



I&I Group Public Company Limited

Opportunity Day : FS 2022

IIIG: The Road Ahead

Somchai Mekasuvanroj, CEO
March 14, 2022



Kritatee Bulsook

Chief Operating Officer

**CHIEF
OPERATING
OFFICER**

KRITATEE BULSOOK

Education

- **Bachelor of Science in Computer Science with Minor in Mathematics, Northeastern University, Boston, Massachusetts**
- **Master of Science in Computer Science, Columbia University in the City of New York, New York**

Working Experiences in the 5 Preceding Years

- | | |
|-------------------------|---|
| • 2023 – Present | Chief Operating Officer
I&I Group PLC. |
| • 2014 – 2022 | Senior Manager - Technology & Cloud Transformation
Pricewaterhousecoopers Consulting (Thailand) Ltd. (PwC) |
| • 2012 – 2013 | Country Manager
Convergence Team Co., Ltd. |

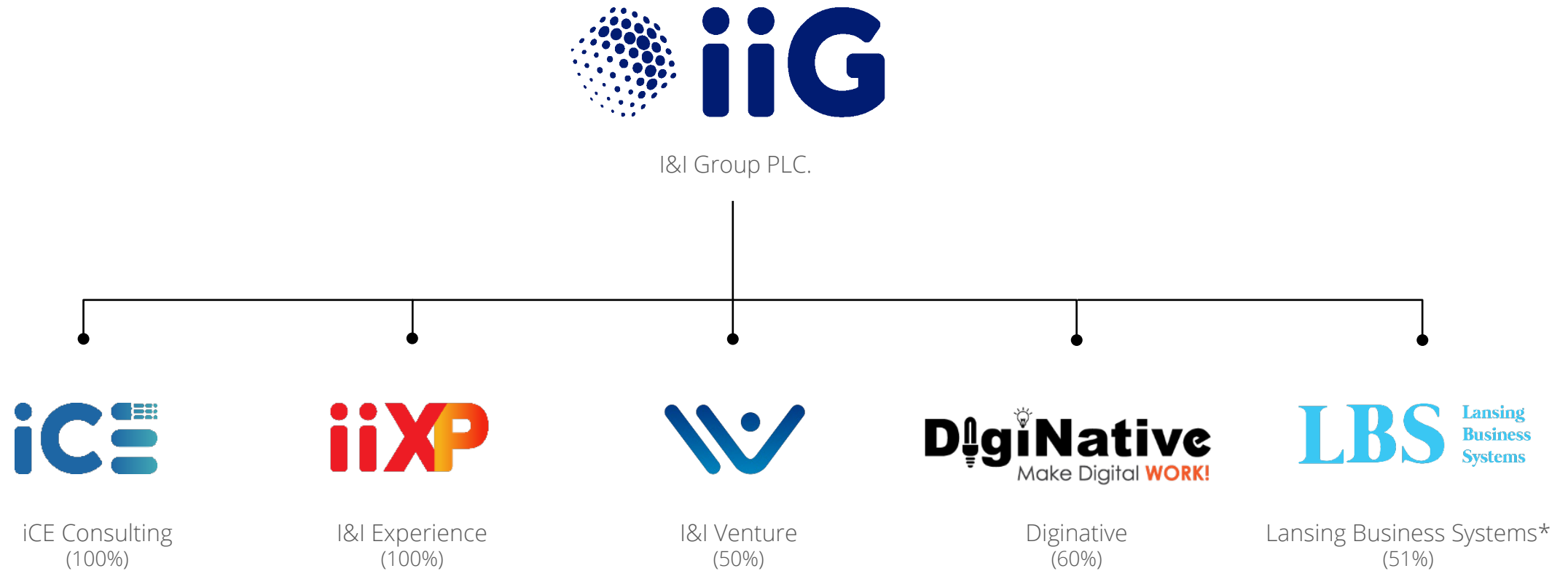
OUR BUSINESS

I&I Group PCL. (iiG)

Digital and Technology Consulting to help clients transform their business to thrive in Digital Economy



