

Opportunity Day: Q1'2023

IIG: The Next Journey

Somchai Mekasuvanroj, CEO May 25, 2023

OUR BUSINESS 1&I Group PCL. (iiG)

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



AGENDA

01 Company Overview

02 Q1'23 Financial Performance

03 IIG The Next Journey



GROUP STRUCTURE



I&I Group PLC.



iCE Consulting Co., Ltd. (100%)



1&I Venture Co., Ltd. (50%)



I&I Experience Co., Ltd. (100%)



Diginative Co., Ltd. (60%)



Lansing Business Systems Co., Ltd. (51%)



iiG RESOURCES

~ 750
TOTAL EMPLOYEES



24

Project Managers



164

Developers



159

Consultants



300

Outsourced





Revenue Growth +14% YoY

Q1 2023 FINANCIAL HIGHLIGHT

Unit: Million THB



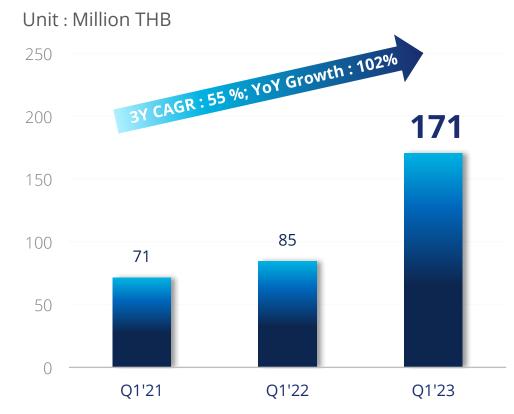
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Q1'2023 FINANCIAL HIGHLIGHT



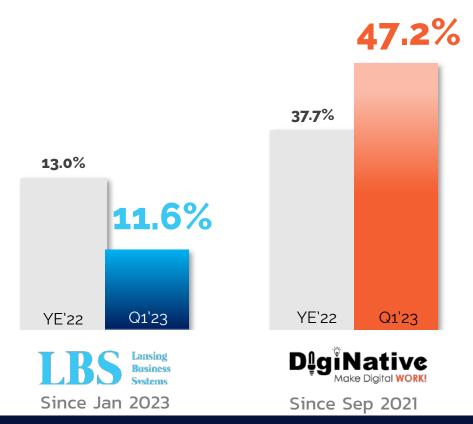
Strong Recurring Revenue

Increased by THB 86 million 102% Growth YoY





NET PROFIT MARGIN (%)



