

A low-angle, upward-looking perspective of several tall skyscrapers at night. The buildings are dark, with many windows illuminated from within, creating a grid of small, warm yellow lights against the dark glass facades. The sky is a deep, dark blue-grey. The perspective creates a sense of height and scale.

# **HUMAN Q3 2020**

# **HUMANICA PUBLIC COMPANY**

19 November 2020



**HUMAN** Q3 2020

# Humanica Profile

Mission & Vision | History | Brand Structure | Clients

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## Financial Results

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

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## Launch of BENIX

About Benix | Soft Launch | Official Launch

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## 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.



## MISSION

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

# OUR 17 YEAR JOURNEY IN HR DOMAINS



2003

Start with 30MB THB  
Spun off from PWC



2005

Humatrix  
First Version



2010

NIA  
Top Ten innovation



2011

Humatrix  
Pure Web-based



2012

BOI Enterprise  
Software Certified



2015  
Bai Po  
Award Winner



2016  
TICTA  
Award Winner



2017  
Expanded to Singapore  
& Malaysia



2017  
Listed in SET



2018  
Acquired TigerSoft



581

PROFESSIONAL STAFF



70+

TECHNICAL EXPERTS



3,000+

COMPANIES ENTRUSTED



700,000+

HEADCOUNTS SERVED

# HUMANICA BRAND STRUCTURE

## HR SOLUTIONS

### *Payroll Outsourcing*

HUMANICA

Professional  
**Outsourcing**<sup>®</sup>

 **TIGERSOFT**  
Payroll Outsourcing

### *HRIS Implementation*

HUMATRIX

 **TIGER**

**W O R K**  
**P L A Z E**

**Conicle**

**Benix**

### *Regional HR Solutions*

HUMANICA  
ASIA

Thailand | Singapore | Malaysia

## FINANCIAL SOLUTIONS

### *ERP Systems Implementation*

**SAP** Business  
**One**

On Premise Solution

**ORACLE**<sup>®</sup>  
**NETSUITE**

On Cloud Solution

### *Finance and Accounting Services*

**TOTAL BACK OFFICE SERVICES**  
*(less than 100 employees)*

- ✓ Accounting
- ✓ Finance
- ✓ Taxation
- ✓ HR & Payroll

# HR Solutions

> 700,000 users

7 countries

> 3,500 clients



15% Fortune 500 Companies

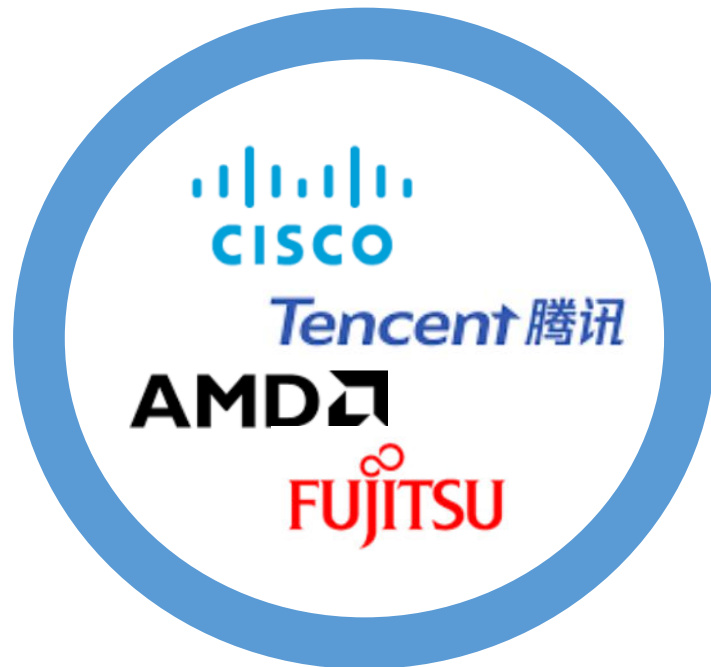
30% Companies listed in SET



# Financial Solutions

> 170 clients

13 clients listed  
in Thailand



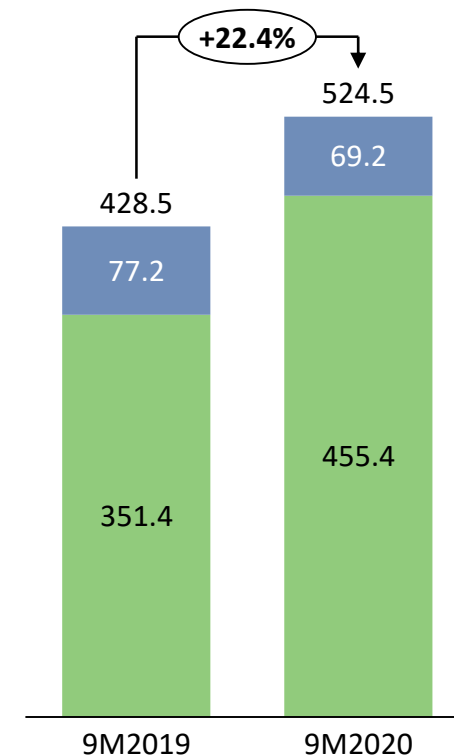
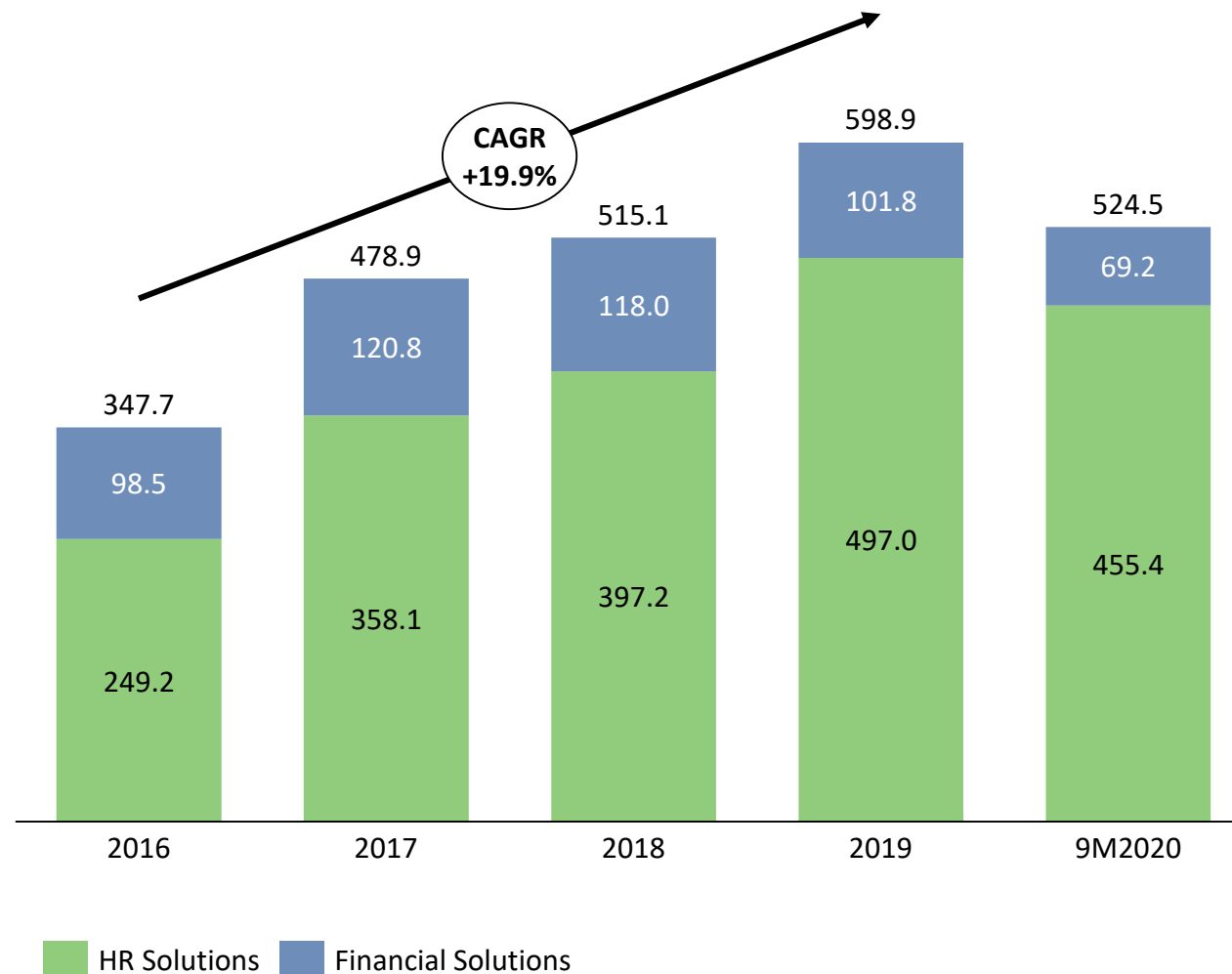
A low-angle, upward-looking photograph of several modern skyscrapers against a dark, overcast sky. The buildings are constructed with dark glass and steel, with many windows illuminated from within, creating a grid of warm yellow and orange lights. The perspective makes the buildings appear to converge towards the top of the frame, creating a sense of height and scale. The overall tone is professional and corporate.

# FINANCIAL RESULTS

# REVENUE FROM SALES AND SERVICE

## Year on Year

Sales and service revenue grew by **+96.0mb** or **+22.4% YoY**.

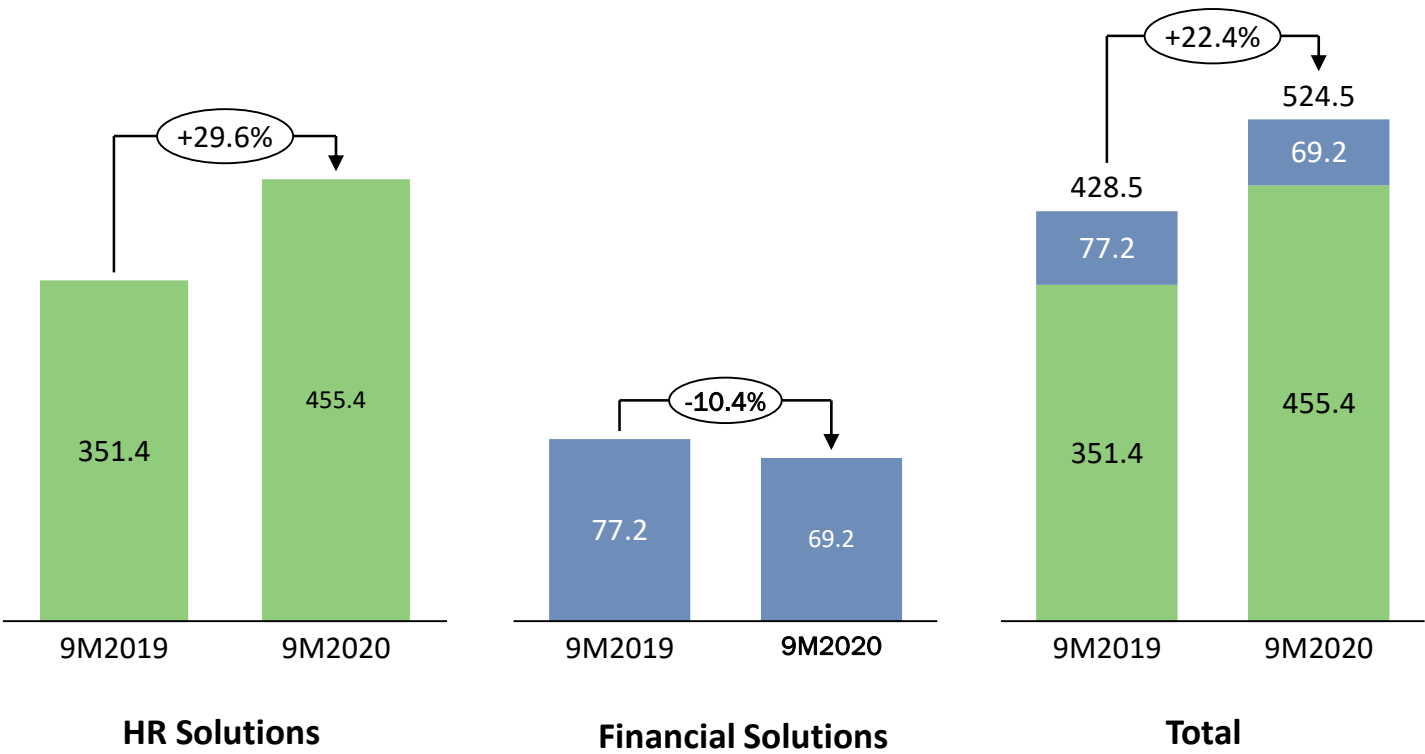


# REVENUE FROM SALES AND SERVICE BY SEGMENTS

## Year on Year

HR Solutions revenue grew **+104.0mb** or **+29.6% YoY** with TigerSoft contributing incremental +74.3mb YoY and organic growth from existing HR businesses contributing 29.7mb or +9.3% YoY.