GROUP STRUCTURE



OUR OFFICES



Bangkok

**Head Office at Siripinyo building
BTS PhayaThai**



Chiang Mai

Suthep, Chiangmai



Hat Yai

**Neca Complex
Hat Yai, Songkhla**

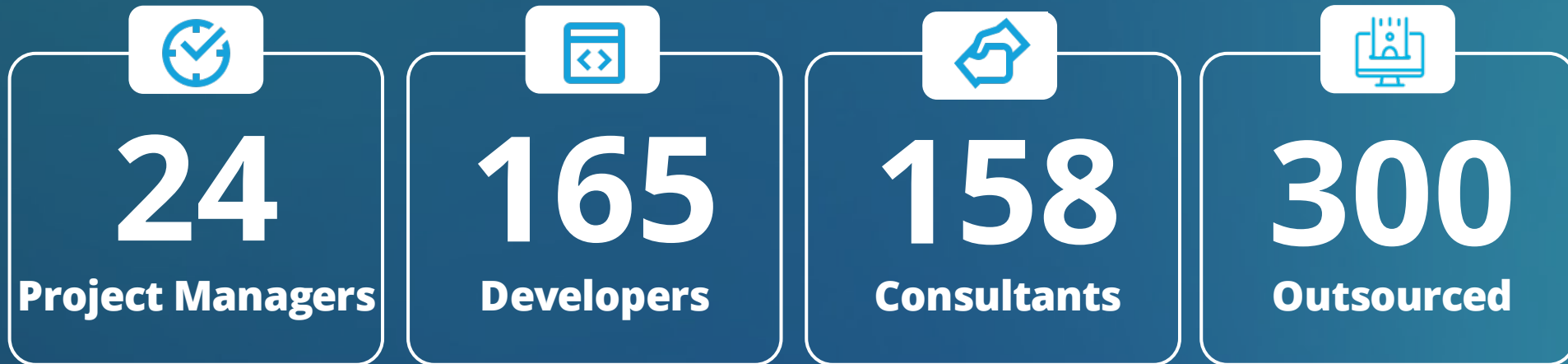


Udon Thani

**Prime Square
Udon Thani**

iiG RESOURCES

~740
TOTAL EMPLOYEES



2022 AWARDS

Master Entrepreneur Award,
Asia Pacific Enterprise Awards (APEA) 2022



Best Investor Relations Award,
Set Award 2022



**Most Innovative Digital
Technology Consulting Firm,**
The Global Economics Award 2022



**Fastest Growing Enterprise Solution
Provider and Most Innovative Data
Management Service Provider,**
International Finance Awards 2022



2022 FINANCIAL PERFORMANCE

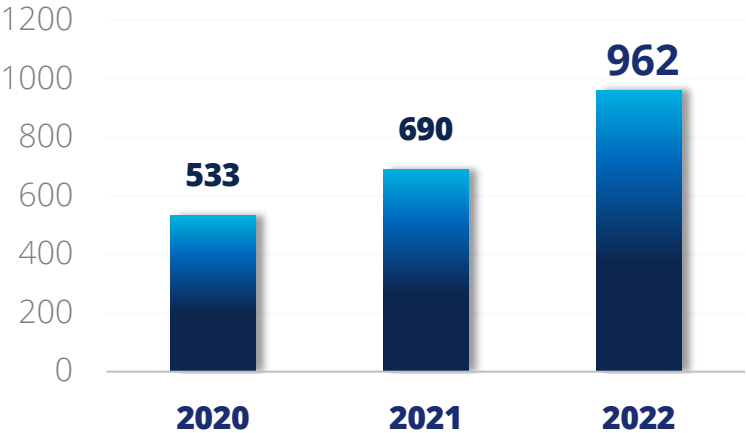


2022 FINANCIAL HIGHLIGHTS

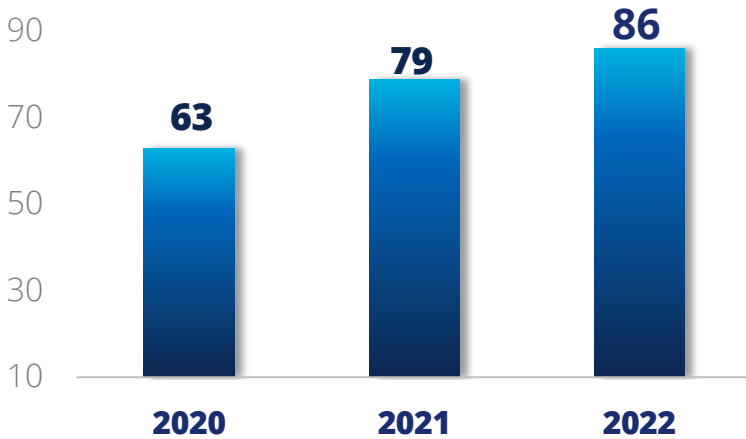
“New High” Revenue
39% Growth YoY



TOTAL REVENUE (MB)