Q1'2023 FINANCIAL HIGHLIGHT





Q1'23 FINANCIAL HIGHLIGHTS

Total Revenue

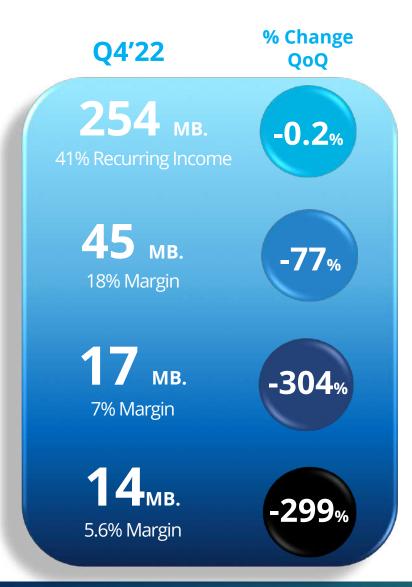
Gross Profit

Net Profit Before Tax

Net Profit

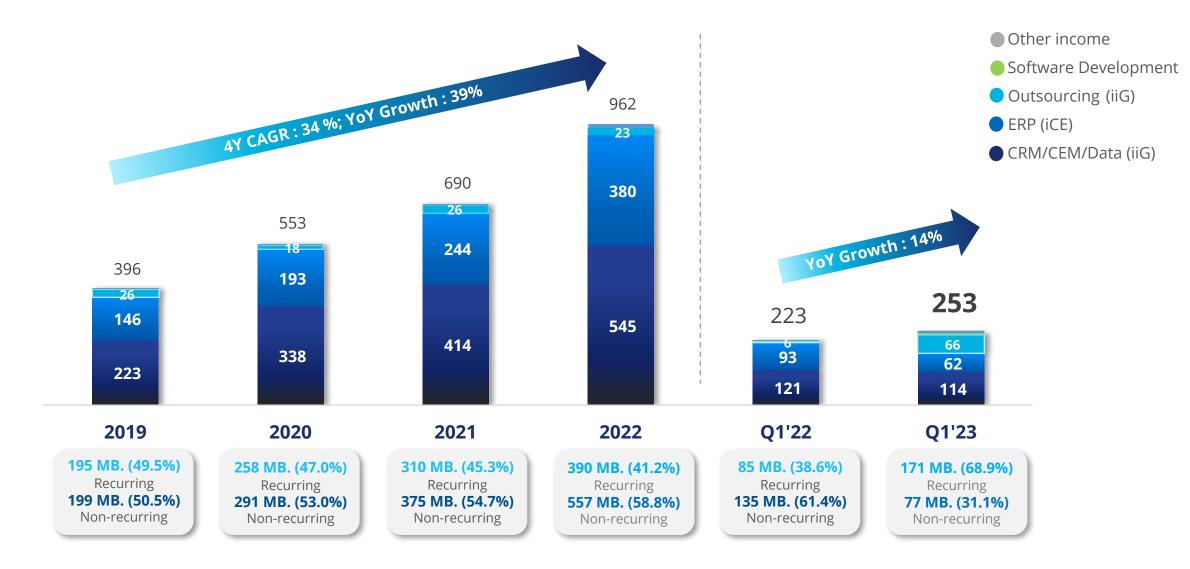
Q1'23 **253** MB. 10 MB. 4.0% Margin -35 MB. -14.0% Margin -28_{MB}. -11.2% Margin

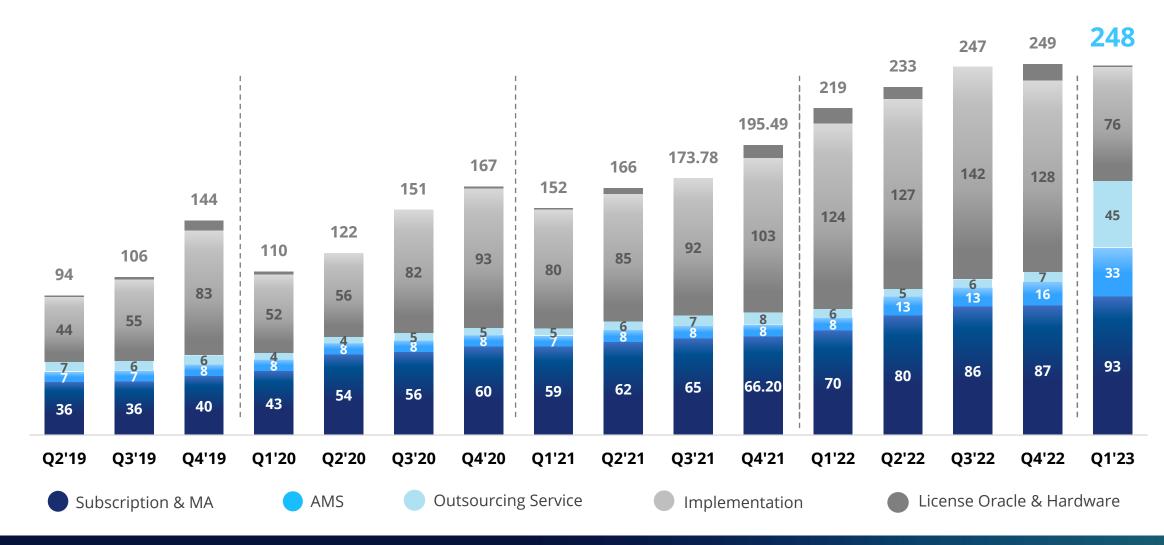
% Change Q1'22 YoY **223** MB. +14% 38.0% Recurring Income **58** MB. **-82**% 26.2% Margin 35 MB. -200% 15.9% Margin 29_{MB.} -199% 12.8% Margin



