21	0.24
Book value per share	Baht	0.5	1.5	1.6	1.8	1.9

Note : Earnings and book value per share are calculated by using the weighted average number of ordinary shares in issue during year 2017, after adjusting the number of ordinary shares to reflect the change in par value of ordinary shares from Baht 10 each to Baht 0.5 each, as if that change in the number and par value of such ordinary shares had occurred at the beginning of the earliest period reported. Year 2016 was restated for comparative purpose.



Your Wellness Partner

Digital Work-Life Solution – With Benix



Partners Eco System

Employee Community Platform



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A PARTNERSHIP OF



Leading HR Solution and Thailand's number 1 payroll outsourcing provider. Asia's pioneer and leading insuretech provider. CXA has grown to become Asia's leading Insurtech start-up – affirmed.

cxagroup

Venture Capital (VC) arm of Muang Thai Group, strategically invests in Insurtech, and other sectors related to our core business.

fuchsia

BENIX'S VALUE PROPOSITIONS

Benix A New Age Broker in Digital Era



RIGHT-FIT PROTECTION AND COVERAGE

- > Group insurance options for flexible benefits
- > Options to have health checkup bundled
- > Options to have self funded budget for OPD, dental, health checkup
- > Suitable coverage/features for different segments



HOLISTIC HEALTH AND WELLNESS SOLUTION

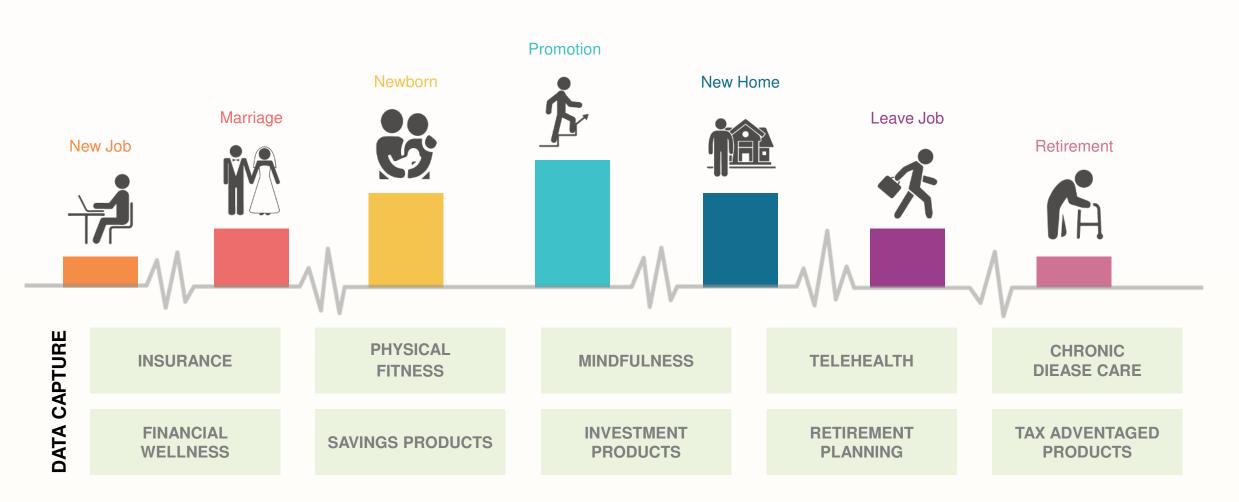
- > Claims management, insurance hospital network, e-medical card
- > Connect with telemedicine, pharmacy network, and clinic network
- > Health risk assessment (HRA)
- > Health checkup data
- > Health and wellness recommendation

PERSONALIZED HEALTH AND WEALTH OFFERINGS

- > Gather and analyze data
- Claim history
- HRA
- Health checkup
- Payroll information
- > Recommend personal health and wealth products through E-shop

HOW BENIX HELPS

Benix A New Age Broker in Digital Era



WE SUPPORT YOU

Benix A Humanica Company Presenting



Group Insurance

One that provides coverage to a group of members, usually comprised of company employees or members of an organization. Group health members usually receive insurance at a reduced cost.