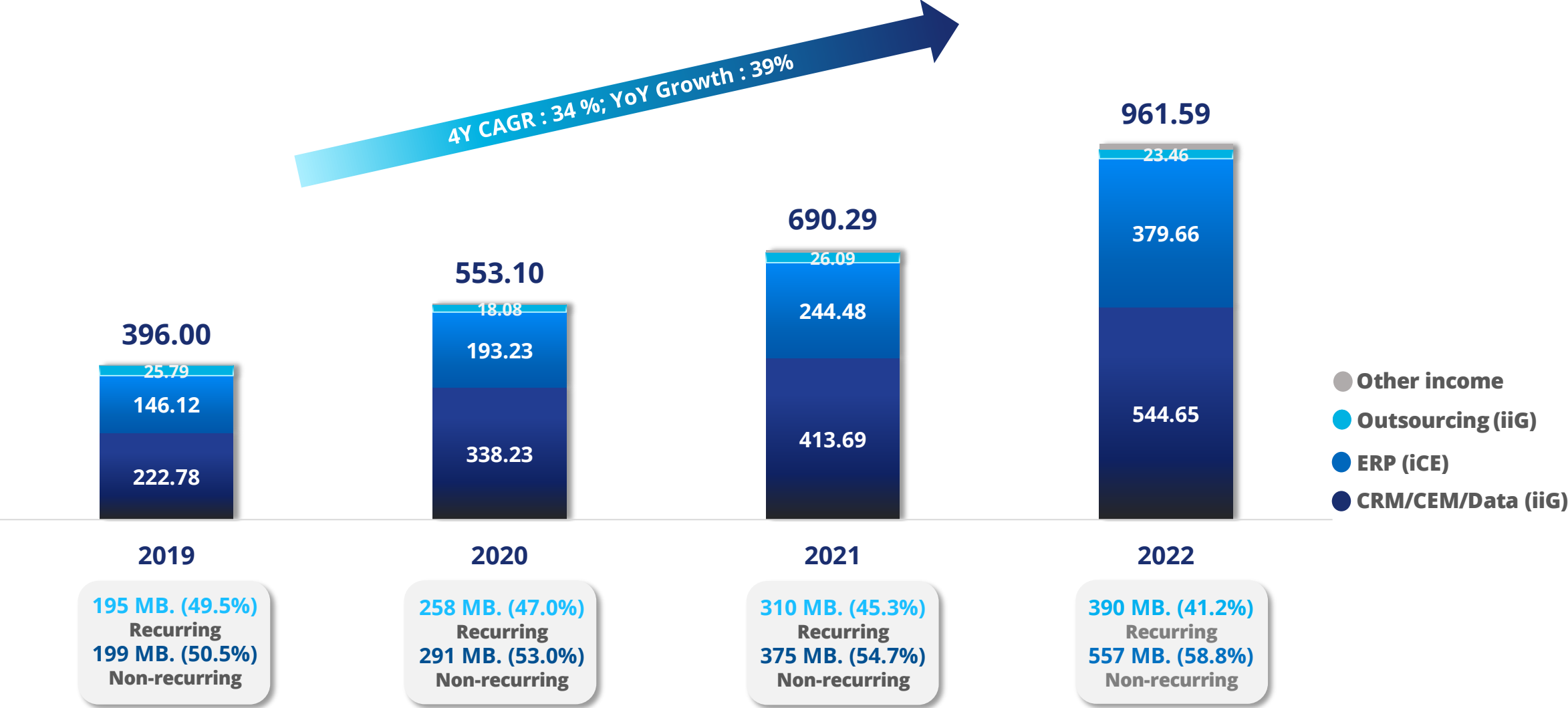
NET PROFIT (MB)