REVENUES BY BUSINESS UNIT

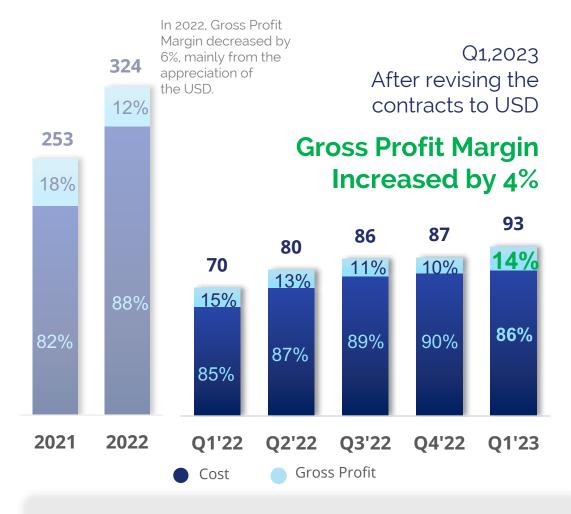
Unit: Million THB

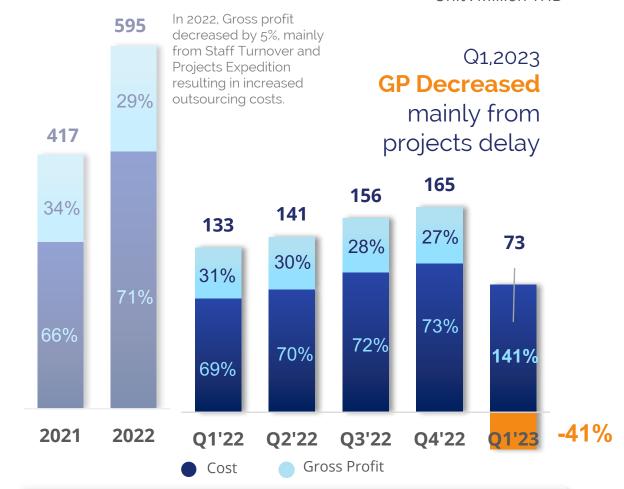




COST & GP BREAKDOWN BY BUSINESS

Unit: Million THB





Salesforce & Oracle Software Subscription and License

Implementation, MA and AMS

DECLINE IN NET PROFIT MARGIN

- PROJECT DELAYS (both Existing & New), CLIENTS
 POSTPONE MAKING A DECISION
- COST OF SERVICE INCREASED FROM OUTSOURCING & EMPLOYEE COSTS
- SG&A INCREASED BY 21 MB.
 - 1. LANSING ADMINISTRATIVE EXPENSE 8 MB.
 - 2. WARRANT ISSUE FA FEE
 - 3. EMPLOYEE COST $5.5~\mathrm{MB}$. (Salary, Transportation, and other benefit)
 - 4. OTHER 4 MB.



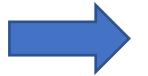
WHAT'S ELSE

We are disrupting ourself from Tech Consult to Tech Company



Transforming iiG

Tech Consult



Tech Company

Rely on Global Software e.g. Salesforce, SAP, Oracle, Microsoft, Google, AWS (GM 15% max.)

Make profit from Projects (One-time Revenue 50-70%) – High Risk (NPM 10 – 20% max.)

Difficult to scale

Own Software Platform e.g. InsureTech, HealthTech (GM 90% max.)

Make profit from SaaS (Recurring Revenue 80% up) – No Risk (NPM 30 – 45% max.)

Scale fast & Sustainable



REVENUE PROJECTION 2023-2024

Unit: Million THB



HOW TO GET THERE

- Organic Growth from CRM & ERP
- Annual Recurring Revenue ~700 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)



AS OF END OF TODAY

Unit: Million THB

700
Annual Recurring Revenue

200 Backlog

600+
Pipeline



InsureTech



Digital Insurance Platform (Owned IP)





Digital Healthcare & Wellness Platform (Owned IP)



CXM | MarTech





Data Analytics | CDP





CRM - Customer 360





ERP | Supply Chain







Outsourcing

THE NEXT JOURNEY

July 2023

ABV Fund, USA 👛

Accessing global health technology would help advance the company's vision of becoming a leader in the Health Technology industry



InsurTech

O 2023-2024

More M&A Deals



Joint Venture, VMO Holding Accessing resources of IT service solutions both in Vietnam and internationally.



