Self-Insured Medical Plan

One in which the employer assumes the financial risk for providing health care benefits to its employees.



Flexi Benefits

A benefit program that offers employees a choice between various benefits including cash, life insurance, health insurance, vacations, retirement plans, and child care.



Benefits Administration

A process of creating, managing and updating an organization's employee benefits program. It provides employees with the right mix of benefits is critical to attracting and retaining talent and creating engaged employees.

WE SUPPORT YOU

Benix A Humanica Company Presenting



Health Screening

An effective way to detect a specific disease or condition early, even when there have been no symptoms or signs of the disease. Detecting a condition early means getting the right treatment at the right time and this gives employees better control over their health.



Healthcare Service

Any medical or remedial care or service, including supplies delivered in connection with the care or service, that is recognized under state law.



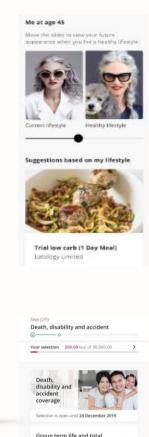
Wellness Portal And E-Shop

A digitalized services which your employees can easily access via their devices.





Discover actionable insights based on your lifestyle. Enjoy personalised recommendations to improve your wellbeing.



covers you for accidental death, disablement and





Become a better version of yourself Discover actionable insights based your lifestyle. Enjoy personalised recommendations to improve your weltbeing.

Benefits × G 0 \heartsuit Buy health My Benefits Walct Đi 2 Contact us Benefit Help FAO Forms and documents

BENIX'S DIFFERENTIATIONS



Wellness Portal

Wellness portal is provided by personalize health score, benefit statements, health screening data, etc. Employee can look forward to interesting articles and updates on Wellness.



We curate wellness products at a discount for employee's use with Flexi Spending Account sponsored by employer or direct from Employee's pocket.



HR-Benefits Ecosystem

We will be the first in Thailand to provide an ecosystem with from HR to Benefits.



We envision to serve the employee of our clients for their wellness needs and those of their family.

Benefits from using Tiger Payroll Outsourcing Service

Payroll Calculation

Our staff will calculate the payroll. perform salary payment. and submit formal business reports to the executives.

Workplaze Program

It is a software that helps verify employees' information various information through online channels.

Time Attendance Device Rental

For the convenience of work time recording

- ✓ All-in-one solution for SMEs
- ✓ Affordable
- ✓ Digitalized using LINE notify

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Tiger Payroll Outsourcing Services

Time Attendance Device Rental



XFace200+

Temperature measurement technology with real-time display to prevent high-temperaturepersonnel from accessing a specific area.

Contactless recognition technology

Fever detection and masked individual identification

Anti-spoofing algorithm for facial recognition against almost all types of fake photos and videos attack

High-speed biometric access control terminal with facial recognition. 3-in-1 palm recognition (Palm Shape, Palm Print and Palm Vein) is performed in 0.35 sec per hand

Features

16 45

Nelconie

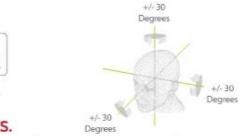
Visible Light Facial Recognition

Temperat re

- Prevent counterfeit from using photos or videos
- Verification through Face, Fingerprint, Palm, and Password

Visible Light Facial Recognition

- Operational in low light areas
- The scanning distance is 0.3-2 meters.
- Temperature measurement technology.



The scanning distance is 0.3-2 meters.

lar norther

XFace200+ measures body temperature. If the person's temperature exceeds a given criterion, he will not be able to pass through. The device helps prevent the spreading of COVID-19 within an organization. Additionally, the detection range of the device is 30-50 centimeters, reports the result in under 3 seconds, and recognizes faces within the 30 degrees angle.

62



E-LEARNING INTEGRATION

Alternative e-Learning platform, Humatrix's integration out of the box.

Conicle

Modern Learning Platform

Conicle Platform is the revolutionized enterprise-class learning and development solution to empower organizations and people to learn and develop faster, easier and better. Anywhere. Anytime.