Financial Solutions revenue declined **-8.0mb** or **-10.4% YoY** from lower non-recurring revenue due to softer market demand.



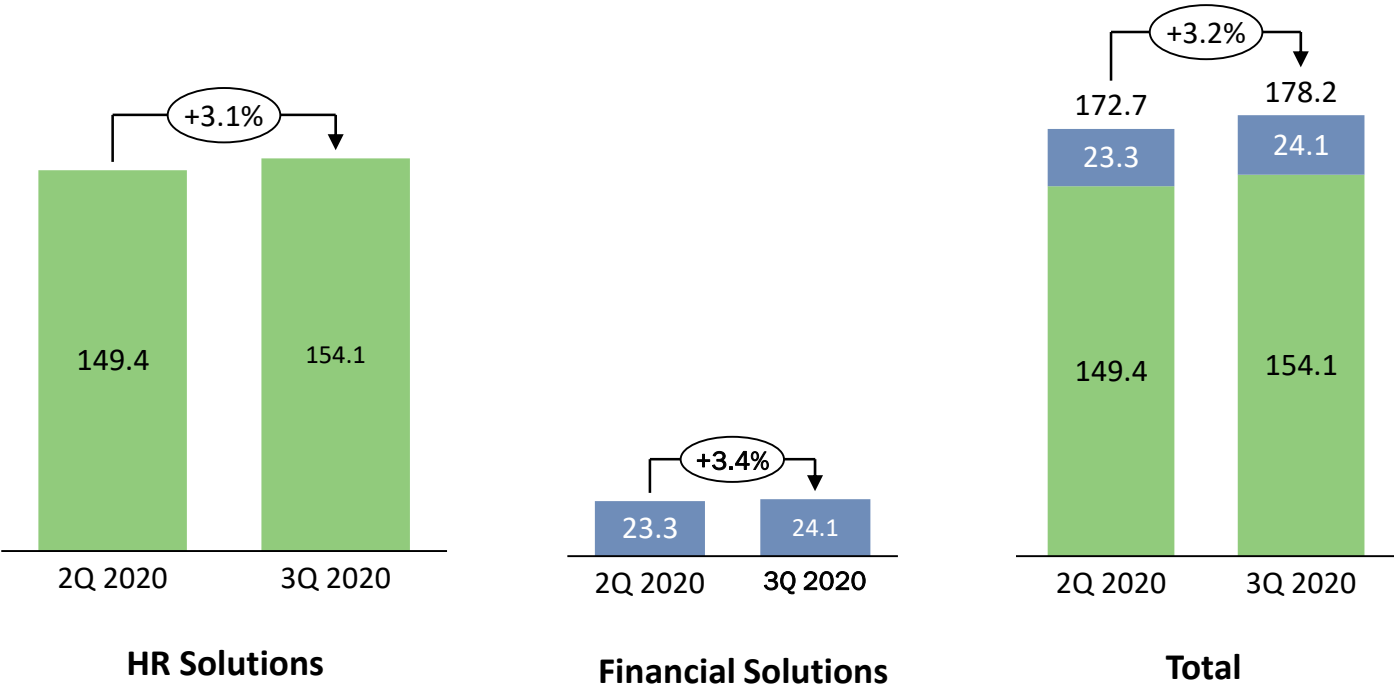


# REVENUE FROM SALES AND SERVICE BY SEGMENTS

## Quarter on Quarter

For QoQ, HR Solutions revenue grew by **+4.7mb** or **+3.1%** due to increased implementation revenue in both domestic and overseas offices.

Financial Solutions revenue also improved **+0.8mb** or **+3.4%** QoQ due to growth in ERP implementation revenue.



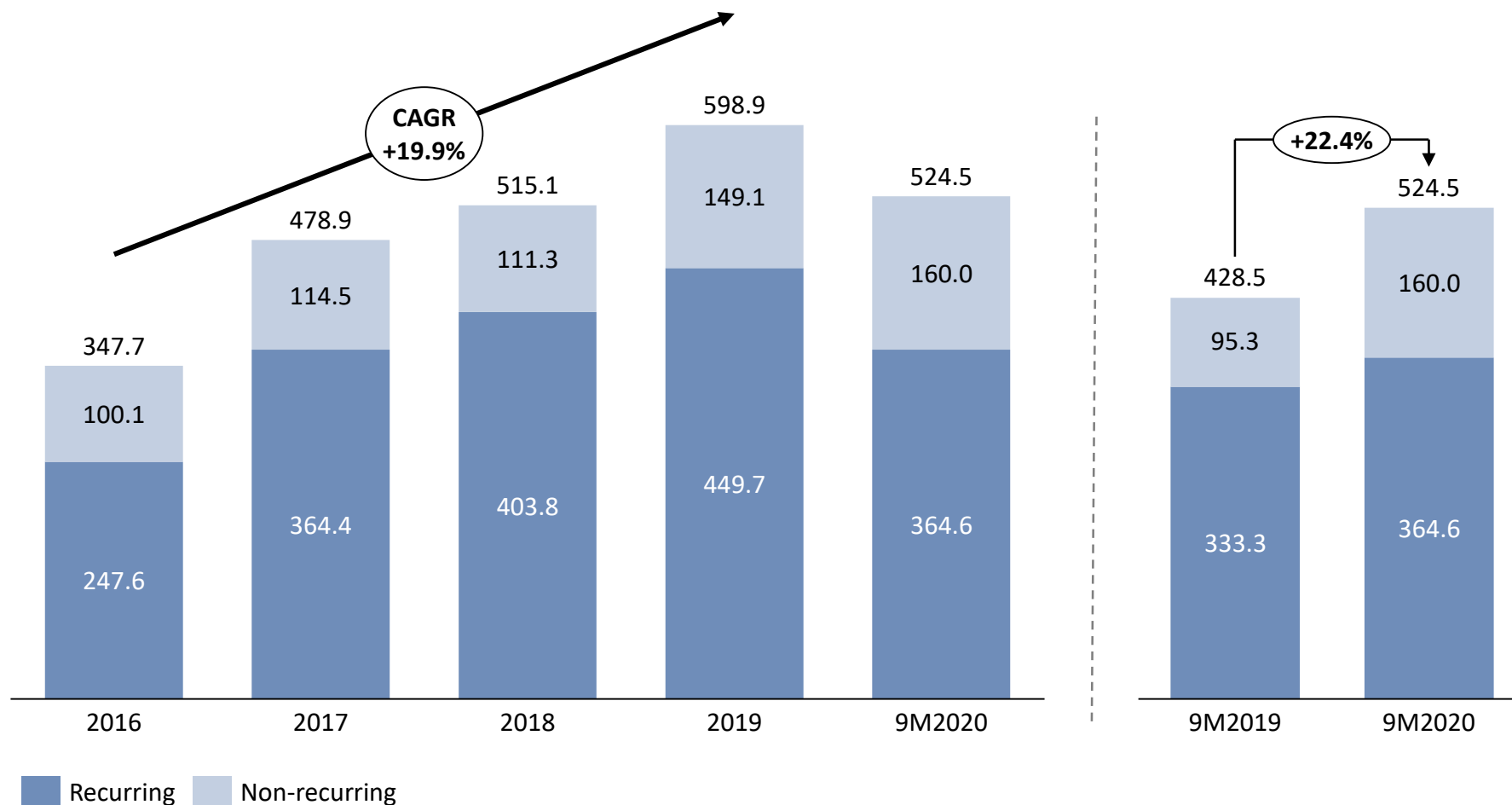
# REVENUE FROM SALES AND SERVICES BY NATURE

## Year on Year

Recurring revenue grew **+31.3mb** or **+9.4%** while non-recurring revenue grew **+64.7mb** or **+67.9%**.

**69.5%** of revenue from sales and services in 9M2020 was recurring revenue (9M2019: 77.8%)

Non-recurring revenue made up **30.5%** of revenue in 9M2020 (9M2019: 22.2%)



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

### HR Solutions:

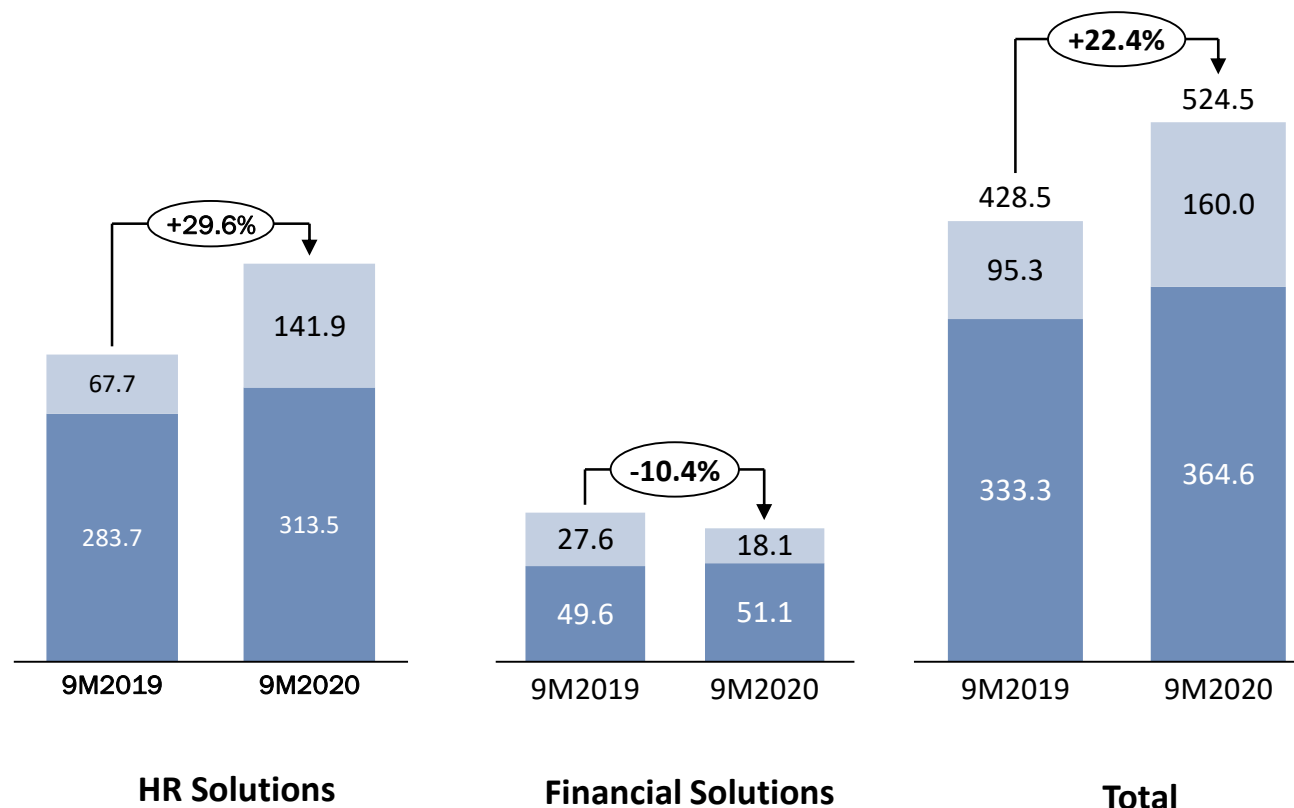
Recurring **+29.8mb (+10.5%)**

Non-Recurring **+74.2mb (+109.7%)**. 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 (+3.1%)**.