- Leader in Digital Transformation & Technology
 - Deep Expertise in Insurance
 - Extensive resources in Digital & Technology
- Extensive skills in Analytics, AI & Machine Learning



- Leader in Non-life Insurance
- #1 in Motor Insurance
- Huge Datalake
- Long-term Investor





Insurance Made Easy

The next generation of insurance











Make Insurance easy with Fast and Innovative

Customer-centric Insurtech











Our mission

is to transform the insurance value chain with

Al-powered Insurtech and advanced technology,

simplifying the customer journey, driving efficiency,

and maximizing profitability for our clients











Our Mission To Make Insurance Easy

Change from
Complexity to Simplicity

Change from
Slow to Speed

Change from
Process-Driven to
Technology-Driven









Digital Transformation Solutions

Revolutionize Thailand's Insurance Industry with Next-Gen Solutions



Moverse

Motor Insurance Solutions



Vitaverse

Life & Non-Motor Insurance Solutions



Assistverse

Smart Assistant Solutions











overse Al-powered Motor Insurtech

SALES

Multi-Channel Platform Support

Al Personalized Offering

Al Personalized Renewal

Digital Forms & Payment

Al Process Automation

Al Chatbot

INSPECTION

E2E Multi-Channel Inspection

Al Camera Assistant

Al Motor Damage Appraisal

Approval Workflow with Al-assisted / full automation

Al Fraud Detection Analytics

Seamless Integration with Sales / Claim systems

CLAIM

Al Camera Assistant

Al Motor Damage Appraisal

Al Loss Adjustment & Repair Recommendations

Al Claim Anomaly Alerts

Seamless Integration with Surveyor / Claim systems

AI Process Intelligence



SaaS

ssistverse

(AI-as-a-Service) off-the-shelf operation support

AI Visual Intelligence







Analytics









AI Decision Intelligence



Fraud

Detection





Speech Recognition



Text Analytics & NLP



Sentiment Detection









itaverse AI-powered Health Insurtech

SALES

Multi-Channel Platform Support

Al Personalized Offering

Al Personalized Renewal

Digital Forms & Payment

Al Underwriting automation

Al Process Automation

Al Sales chatbot

Al Sales Quality Assurance

Quality Control & Compliance

Al Sentiment Detection

HEALTH CLAIM HUB

Provider network Portal claim

Policy search & Treatment eligibility check

Claim process / Admission

No advance payment

Billing & Reporting

Al Assessment







IoT

Ins

Insurance Data Lake



Image / Video Analytics



OCR



Pattern / Anomaly detection



Fraud Detection



Recommendation Engine



Speech Recognition



Text Analytics & NLP



Sentiment Detection





AI-powered solutions for Al-powered solu Moverse motor insurance







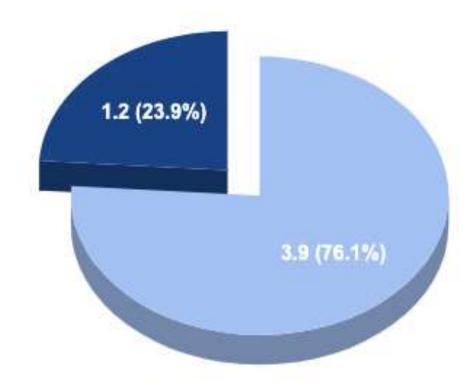






Al-powered Motor Inspection

No of Motor Inspection Year 2022 (unit: million)



Motor Claim

Motor Insurance (Type 1) Sales

Market Size for Moverse

Estimated spending (unit: million baht)