Mobile | Blended | Data-driven

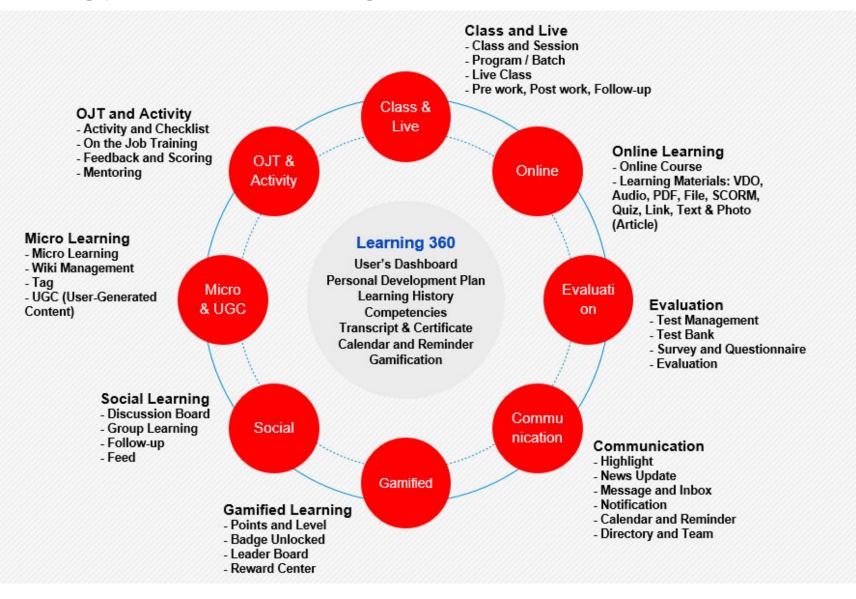
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	Developer Course Course

E-LEARNING INTEGRATION

Alternative e-Learning platform, Humatrix's integration out of the box.



Conicle ccess Story

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- **1** Strengthen Platform to Penetrate Corporate Market IN HUMANICA Strengthen our platform covering HRD process and aggressively penetrate the market with our strategic partner; Humanica
- 2 Build Customer Success Engine for High Retention and Lifetime Value Build the customer success engine to retain almost 100% of subscribers to have higher base recurring revenue
- 3 Industry Expert Partnership and International Content Licensing

Accelerate the growth of the content and academy business with 1. Industry Expert Partnership and 2. Licensing Contents

- 4 Scale to SMBs and B2C with Strategic Partners // TIGERSOFT AIS Scale and leverage to the mass market; SMBs and B2C with strategic partners; Tigersoft (Humanica) and AIS
- 5 Oversea Expansion with Strategic Partners X HUMANICA

A 500

Oversea Expansion by leverage the network of our partners and investors; Humanica and 500 Startups

Conicle Platform

People Development Platform: For Corporates / Cloud Academy Platform: For Industry Experts / B2C Platform: For Consumers / Conicle For Business Platform: For SMBs