“New High” Net Profit
(9% NPM)
8% Growth YoY

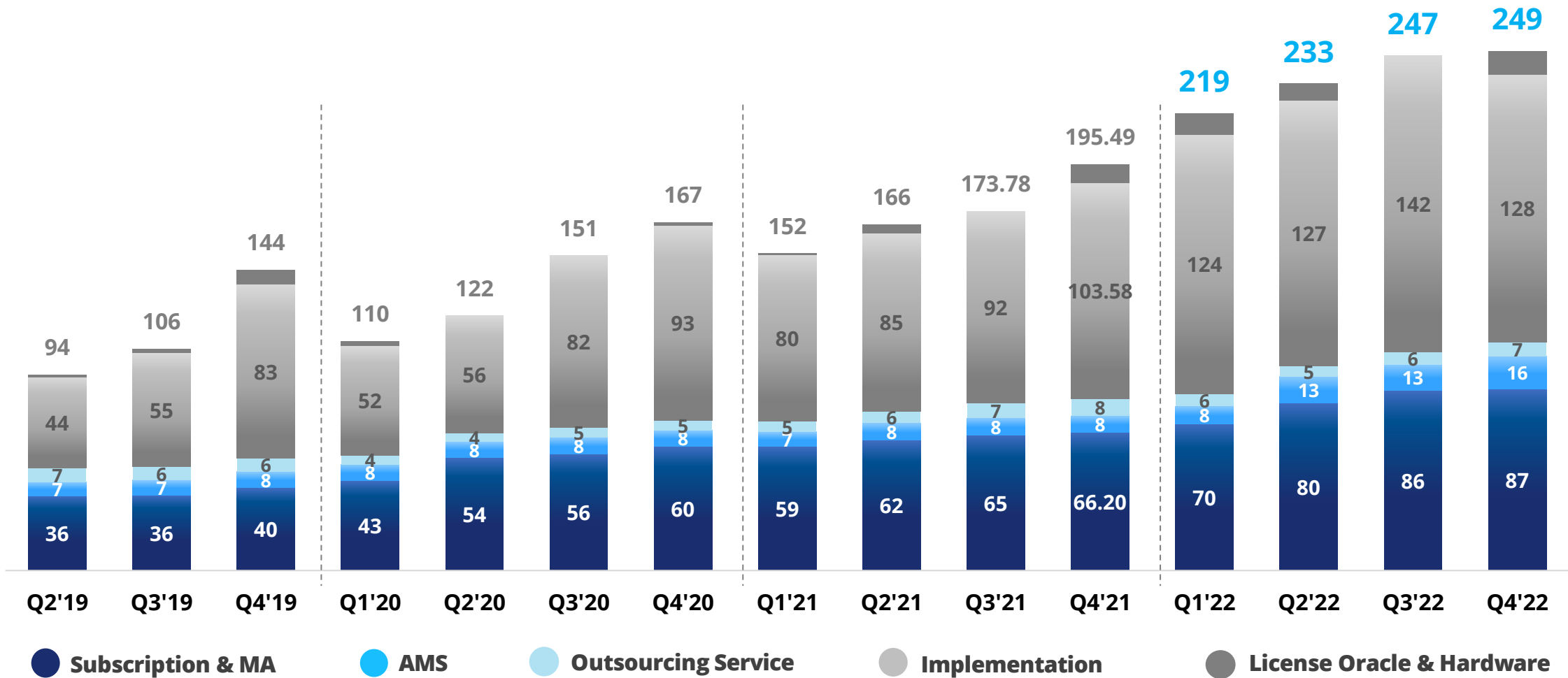
REVENUES BY BUSINESS UNIT

Unit : Million THB

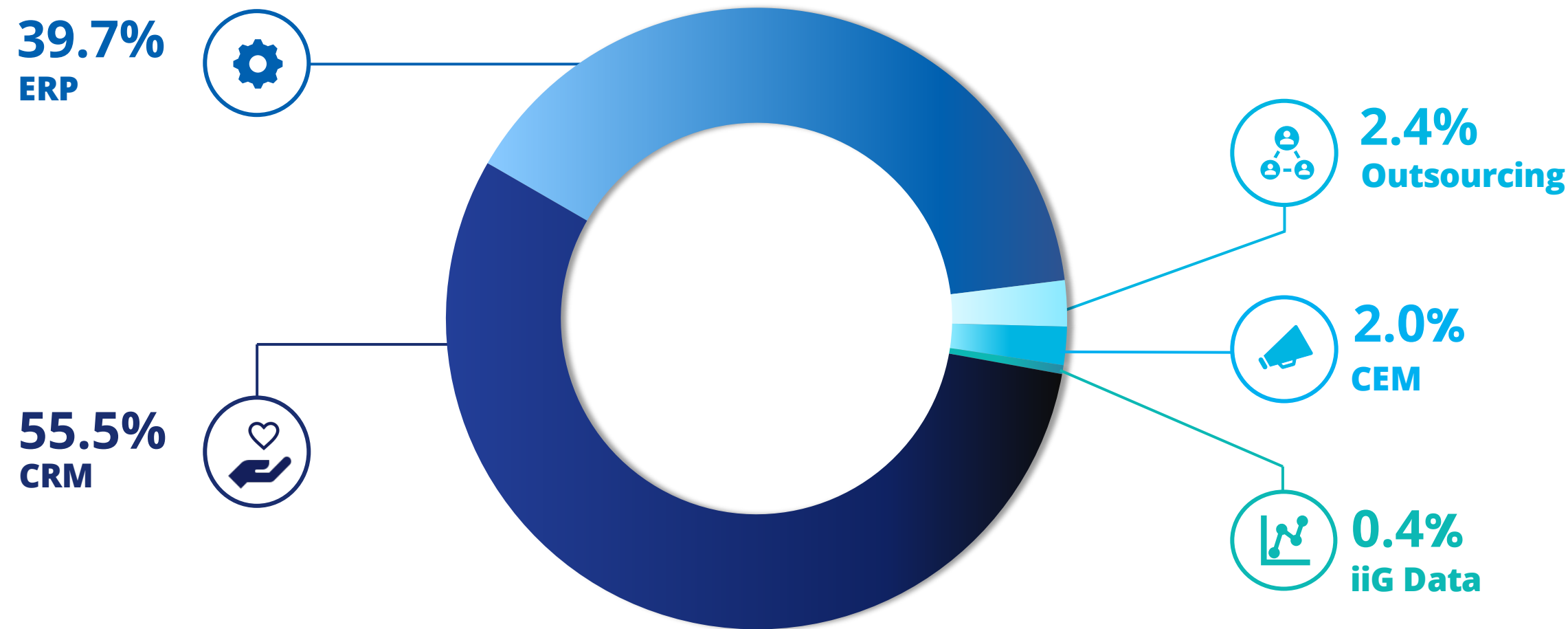


REVENUES BY QUARTER (EXC. OTHER INCOME)