765 Million Baht
Based on 150 THB/txn









Inconsistent Quality

Pain Points



Multi Tools, Uncontrollable quality of image



Different Resolution



Obstructed



Different Location of unknow



Past image



Others car

Before



Tool





Angle Detection



Brand & Model Detection



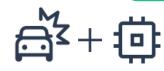
Color, Brightness, Location Detection



License Plate Detection

Al Damage Detection

Al Camera Assistant



Car Part, Damage Type, Damage Level

After







งานรอมอบหมาย

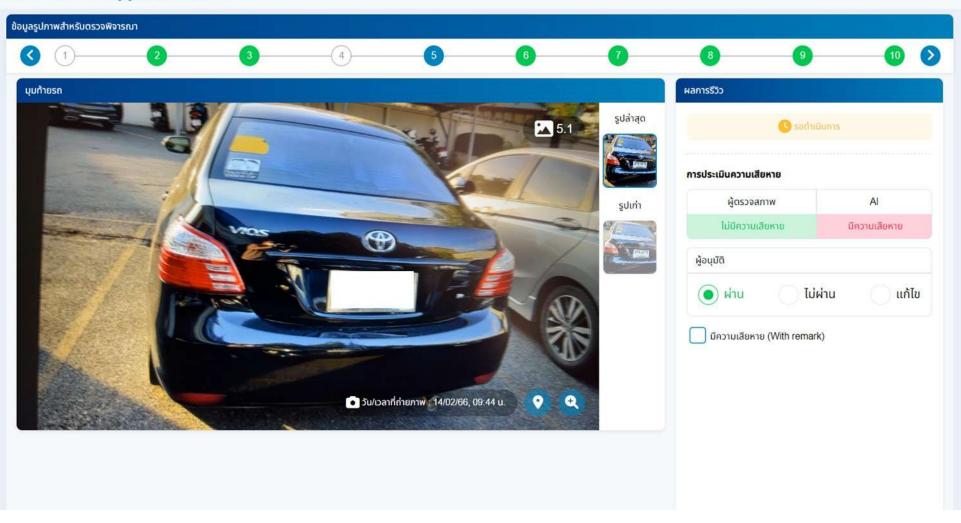
ตรวจสภาพรถ

พิจารณางานตรวจสภาพรถ

รายงาน



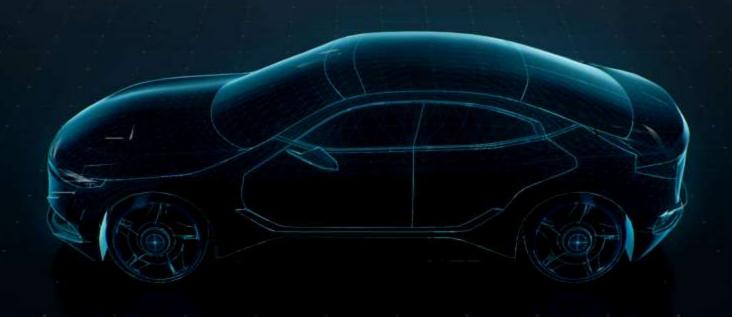
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AI Smart Technologies can Transform