Non-recurring **-9.5mb (-34.5%)**. Lower implementation revenue due to lesser jobs.



# TIGERSOFT

## Purchase Price Allocation (PPA)

We performed PPA exercise in Q3 2020. As a result, the following assets are booked:

- Software (39.8mb)
- Customer relationship (13.9mb)
- Trademark (9.1mb)
- Goodwill (52.4mb)

The amortization of Software and Customer Relationship (net of tax credit) results in Net Profit effect of -1.5mb per quarter

**Note:** On reported basis, entire 9-month impact is booked in Q3, understating Q3 NP by 3.1mb.

### Balance Sheet impact at 1/Jul/2019:

	Pre-Adj	PPA Adjs	Post-Adj
Current assets	54.9		54.9
Non-current assets	12.0		12.0
Software (Know-how)		39.8	39.8
Customer relationship		13.9	13.9
Trademark		9.1	9.1
<b>Total assets</b>	<b>66.9</b>	<b>62.8</b>	<b>129.7</b>
Current liabilities	31.9		31.9
Non-current liabilities	12.6		12.6
Deferred tax liabilities		12.6	12.6
<b>Total liabilities</b>	<b>44.5</b>	<b>12.6</b>	<b>57.1</b>
<b>Net assets</b>	<b>22.4</b>	<b>50.2</b>	<b>72.6</b>
Total Consideration			125.0
Goodwill			52.4

### P&L impact:

	1/Jul/2019 Balance	Useful life (yrs)	Line items	Q319	Q419	FY2019	Q120	Q220	Q320	9M2020
Software (Know-how)	39.8	7	COGS	(1.4)	(1.4)	(2.9)	(1.4)	(1.4)	(1.4)	(4.3)
Customer relationship	13.9	7	SG&A	(0.5)	(0.5)	(1.0)	(0.5)	(0.5)	(0.5)	(1.5)
Trademark	9.1	Indefinite								
Goodwill	52.4	Indefinite								
Deferred tax liabilities	(12.6)		Tax	0.4	0.4	0.8	0.4	0.4	0.4	1.1
			NP effect	(1.5)	(1.5)	(3.1)	(1.5)	(1.5)	(1.5)	(4.6)

P&L: Restated

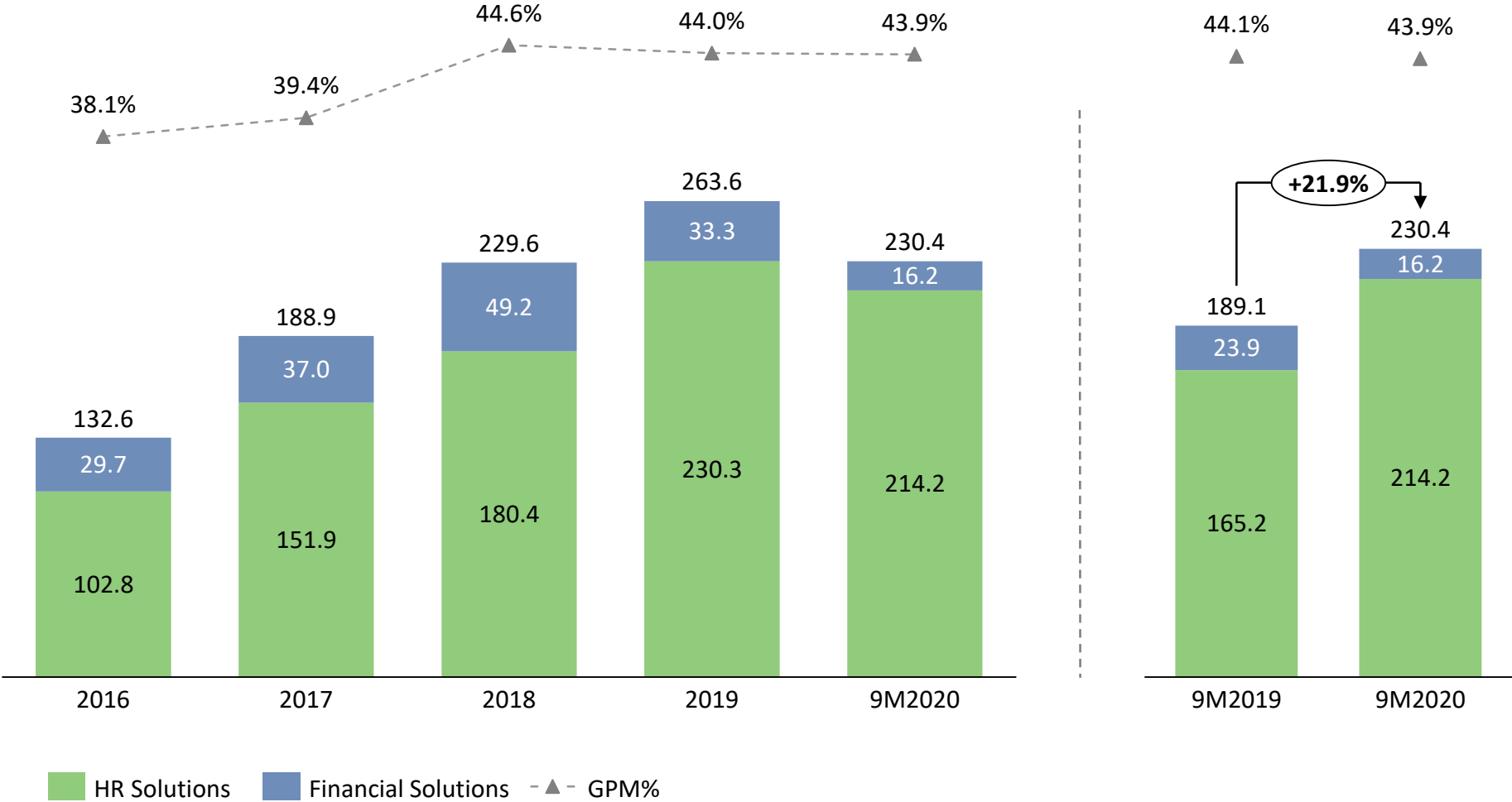
B/S: Restated in R/E

P&L: 9-mth impact recorded in Q3



# GROSS PROFIT Year On Year

Gross profit of **230.4mb**  
(GPM% of 43.9%),  
representing growth of  
**+41.3mb** or **21.9%** YoY.

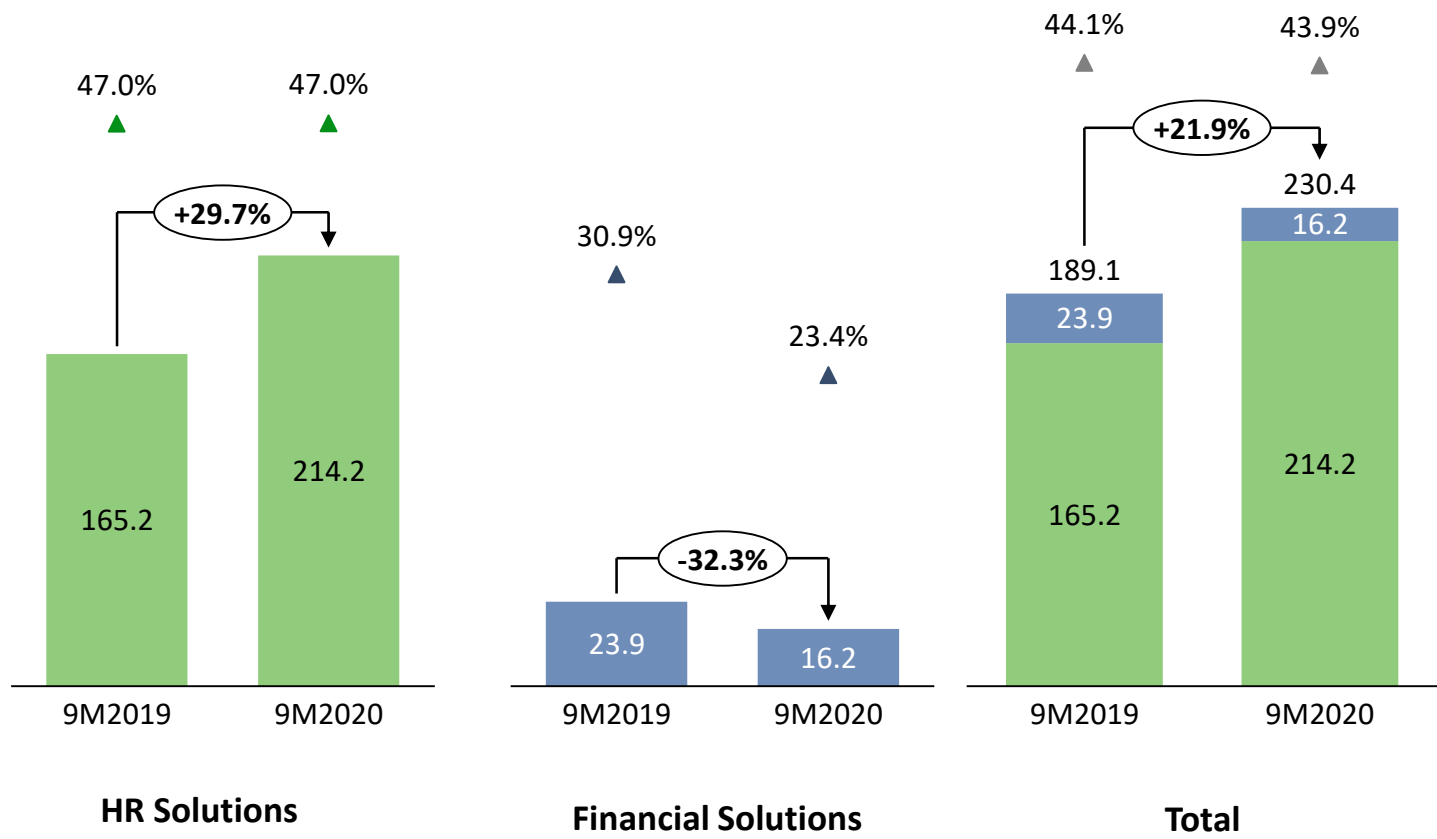


# GROSS PROFIT BY SEGMENTS

## Year on Year

HR Solution:  
Gross profit grew **+49.0mb** or **29.7%** YoY with GPM% flat between the years at 47.0%. TigerSoft contributed incremental GP of +18.5mb YoY.

Financial Solutions:  
Gross profit declined **-7.7mb** or **-32.3%** YoY with GPM% dropped to 23.4% from 30.9%, due to lower non-recurring revenue from fewer implementation projects.



# GROSS PROFIT BY SEGMENTS

## Quarter On Quarter

### HR Solutions:

Note: Management Report Basis – TigerSoft PPA effect is applied to all quarters (software amortization of 1.4mb / quarter).