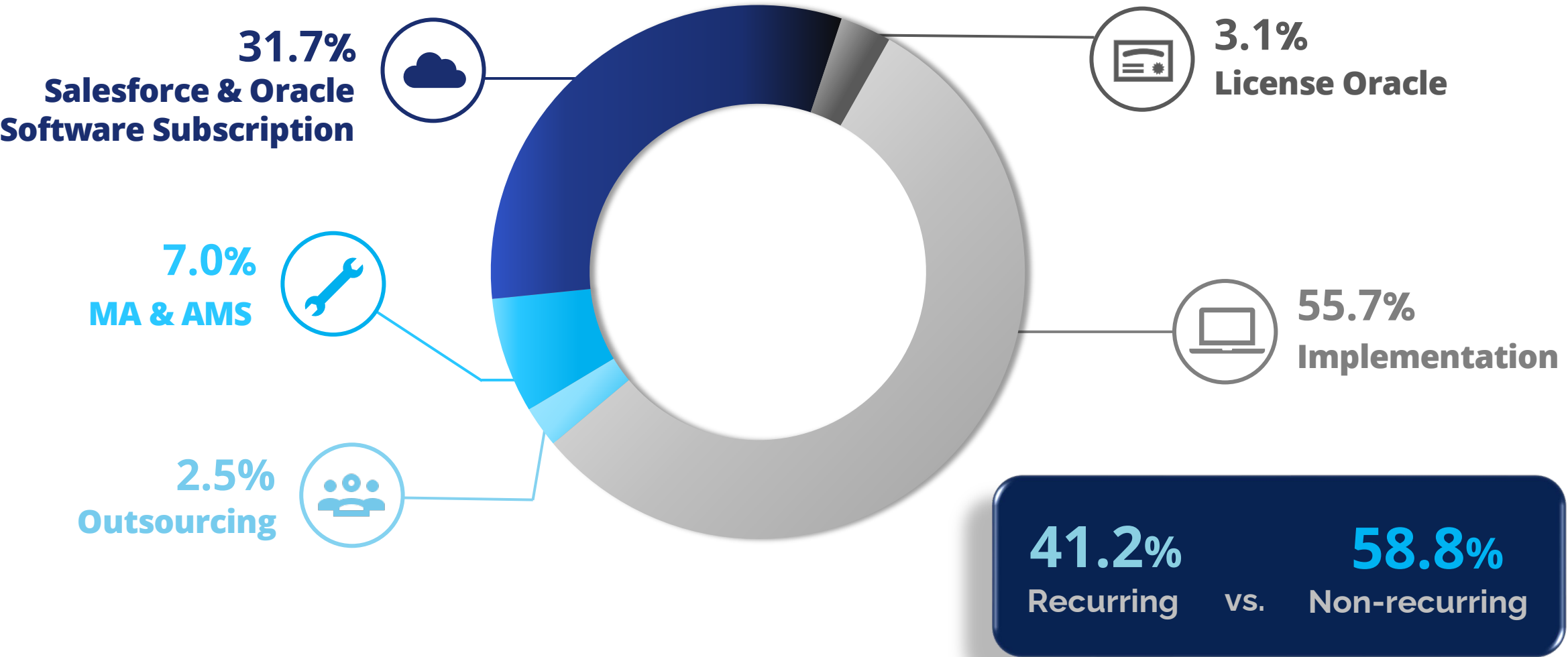
Unit : Million THB



2022 REVENUE PROPORTION BY BUSINESS



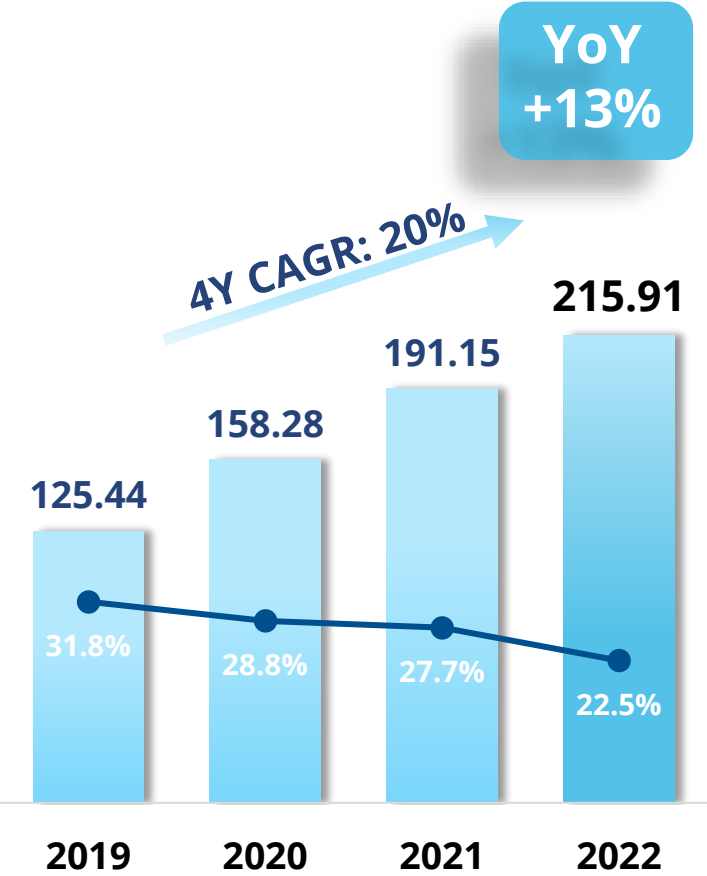
2022 REVENUE PROPORTION BY REVENUE TYPE



PROFITABILITY

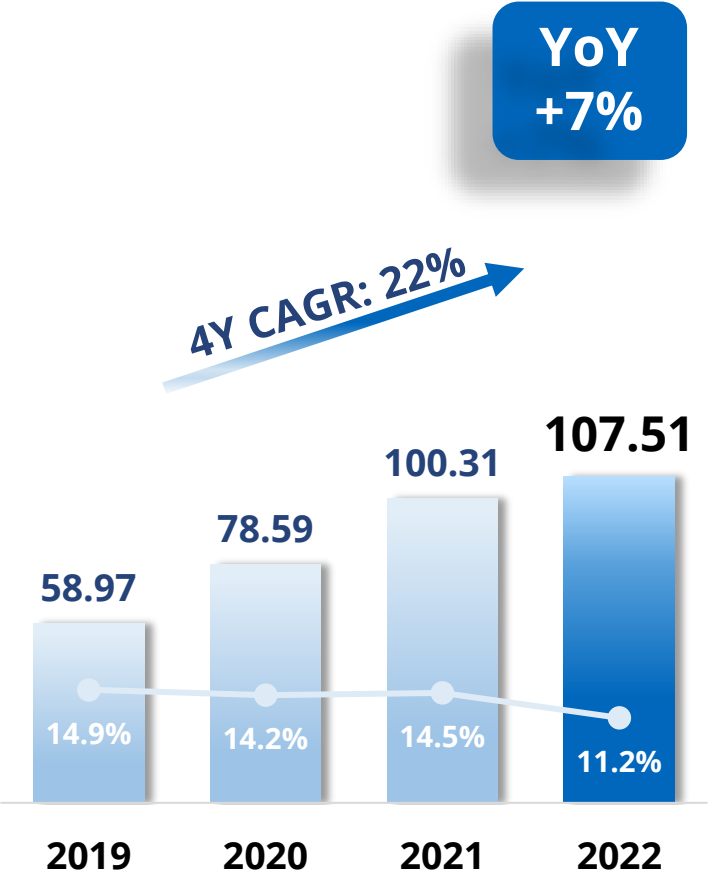
Unit : Million THB

GROSS PROFIT



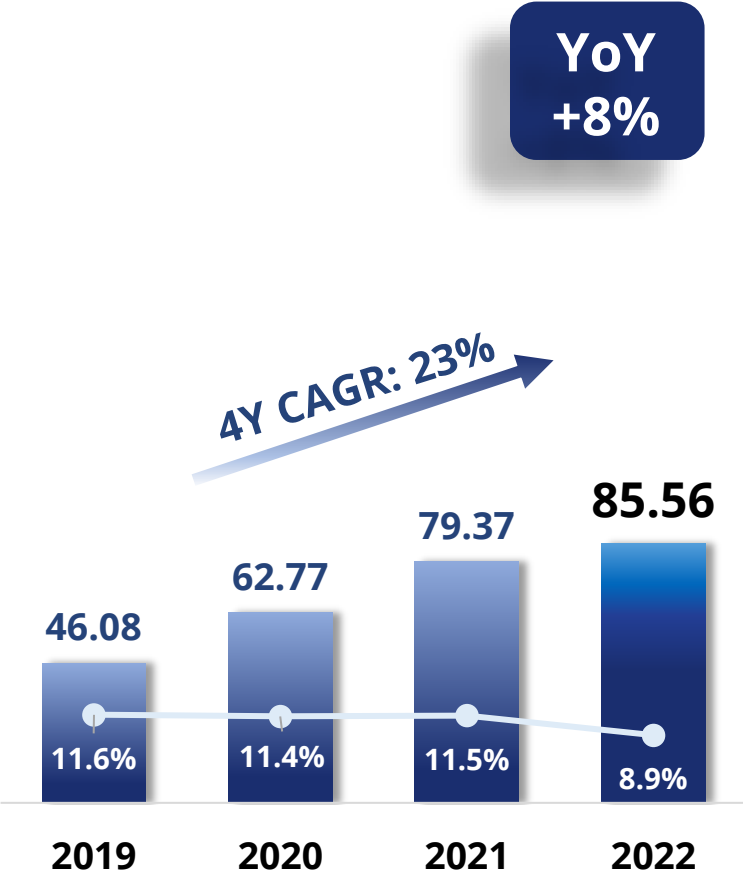
● Gross Profit — Gross Profit Margin

NET PROFIT BEFORE TAX



● NP Before Tax — NPBT Margin

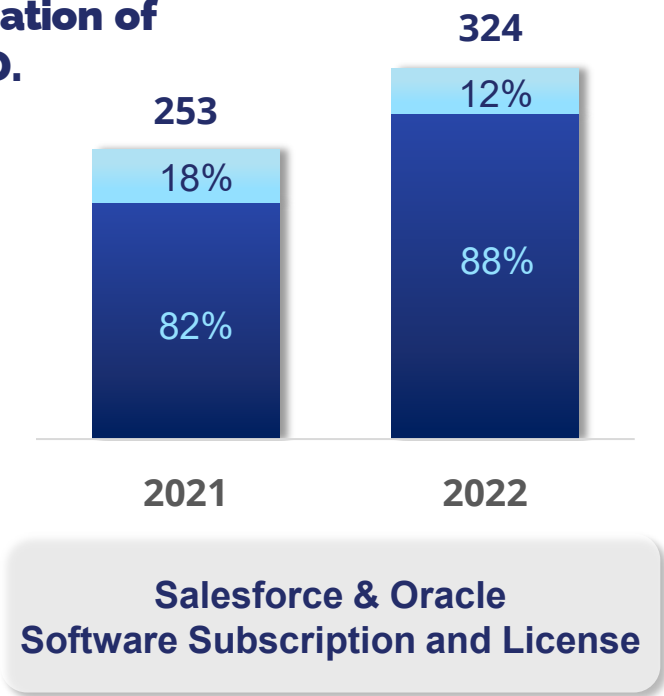
NET PROFIT



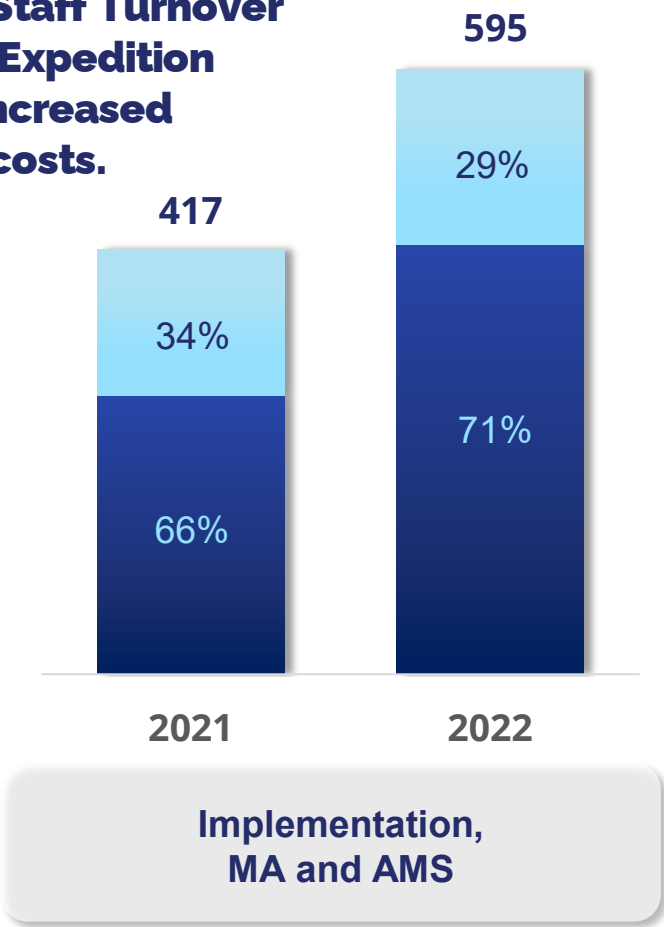
● Net Profit — Net Profit Margin

COST & GP BREAKDOWN BY BUSINESS

Gross profit decreased by 6%, mainly from the appreciation of the USD.