The Motor Inspection Journey



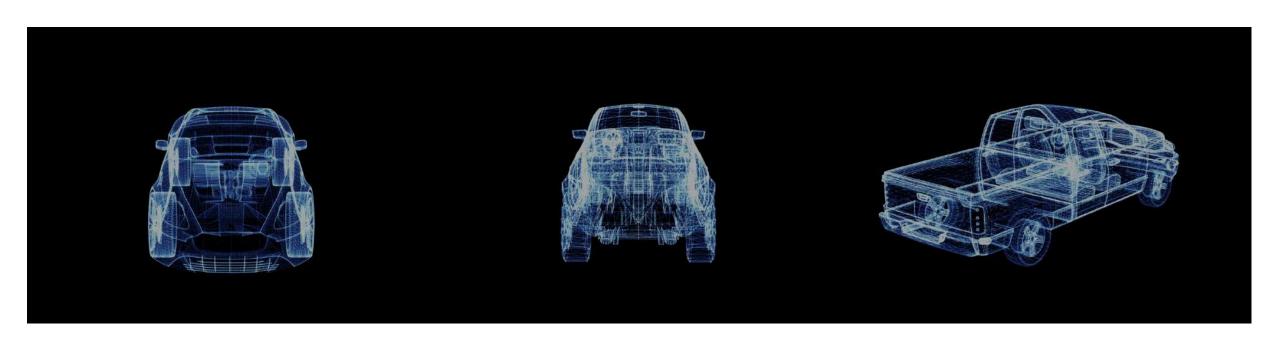
∧ ACCURACY & PERFORMANCE

99% Categories **98%**Make & Model

95% Generation & Variation

98% Angle Detection

Damage Detection



△ MASTER CAR EXTERIOR PARTS

Al Training จากชิ้นส่วนรถรอบคัน กว่า 300+ ชิ้นส่วน ทั้งเก๋ง กระบะ รถตรวจการณ์ รถตู้



Pain points - Motor Claims

Customer

Lack of personalized coverage options

High Premiums

Lengthy claim process

Unreliable repair services

Waste time F2F transaction (to be revised)

Broker / Agent

Intens competition

Price sensitivity

High Customer expectation

Manual processes

Limited tools / resources

Insurer

High loss ratio

High operating cost

Difficulty in developing product to suit customer needs

Intense competition

Inefficient claim processing

Fraudulent Claim

Lack of data-driven insights

Regulatory compliance

Service Provider (Repair shops)

Insurance claim process

Payment delays

Lack of transparency in claim approval

Pricing Pressures

Inefficient claim processing



Moverse AI Claim Solution





Correctness & Complete Data



AI Camera Assistant for **Quality Control**



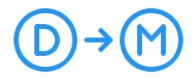
Realtime



Fast & Accurate result



Increased efficiency



Improve turnaround time from days to minutes



Fraud Prevent & Detection



Eliminate negotiation



Bias & Error in Human judgement



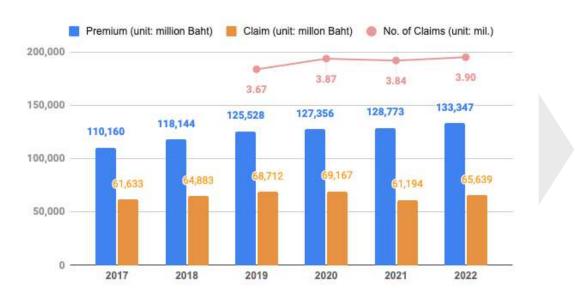
Customer Self Service Claim Journey Satisfaction





Al-powered Motor Claim

Motor Claim



Market size for motor claim

(AI damage appraisal, loss adjustment, AI anomaly alerts)

1,170 Million Baht
Based on 300 THB/txn

Customer benefits: Faster & more convenient claim processing

Insurance benefits:

- Efficient claim processing from FNOL to claim settlement
- Lower loss ratio & operating cost
- Lower fraudulent Claim (* est. fraudulent claim 10% of claim amount = 6 Billion THB / year

Garage / Repair shop benefits:

- Faster claim process
- Standardized & transparent claim approval with less dependency on individual assessor's judgement.