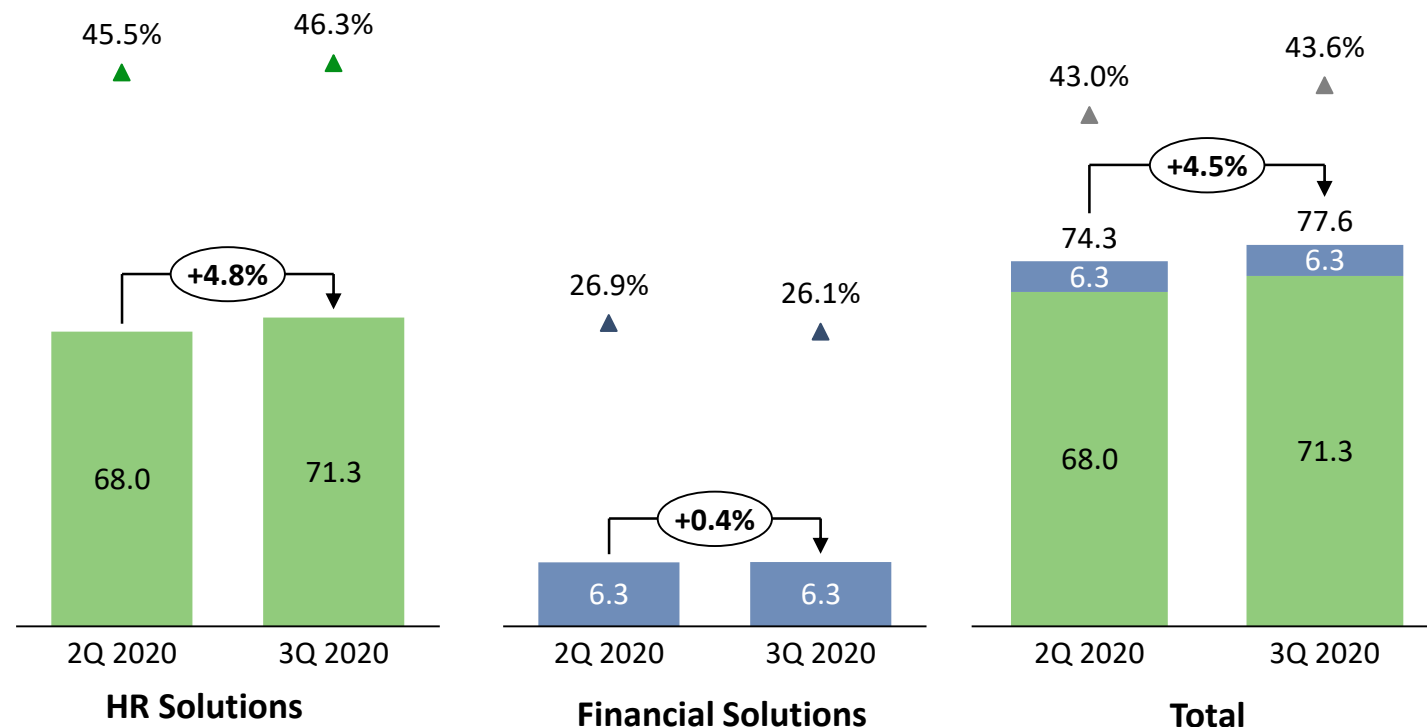
HR Solutions GP increase **+3.3mb** or **+4.8% QoQ** with GPM% improving from 45.5% to 46.3% in relation to +4.7mb or +3.1% sales growth.

### Financial Solutions:

Gross profit was flat with slight decline in GPM%.

### Total:

Overall GP improved **+3.3mb** or **+4.5% QoQ** driven by growth in HR Solutions revenue.

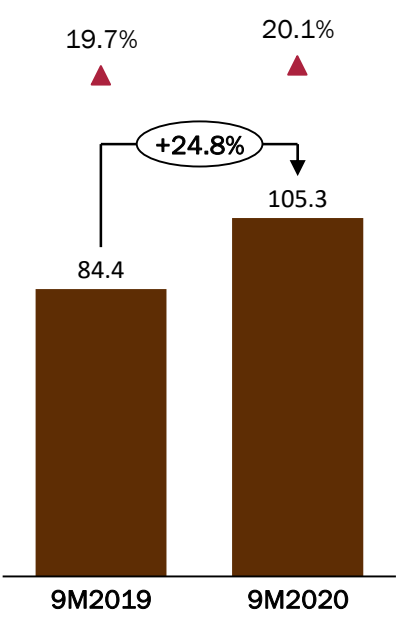
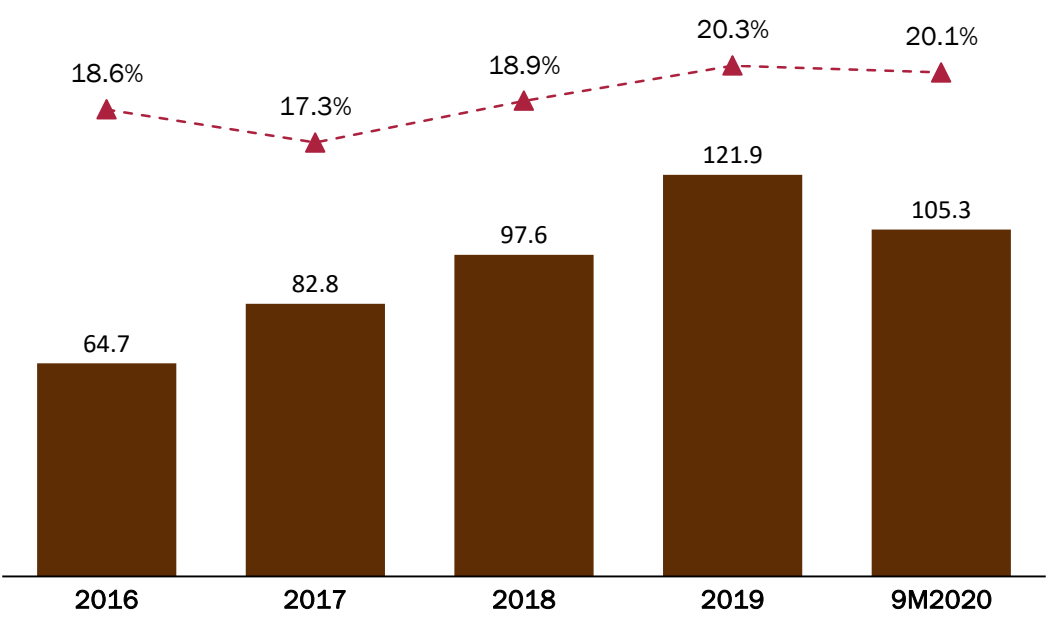


# SG&A

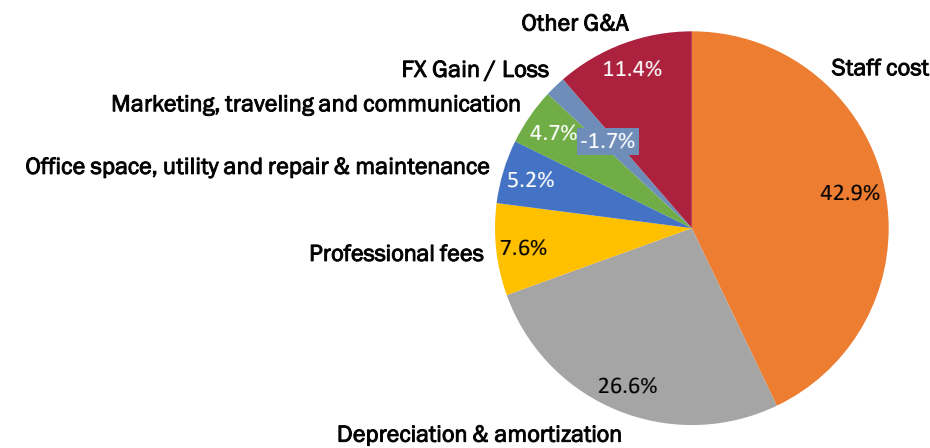
Excluding TigerSoft consolidation and PPA impacts, SG&A would increase by **4.8mb or 6.5% YoY** with **SG&A%** of sales inching up from **18.7% in 9M2019** to **19.0% in 9M2020**.

The increase mainly due to increase in staff cost (-4.6mb) in relation to revenue growth, one-off consulting fees (-2.7mb), and office space expansion & others (-2.2mb), partially offset by favorable FX gain / loss (+4.7mb between the years).

TigerSoft added 16.1mb in incremental SG&A to overall SG&A growth.



9M2020 SG&A Breakdown



■ SG&A ▲ SG&A%

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

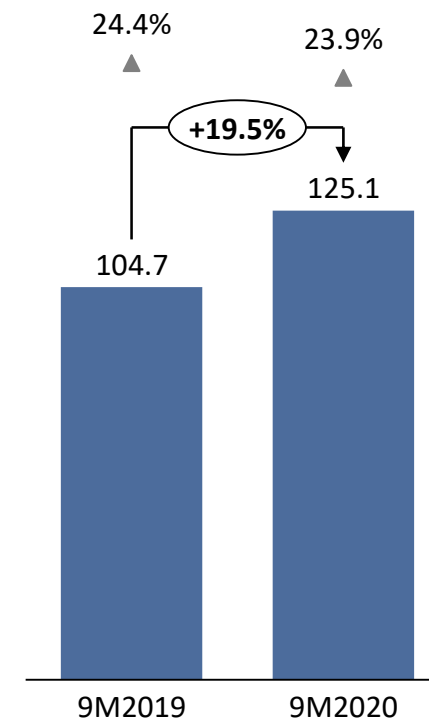
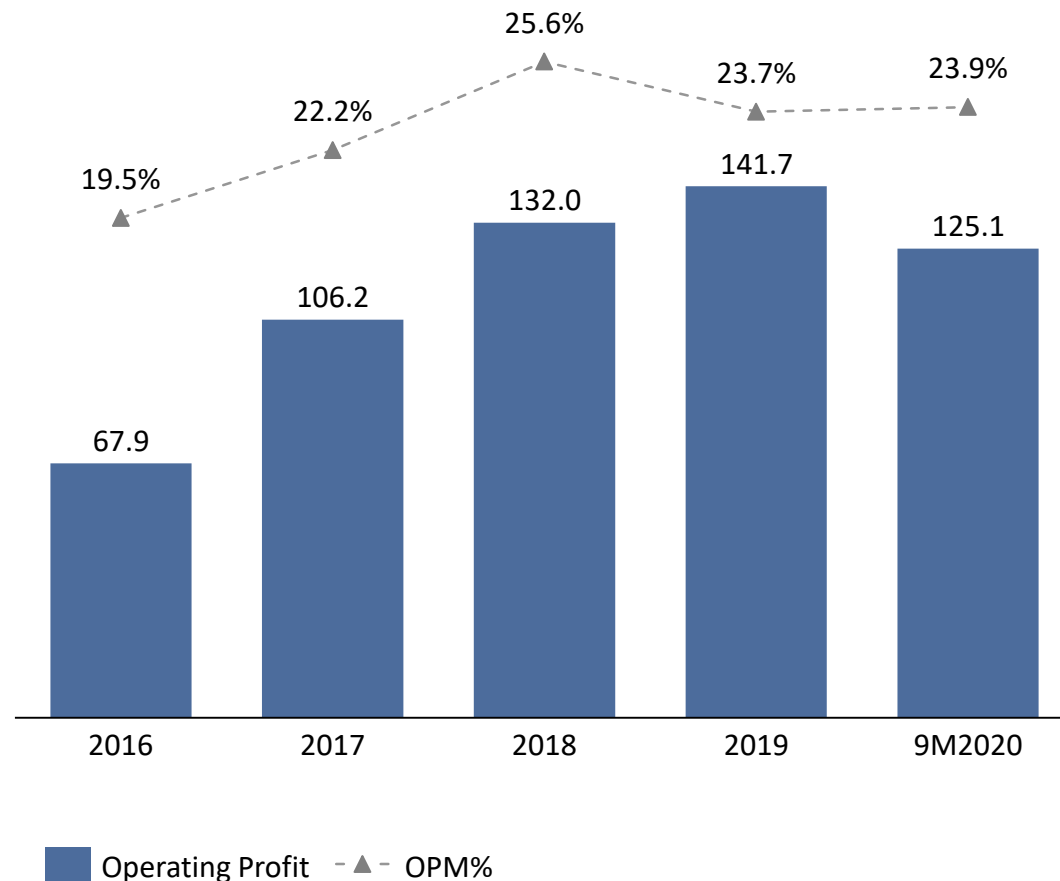


# OPERATING PROFIT

Operating profit grew **+20.4mb** or **+19.5% YoY** with OPM% slightly **down** from **24.4%** last year to **23.9%** this year.