Gross profit decreased by 5%, mainly from Staff Turnover and Projects Expedition resulting in increased outsourcing costs.



Unit : Million THB

- Gross Profit
- Cost

DECLINE IN NET PROFIT MARGIN

- **COST OF SERVICE INCREASED FROM PERSONNEL & OUTSOURCE COSTS**
- **COST OF SOFTWARE INCREASED FROM EXCHANGE RATE TOO STRONG USD AGAINST BAHT**
- **SG&A INCREASED FROM FA FEE FOR LANSING DEAL**

WAYS TO **INCREASE** PROFIT MARGIN



THE ROAD AHEAD

The background is a deep blue field filled with a dense, vertical rain of white and light blue binary digits (0s and 1s). Overlaid on this are several bright, glowing lines in shades of cyan, magenta, and white. These lines originate from the bottom left and curve upwards and to the right, creating a sense of motion and depth, much like a road or a data stream receding into the distance.

REVENUE PROJECTION 2022-2024

Unit : Million THB



HOW TO GET THERE

- Organic Growth from CRM & ERP, 20-25%
- Annual Recurring Revenue > 500 MB
- Full Consolidation of LBS in 2023
- New revenue stream from MarTech, InsurTech, and Health Tech
- Inorganic Growth from M&A Deals and Joint Ventures, both domestic and International (Focus on CLMV)

InsureTech

iiV

Digital Insurance Platform (Owned IP)

HealthTech

LBS Lansing Business Systems

Digital Healthcare & Wellness Platform (Owned IP)

iiXP

DigiNative
Make Digital WORK!

CXM | MarTech



SITECORE®



Adobe

iiXP

DigiNative
Make Digital WORK!