Mobile-First

On-the-Go

Anywhere Anytime

Class and Workshop

Online and Live

Activity and OJT



Micro Learning





Group Learning **Discussion and Mentor User-Generated**



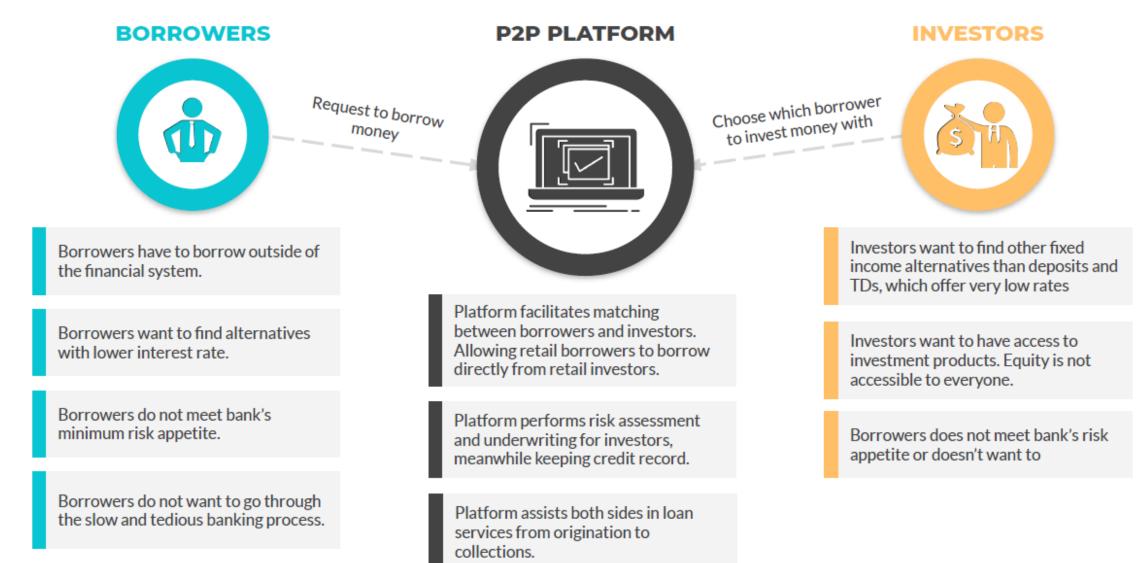
Competencies Gamification Visualized and Analytics





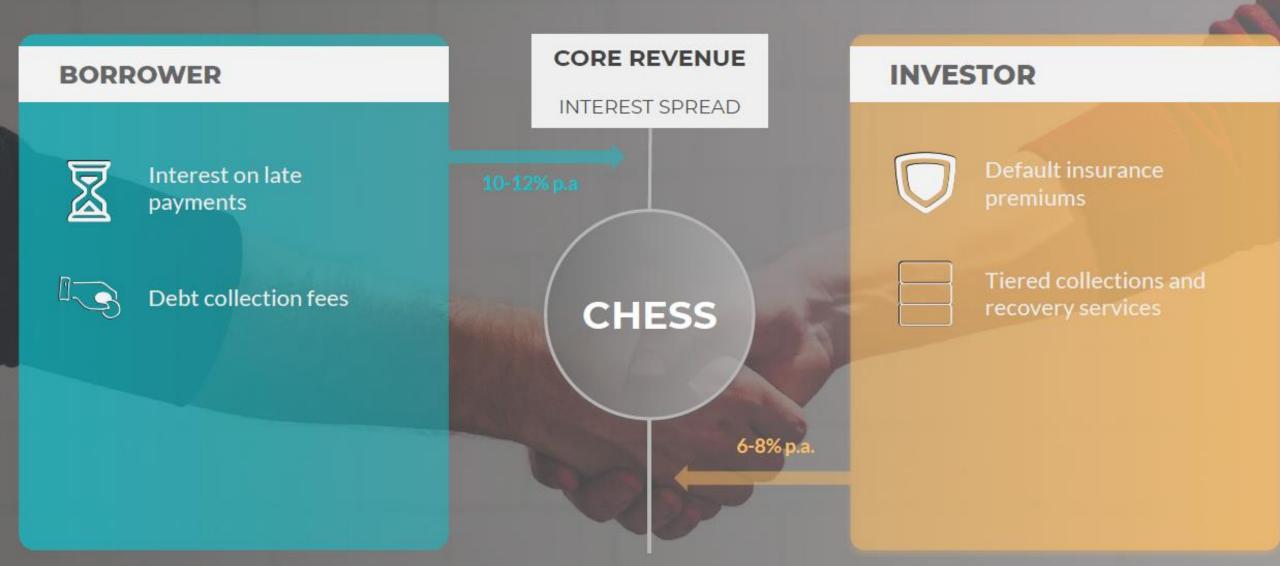
P2P LENDING IN A NUTSHELL

A marketplace for lending products



MONETIZATION STRATEGY

Minimal hassle in the form of micro-transaction fees to distinguish from traditional banks



THANK YOU Any questions?



You can find me at

- Soontorn.D@humanica.com
- www.humanica.com

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