Excluding the TigerSoft consolidation and related PPA impacts, OP would increase **+18.0mb** or **+17.9% YoY** and OPM% would improve from **25.4%** to **28.5%**.

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.

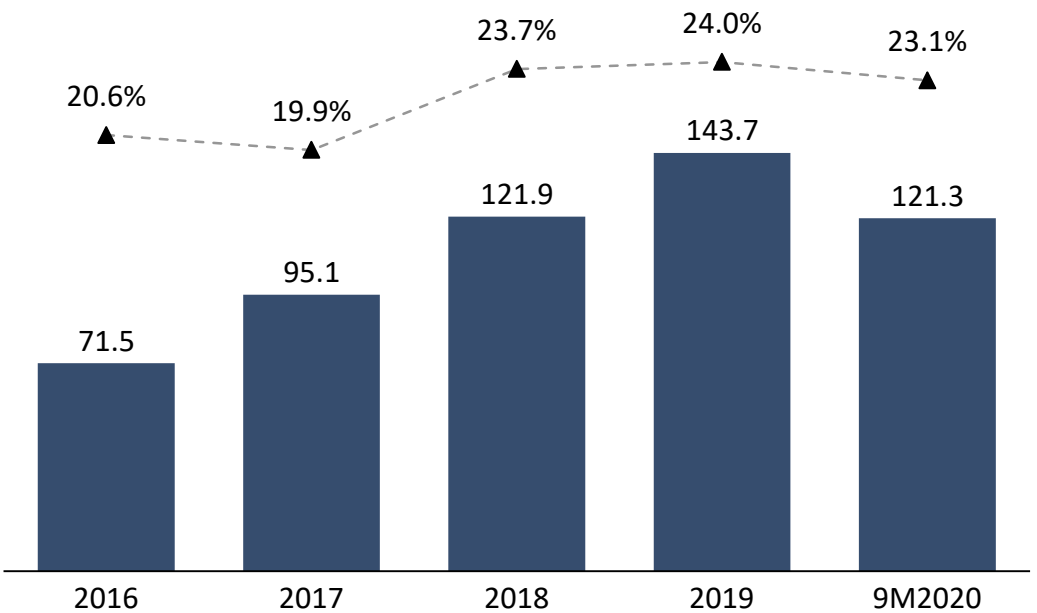


# NET PROFIT & EPS

Net profit at **121.3mb**, **+16.6mb** or **17.3% YoY** with NPM% dropping from 24.4% in 9M2019 to 23.1% this year.

Below-OP items were net unfavorable (-3.8mb) as improvement in other income (mainly interest & dividend income and realized & unrealized gain / loss from investments) and share of profit was more than offset by higher finance cost (TFRS16 adoption) and income taxes.

**Reported EPS** was **0.18** baht, compared to **0.15** baht in 9M2019.

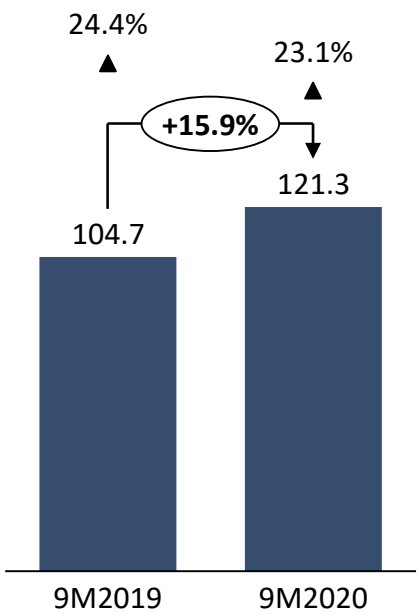


0.11	0.14	0.18	0.21	0.18
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mTHB	9M2019	9M2020	Change
Operating profit	104.7	125.1	20.4
Other income	12.3	15.7	3.4
Share of profit	0.5	1.7	1.1
Finance cost	(0.4)	(6.3)	(5.9)
Income tax	(12.4)	(14.8)	(2.4)
Net profit	104.7	121.3	16.6

Below OP impact:  
-3.8mb

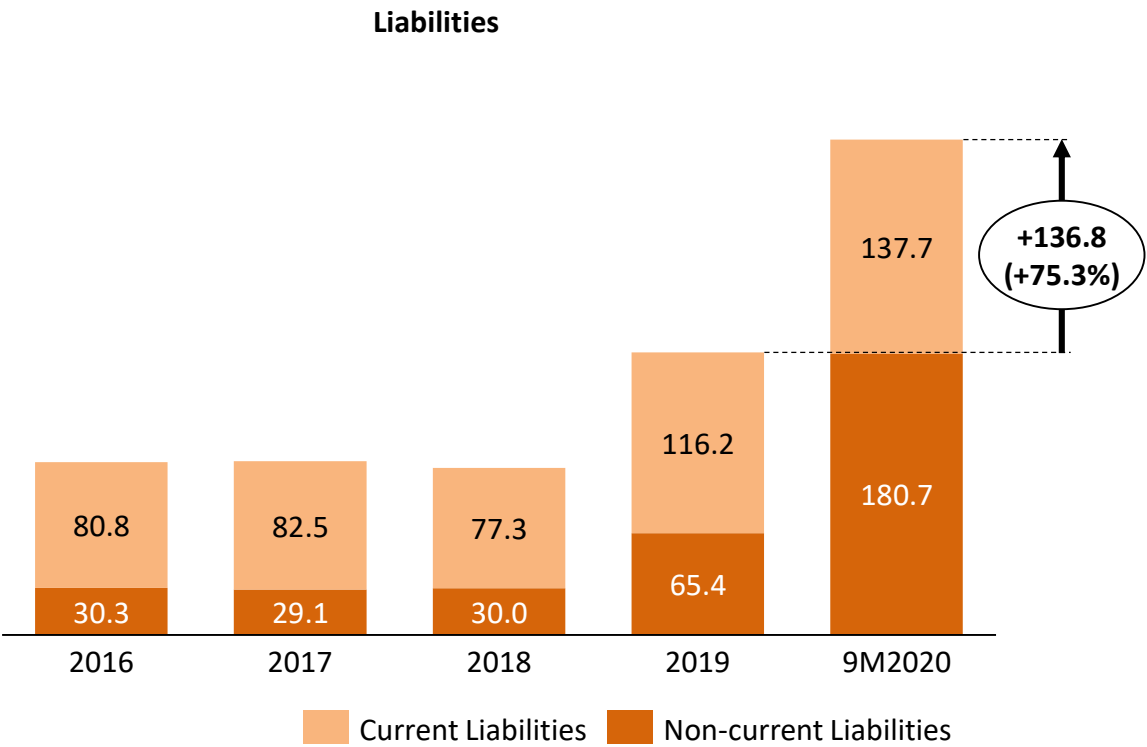
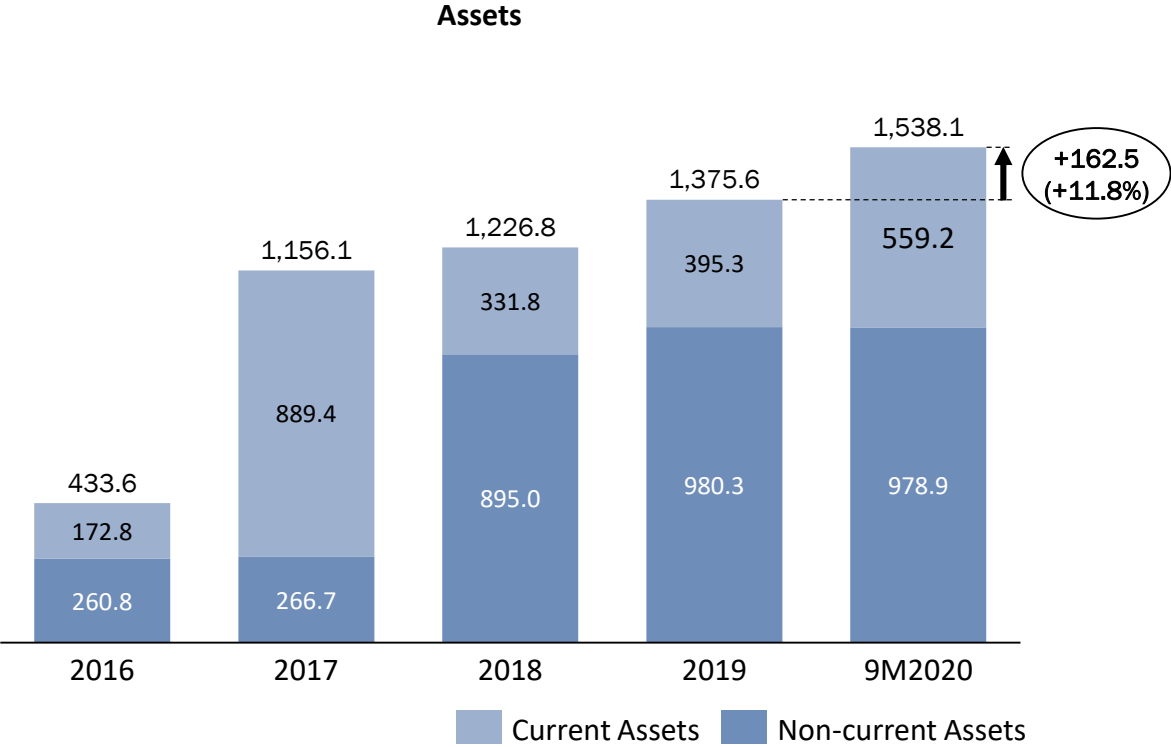
TFRS16 Lease Accounting adoption  
(no restatement in 2019)