Data Analytics | CDP

CLOUDERA



+ a b | e a u

iiG

CRM – Customer 360

salesforce

iC CONSULTING

ERP | Supply Chain

ORACLE®



LBS Lansing Business Systems

Outsourcing

I&I VENTURE (iiv)

THAILAND'S TRUSTED AI-POWERED INSURTECH COMPANY





Digital Transformation Solutions

Revolutionizing Thailand's Insurance Industry with Next-Gen Solutions



**MOTOR
INSURANCE**
SOLUTIONS



**LIFE & NON-
MOTOR
INSURANCE**
SOLUTIONS



**SMART
ASSISTANT**
SOLUTIONS



Values Proposition





Moverse

AI-powered solutions for

Motor Insurance



Digital Transformation Solutions

Revolutionizing Thailand's Insurance Industry with Next-Gen Solutions

CUSTOMERS



Health



Home



Commute



Lifestyles

CUSTOMER INSURANCE JOURNEY

Inquiry

Purchase

Service
Request

Claims

Renew



TOUCHPOINTS

INSURERS, PARTNERS & SERVICE PROVIDERS



Branch



Call Centers



Digital



Brokers, Agents,
Dealers



MOTOR

Car Service Centers, Garages



LIFE & HEALTH

Hospitals, Provider network



REGULATORS/OTHERS



OIC
Office of Insurance & Capital Markets



CIT
Center of InsurTech
Thailand



NHSO
National Health Security Office



ธนาคารแห่งประเทศไทย
BANK OF THAILAND



MOTOR INSURANCE SOLUTIONS

SALES & UNDERWRITING

- AI Personalized Offering
- Digital Forms & Payment
- Multi-channel Platform Support
- AI Process Automation



LIFE & NON-MOTOR INSURANCE SOLUTIONS

INSPECTIONS

- AI Camera Assistant
- AI Motor & Property Recognition
- AI Damage Detection
- AI Recommendation / Approval

CLAIMS

- AI Camera Assistant
- AI Damage Assessment
- AI Loss Adjustment
- AI Repair/Reimbursement Recommendations
- AI Claim Anomaly Alerts



SMART ASSISTANT SOLUTIONS

CUSTOMER SERVICES & OPERATIONS

- AI Assistant
- Process automation



SaaS



IoT



Insurance
Data Lake



Image / Video
Analytics



OCR



Pattern / Anomaly
detection



Fraud
Detection



Recommendation
Engine



Speech
Recognition



Text Analytics
& NLP



Sentiment
Detection



THE NEXT NORMAL

AI Smart Technologies can Transform
The Motor Inspection Journey



ACCURACY & PERFORMANCE

99%

Categories

98%

Make & Model

95%

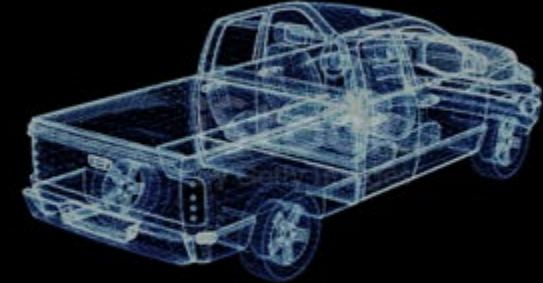
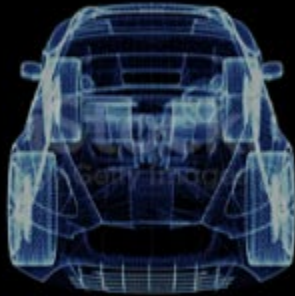
Generation & Variation

98%

Angle Detection

97%

Damage Detection



MASTER CAR EXTERIOR PARTS

AI Training จากชิ้นส่วนรถรอบคัน กว่า **300+** ชิ้นส่วน ทั้งแก๊ง กระบะ รถตรวจการณ์ รถตู้



Moverse: Approach

Accelerated Implementation with Low TCO

SAAS solution

Pre-defined E2E Motor Insurance Inspection template



Flexible & Highly Scalable

Flexible configuration and rapid development to support changes in business rules and requirements

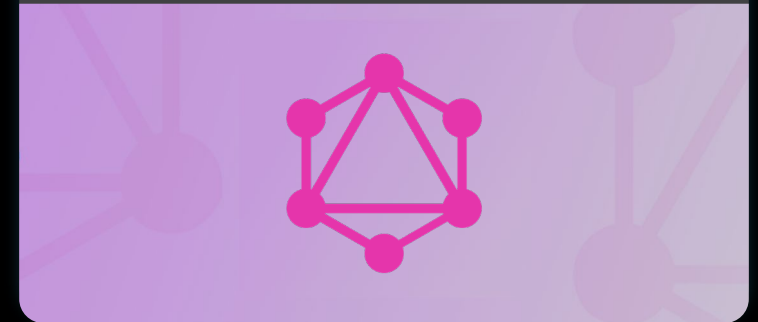
Highly Scalable and support multiple technologies and framework with Microservice architecture



Configurable API integration

Rapidly & Easily integrate with variety of applications

Best for complex systems and/or microservices with IoT devices



Q&A

CONTACT US

I&I Group Public Company Limited

Tel: +662-248-3746

Fax: +662-248-3747

Email: ii@ii.co.th

Website: <https://www.ii.co.th>

CONTACT PERSON

Investor Relations Department

Ms. Chanoknan Thiemrat (Investor Relations)

Email: cnh@ii.co.th