0.15	0.18
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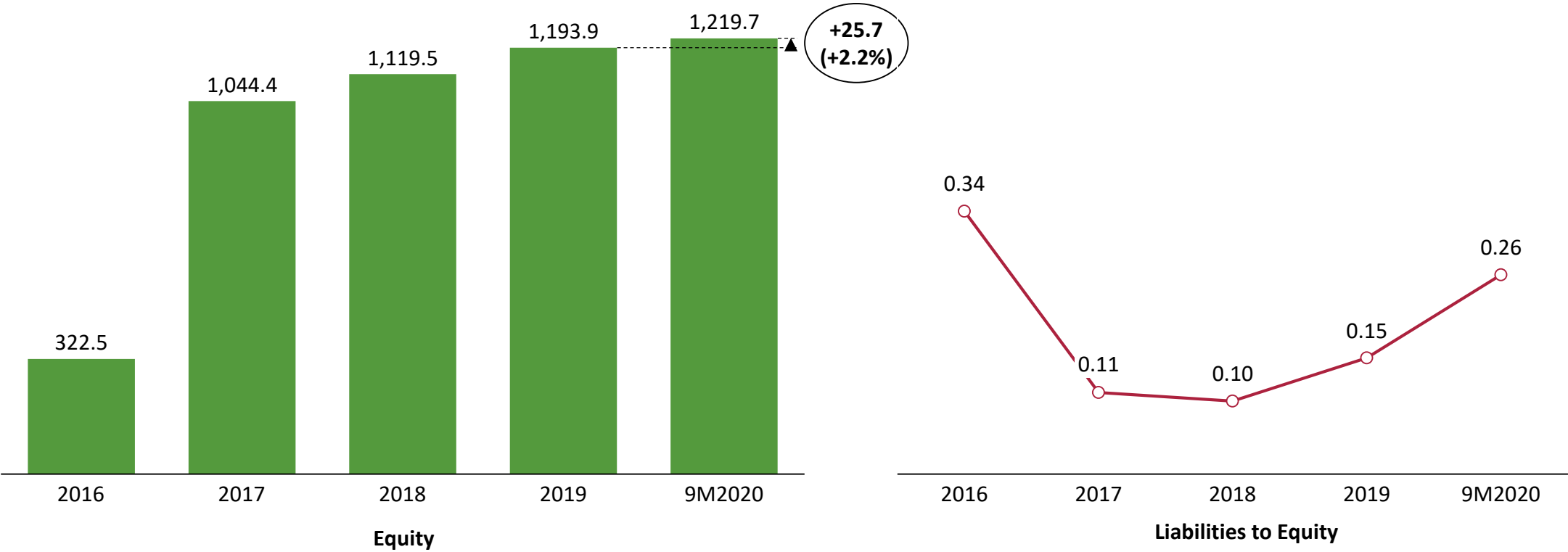
- Net Profit
- NPM%
- EPS

# 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 (+134.6mb) and lease liabilities (+122.5mb) on the balance sheet.

# BALANCE SHEET

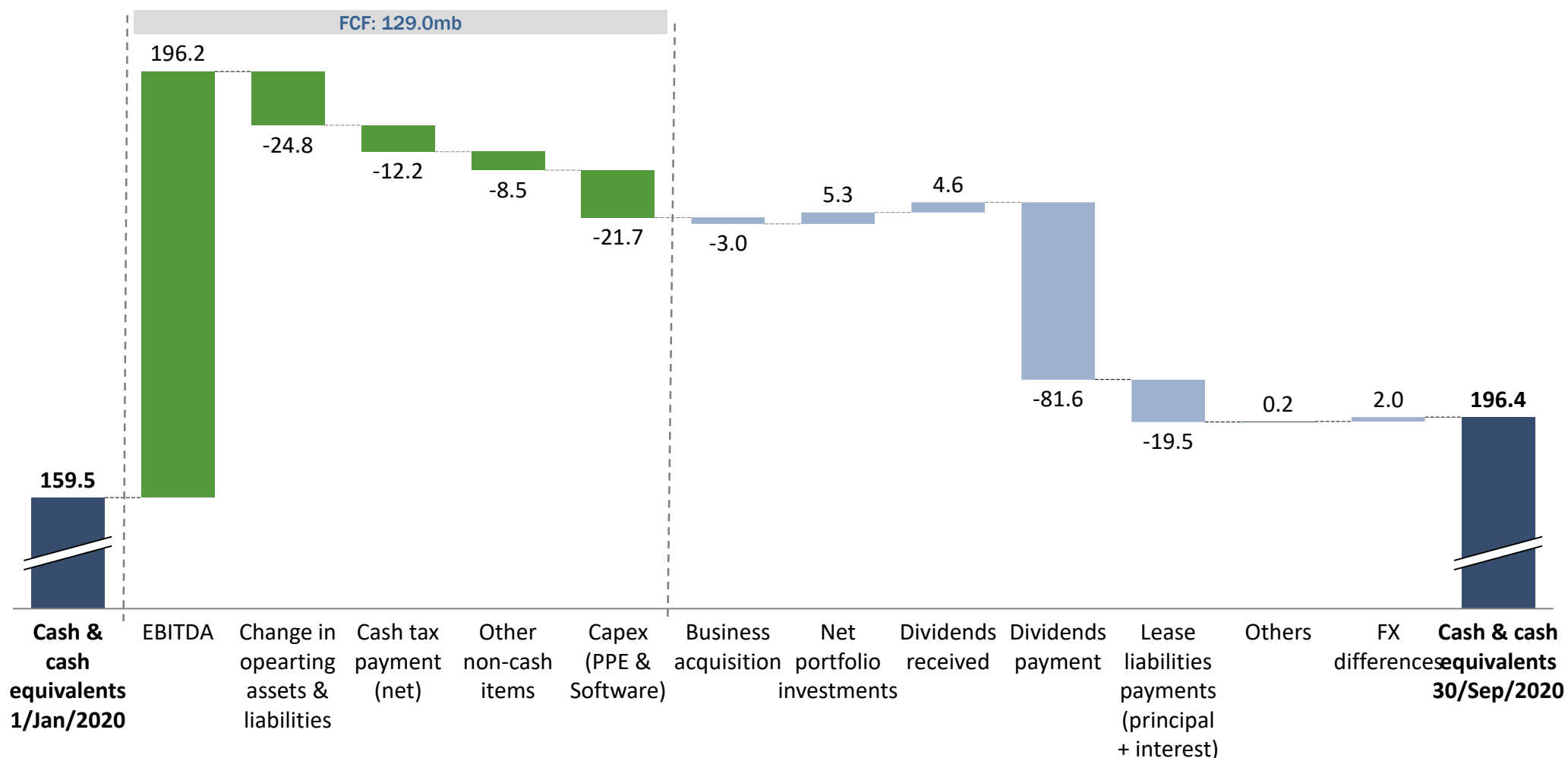


Equity increased by 25.7mb from comprehensive income (101.3mb), effect of change in accounting policy (3.9mb), non-controlling interest from business acquisition (2.1mb), partially offset by dividends paid (-81.6mb).

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 129.0mb in 9M2020, which was used to pay dividends (81.6mb) and pay principal and interest on finance lease liabilities (19.5mb).

Cash & cash equivalents was 196.4mb, an increase of 36.9mb from 31 Dec 2019 level.

# BALANCE SHEET

Unit : Million Baht	2016	2017	2018	2019 (Restated)	9M2020
Cash	46.27	88.14	111.34	159.47	196.43
Account receivables	91.14	105.40	95.96	114.23	136.47
Current contract assets	29.41	33.08	22.36	24.58	22.98
Inventories	-	-	-	9.42	19.96
Investments	-	650.08	669.79	641.45	595.98
Fixed assets	34.10	31.95	51.21	40.11	40.27
Intangible assets	162.01	151.56	165.45	200.99	183.67
Computer software under development	6.03	21.46	12.03	27.43	30.51
Right of use assets	-	-	-	-	134.60
Other assets	64.62	74.44	98.65	157.91	177.22
<b>Total assets</b>	<b>433.58</b>	<b>1,156.11</b>	<b>1,226.79</b>	<b>1,375.59</b>	<b>1,538.09</b>
Account payables	42.55	45.05	38.16	48.50	54.11
Current contract liabilities	21.10	21.07	20.75	47.17	41.14
Lease liabilities	9.38	9.82	9.76	3.88	142.31
Other liabilities	38.07	35.73	38.64	82.09	80.84
<b>Total liabilities</b>	<b>111.10</b>	<b>111.67</b>	<b>107.31</b>	<b>181.64</b>	<b>318.40</b>
Total equity of major S/H	320.99	1,044.44	1,119.48	1,193.95	1,217.56
Minority interest	1.49	-	-	-	2.13
<b>Total equity</b>	<b>322.48</b>	<b>1,044.44</b>	<b>1,119.48</b>	<b>1,193.95</b>	<b>1,219.69</b>

# INCOME STATEMENT

mTHB	2016	2017	2018	2019	9M2020
Revenue from sales and services	347.68	478.88	515.11	598.85	524.51
Cost of sales and services	(215.13)	(289.96)	(285.52)	(335.26)	(294.13)
<b>Gross profit</b>	<b>132.55</b>	<b>188.91</b>	<b>229.59</b>	<b>263.59</b>	<b>230.39</b>
<b>GPM%</b>	<b>38.1%</b>	<b>39.4%</b>	<b>44.6%</b>	<b>44.0%</b>	<b>43.9%</b>
SG&A	(64.68)	(82.75)	(97.59)	(121.85)	(105.28)
<b>SG&amp;A%</b>	<b>-18.6%</b>	<b>-17.3%</b>	<b>-18.9%</b>	<b>-20.3%</b>	<b>-20.1%</b>
<b>Operating profit</b>	<b>67.87</b>	<b>106.16</b>	<b>132.01</b>	<b>141.74</b>	<b>125.11</b>
<b>OPM%</b>	<b>19.5%</b>	<b>22.2%</b>	<b>25.6%</b>	<b>23.7%</b>	<b>23.9%</b>
Other income	4.27	3.50	8.12	15.01	15.67
Share of profit from associates	7.25	-	-	1.93	1.66
<b>EBIT</b>	<b>79.39</b>	<b>109.66</b>	<b>140.13</b>	<b>158.68</b>	<b>142.43</b>
<b>EBIT%</b>	<b>22.8%</b>	<b>22.9%</b>	<b>27.2%</b>	<b>26.5%</b>	<b>27.2%</b>
<b>EBITDA</b>	<b>106.24</b>	<b>155.43</b>	<b>186.68</b>	<b>213.79</b>	<b>200.44</b>
Finance cost	(4.19)	(0.80)	(0.63)	(0.43)	(6.28)
Income tax expense	(3.72)	(11.41)	(17.74)	(14.53)	(14.82)
<b>Net profit</b>	<b>71.48</b>	<b>97.45</b>	<b>121.75</b>	<b>143.73</b>	<b>121.33</b>
<b>NPM%</b>	<b>20.6%</b>	<b>20.3%</b>	<b>23.6%</b>	<b>24.0%</b>	<b>23.1%</b>
<b>Net profit attributable to:</b>					
<b>Equity holders of the Company</b>	<b>71.47</b>	<b>95.08</b>	<b>121.91</b>	<b>143.73</b>	<b>121.33</b>
Non-controlling interest of subsidiaries	0.00	2.36	0.00	0.00	0.00
<b>EPS (THB)</b>	<b>0.11</b>	<b>0.14</b>	<b>0.18</b>	<b>0.21</b>	<b>0.18</b>

# INCOME STATEMENT

## FY2020 by Quarters

mTHB	1Q2020	2Q2020	3Q2020	9M2020
Revenue from sales and services	173.63	172.72	178.16	524.51
Cost of sales and services	(95.13)	(98.43)	(100.57)	(294.12)
<b>Gross profit</b>	<b>78.51</b>	<b>74.29</b>	<b>77.60</b>	<b>230.39</b>
<b>GPM%</b>	<b>45.2%</b>	<b>43.0%</b>	<b>43.6%</b>	<b>43.9%</b>
SG&A	(28.96)	(41.10)	(35.22)	(105.28)
<b>SG&amp;A%</b>	<b>-16.7%</b>	<b>-23.8%</b>	<b>-19.8%</b>	<b>-20.1%</b>
<b>Operating profit</b>	<b>49.55</b>	<b>33.19</b>	<b>42.38</b>	<b>125.11</b>
<b>OPM%</b>	<b>28.5%</b>	<b>19.2%</b>	<b>23.8%</b>	<b>23.9%</b>
Other income	5.58	3.71	6.38	15.67
Share of profit from associates	0.43	0.67	0.56	1.66
<b>EBIT</b>	<b>55.55</b>	<b>37.57</b>	<b>49.31</b>	<b>142.43</b>
<b>EBIT%</b>	<b>32.0%</b>	<b>21.8%</b>	<b>27.7%</b>	<b>27.2%</b>
<b>EBITDA</b>	<b>74.59</b>	<b>61.83</b>	<b>64.03</b>	<b>200.44</b>
Finance cost	(1.82)	(2.24)	(2.22)	(6.28)
Income tax expense	(6.06)	(3.28)	(5.48)	(14.82)
<b>Net profit</b>	<b>47.67</b>	<b>32.05</b>	<b>41.61</b>	<b>121.33</b>
<b>NPM%</b>	<b>27.5%</b>	<b>18.6%</b>	<b>23.4%</b>	<b>23.1%</b>
<b>Net profit attributable to:</b>				
<b>Equity holders of the Company</b>	<b>47.67</b>	<b>32.05</b>	<b>41.61</b>	<b>121.33</b>
Non-controlling interest of subsidiaries	-	-	-	-
<b>EPS (THB)</b>	<b>0.07</b>	<b>0.05</b>	<b>0.06</b>	<b>0.18</b>

Note:

Management Report basis: PPA effect is applied to all quarters (Reported basis: 9-month effect of PPA in Q320)

## KEY PERFORMANCE RATIOS

Financial Ratios		2016	2017	2018	2019	1H2020
Gross profit margin	%	38.1%	39.4%	44.6%	44.0%	43.9%
Operating profit margin	%	19.5%	22.2%	25.6%	23.7%	23.9%
Net profit margin	%	20.6%	20.3%	23.6%	24.0%	23.1%
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	4.1
Accounts receivable turnover	Times	6.4	5.6	5.7	6.3	6.0
Average collection period	Days	56.7	63.9	63.3	57.5	59.7
Accounts payable turnover	Times	6.0	6.6	6.9	7.7	7.6
Average payment period	Days	60.4	54.4	52.5	46.5	47.1
Cash conversion cycle	Days	-3.7	9.5	10.9	11.0	12.6
Earnings per share	Bt	0.11	0.14	0.18	0.21	0.18
Book value per share	Bt	0.47	1.54	1.65	1.76	1.79

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.

The Benix logo is rendered in a bold, green, sans-serif font. The letter 'B' is stylized with three horizontal bars. The letter 'i' has a solid green dot. The background of the entire image is a faded photograph of a person running on a road towards a bright horizon, with a green bar at the bottom.

# Benix

Your Wellness Partner



# Digital Work-Life Solution – With Benix



## HR

Attracting, Recruiting  
Onboarding, Developing,  
Rewarding, Retention  
Off boarding



## ADMIN

Office Resource Management  
Office Asset Management  
Admin Service Request  
Purchase Request



## IT

Active Directory  
Access Management  
IT Asset Management  
IT Service Request



## ACCOUNTING

Sales, Inventory, Finance  
(Revenue and Expense  
by Project, Cost Center)

**Benix**

## BENEFIT

Digitalize insurance broker

Partners Eco System

Employee Community Platform

# A PARTNERSHIP OF

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HUMANICA

---

Leading HR Solution  
and Thailand's number 1  
payroll outsourcing provider.



cxagroup

---

Asia's pioneer and leading  
insuretech provider. CXA has grown to  
become Asia's leading Insurtech  
start-up – affirmed.



---

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



# 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

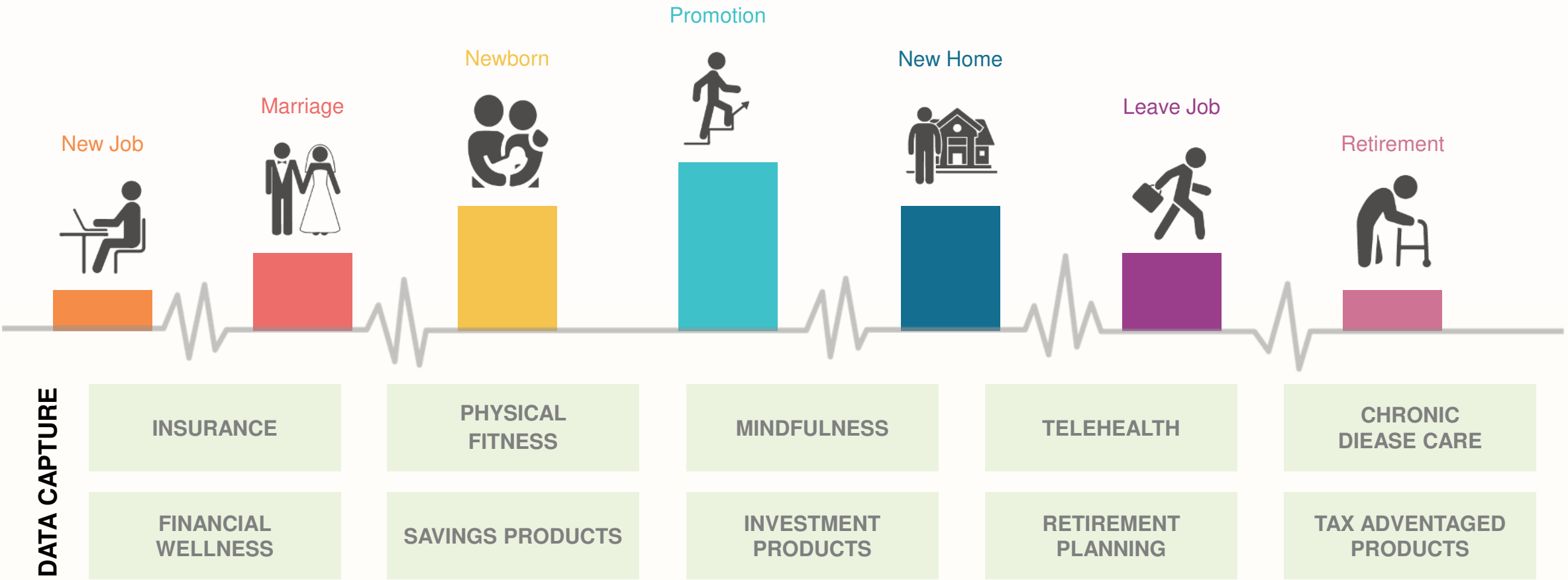


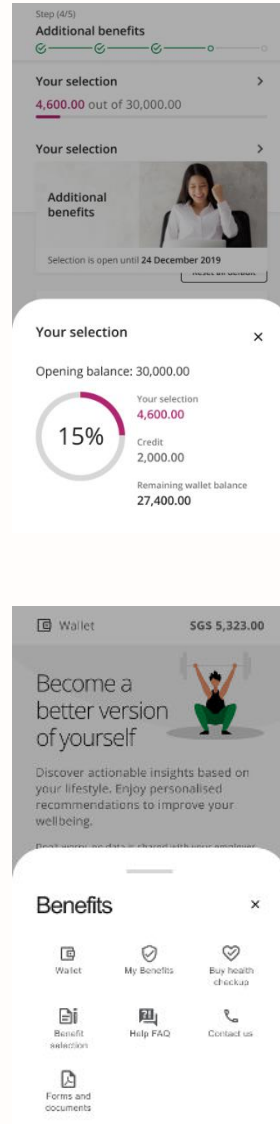
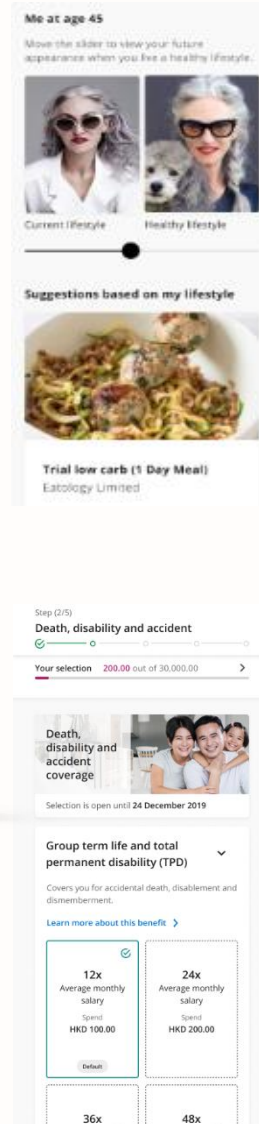
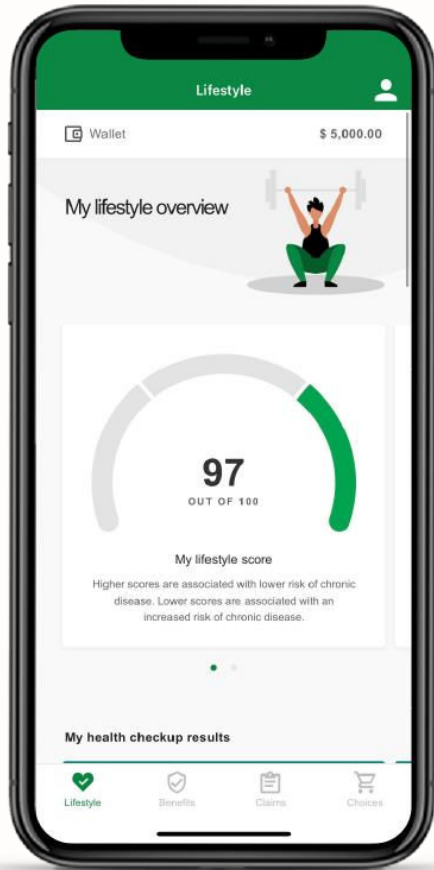
## PERSONALIZED HEALTH AND WEALTH OFFERINGS

- > 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





# 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.



## Wellness E-Shop

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

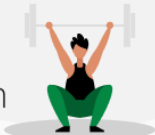
We will be the first in Thailand to provide an ecosystem with from HR to Benefits.



## Employee Community

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

Become a better version of yourself



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



# SOFT LAUNCH

28 October 2020



Over 400 participants, mainly executives from over 200 companies



# OFFICIAL LAUNCH

17 November 2020



86 media representatives from 63 media outlets attended. There were 54 news clips in 24-hr



## 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

## Tiger Payroll Outsourcing Services



### Time Attendance Device Rental



TigerSoft offers Time Attendance Device Rental service for free.

The customer can verify and gather the employees' work time  
records with ease. Also, it prevents work time fraud, resulting in  
accurate information





# XFace200+

Temperature measurement technology with real-time display to prevent high-temperature personnel 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

- Visible Light Facial Recognition
- Prevent counterfeit from using photos or videos
- Verification through Face, Fingerprint, Palm, and Password
- Operational in low light areas
- The scanning distance is 0.3-2 meters.
- Temperature measurement technology.

## Visible Light Facial Recognition



Touchless



High Temperature



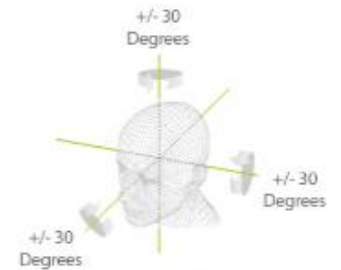
Palm Recognition



Masked Face



Fever Detection



## The scanning distance is 0.3-2 meters.

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.



# E-LEARNING INTEGRATION

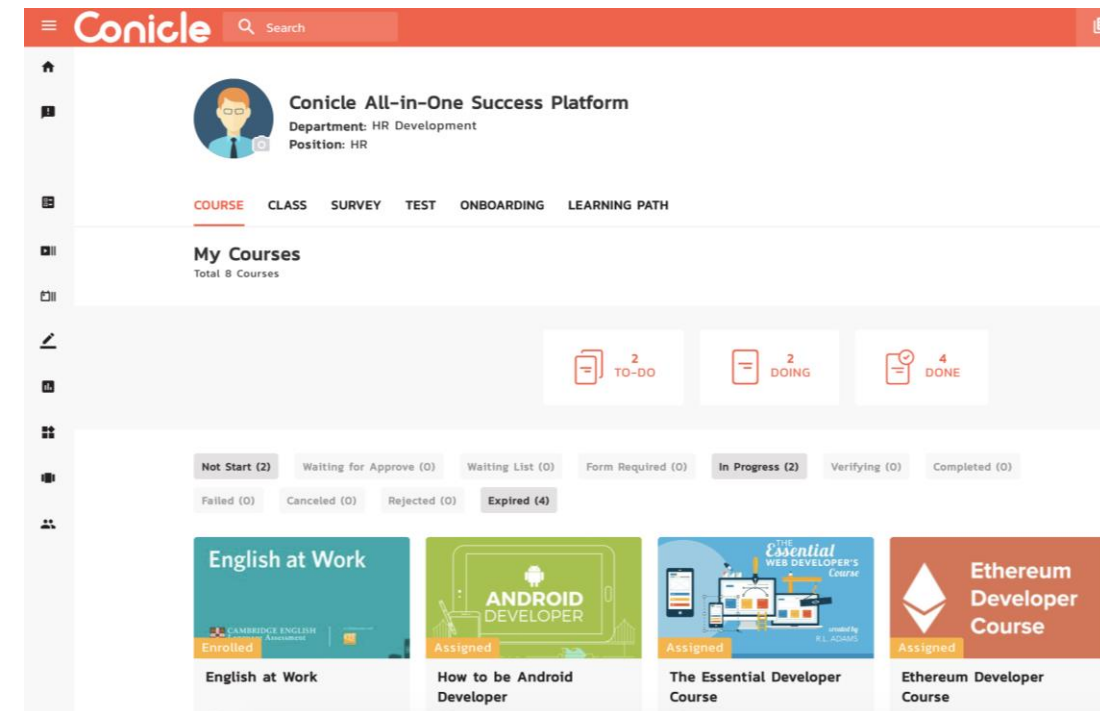
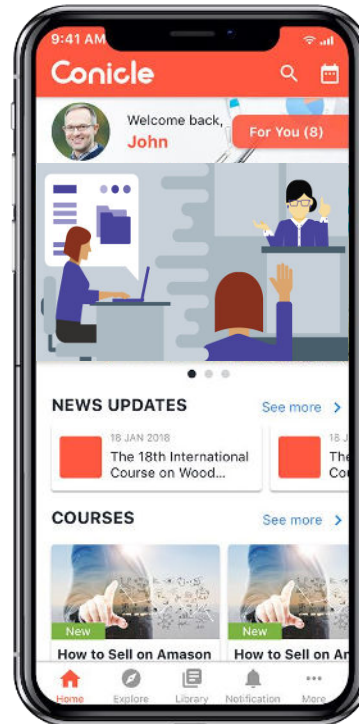
Alternative e-Learning platform, Humatrix's integration out of the box.

# Conicle

## Modern Learning Platform

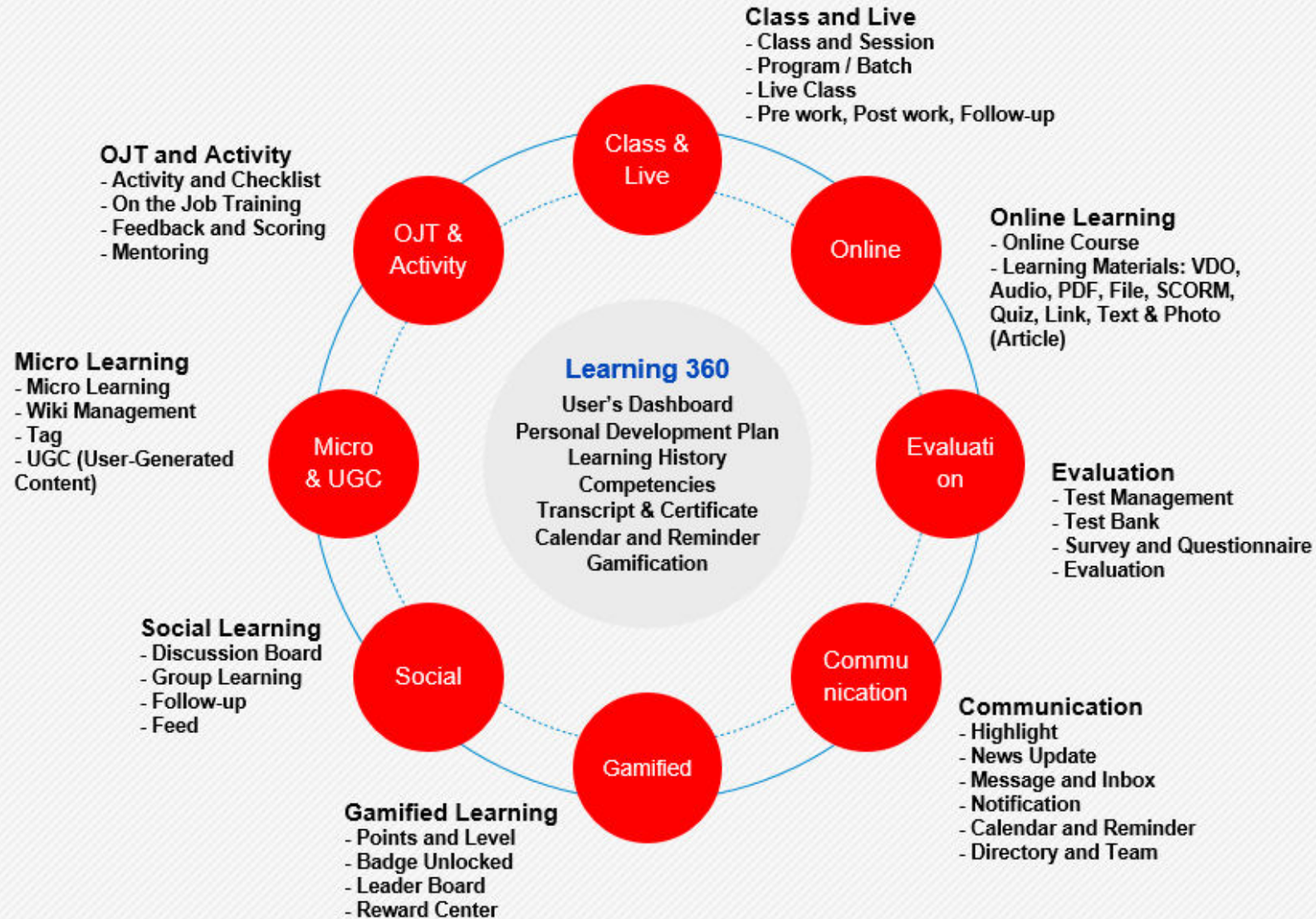
Conicle Platform is the revolutionized enterprise-class learning and development solution to empower organizations and people to learn and develop faster, easier and better. Anywhere. Anytime.

Mobile | Blended | Data-driven



# E-LEARNING INTEGRATION

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

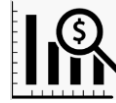




# Conicle : Success Story



350,000+ Users



Revenue growth 16x from 2015-2019



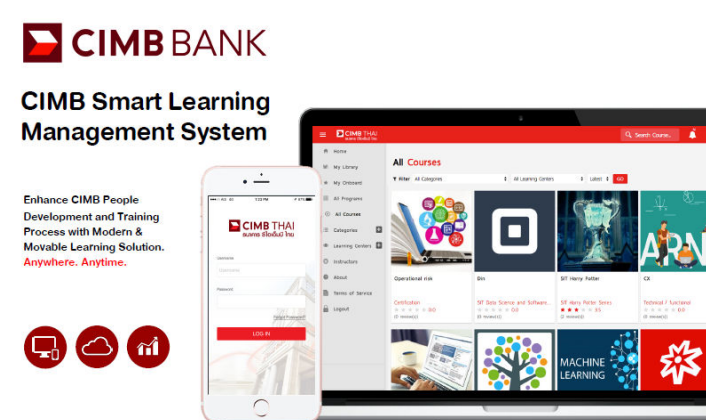
33mb+ Revenue



**AIS**  
**AIS LearnDi**  
The Digital Learning Hub

Implementing all Conicle learning platforms: ONDEMAND and CONNECT, to develop and grow all teams in the company from AIS HQ to all departments and branches all around the country.

AIS or Advanced Info Service Public Co., Ltd. is Thailand's largest mobile phone operator with more than 40 million subscribers providing full length of digital products and services.



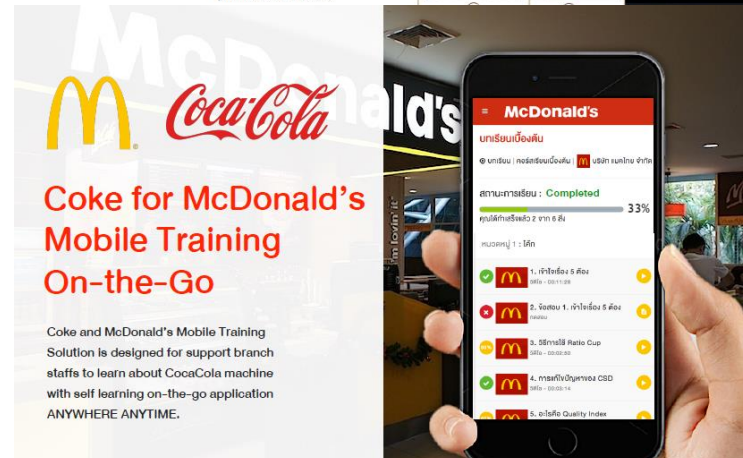
**CIMB BANK**  
**CIMB Smart Learning Management System**

Enhance CIMB People Development and Training Process with Modern & Movable Learning Solution. Anywhere. Anytime.



**Be Together**  
**Mobile Learning On-the-Go**

AIA and Bangkok Bank Mobile Training Solution is designed for support branch staffs to learn about new product knowledge with self learning on-the-go application ANYWHERE ANYTIME.



**McDonald's**  
**Coke for McDonald's Mobile Training On-the-Go**

Coke and McDonald's Mobile Training Solution is designed for support branch staffs to learn about CocaCola machine with self learning on-the-go application ANYWHERE ANYTIME.



**Unilever Network**  
**Training On-the-Go**

Applying Conicle ONDEMAND and LIVE to broadcast company's Class to business partners around the country via web and mobile device anywhere anytime.

Unilever is one of the world's largest consumer goods company. Its products include food, beverages, cleaning agents and personal care products and more.



**KING POWER**  
KING OF DUTY FREE  
**KPG Digital Learning Management System**

To enhance King Power Group HRD and Training Process with Smart, Modern & Movable Learning Solution.

Anywhere. Anytime. Without boundary.

Powered by Conicle



# P2P LENDING IN A NUTSHELL

A marketplace for lending products

## BORROWERS



Borrowers have to borrow outside of the financial system.

Borrowers want to find alternatives with lower interest rate.

Borrowers do not meet bank's minimum risk appetite.

Borrowers do not want to go through the slow and tedious banking process.

## P2P PLATFORM



Platform facilitates matching between borrowers and investors. Allowing retail borrowers to borrow directly from retail investors.

Platform performs risk assessment and underwriting for investors, meanwhile keeping credit record.

Platform assists both sides in loan services from origination to collections.

## INVESTORS



Investors want to find other fixed income alternatives than deposits and TDs, which offer very low rates

Investors want to have access to investment products. Equity is not accessible to everyone.

Borrowers does not meet bank's risk appetite or doesn't want to

Request to borrow money

Choose which borrower to invest money with

# THANK YOU

## Any questions?



You can find me at

- [Soonporn.D@humanica.com](mailto:Soonporn.D@humanica.com)
- [www.humanica.com](http://www.humanica.com)

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