Pain points - Health & Personal Accident Claims

Customer

Lack of personalized coverage options, especially in aging society

Limited transparency and understanding of policy terms and conditions

High Premiums and deductibles

Limited provider networks

Delayed claim processing and reimbursement

Broker / Agent

Intense competition

Price sensitivity

High Customer expectation

Limited awareness and understanding

Regulatory compliance

Limited access to data and technology

Insurer

Rising healthcare cost

Difficulty in fraud detection

Increasing competition

Limited access to data analytics for risk management including aging society

Inefficient claim processing

Regulatory compliance

Service Provider

Administrative burden

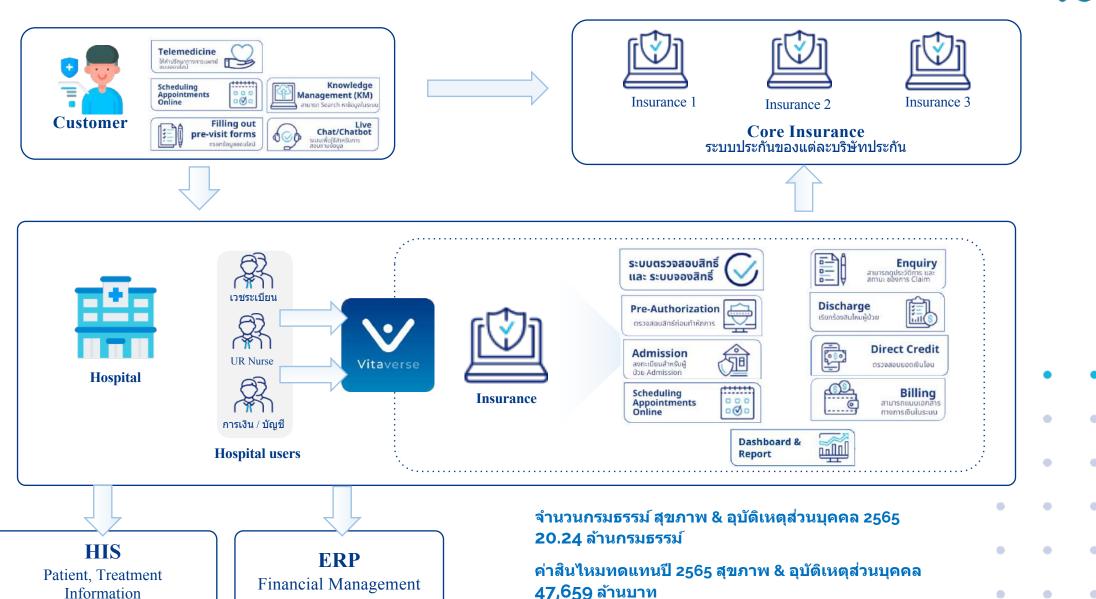
Delayed payment

Limited options for participating in insurance provider network



Vitaverse - Claims (Health & Personal Accident)







Business Values





Hospital

ใช้งานง่าย

เสถียร และ รวดเร็ว

ลดเวลาการทำงานซ้ำซ้อน (ลดการการกรอกข้อมูลซ้ำซ้อน)

การแสดงรายละเอียดความ คุ้มครองให้เข้าใจง่าย



Insurer

Reduced TAT (Approval / Payment cycle)

Process Improvement (Competitive Advantage)

AI Assessment Hospital & Insured Data



Customer

ได้รับประสบการณ์ การบริการ ที่รวดเร็วและทันสมัย

อุ่นใจกับบริการตรวจสอบทุก สิทธิ์ความคุ้มครอง พร้อม คำแนะนำ



Business value - AI model benefits

Fraud Detection, Waste and Abuse Detection



Claims Level

Duplicate Claims

Non-Payable Items Detection

High Claims Cost

Unusual Procedure Unusual Length of Stay

Unbundling

Policyholder Level Analysis

Unusually High Claims Frequency

Potential Non-Disclosure

Provider Level Analysis

Outlier Claims Count

Percentage Cost

Diagnosis and Benefit Level Break Down Comparisons with Data

Doctor Level Analysis

Outlier Claims Count

Percentage Cost

Comparisons with Similar Doctors

Insured Level Analysis

Outlier Claims Count

Percentage Cost

Comparisons with Similar Insured or case



Investing in HealthTech

Arben Ventures

Arben Ventures (ABV) is launching a \$20MM seed stage venture fund in Palo Alto to back health startups that improve human health.

ABV is leveraging their 5.9x angel investing track record and experience as Directors of the Stanford Healthcare Innovation Lab, which has launched 10 startups with \$500 Million in value over the last 7 years.

We are empowering a fundamental shift in medicine from sick care to true health care.





ABV Fund Overview

ABV is launching a Venture Fund Adjacent to the Stanford Healthcare Innovation Lab

ABV is leveraging their **5.90**x angel investing track record and experience as Directors of the Stanford Healthcare Innovation Lab, which has **launched 10 startups with USD 500 million in value** over the last 7 years.

ABV Leadership

General Partner



Benjamin Rolnik

Director, Stanford Healthcare Innovation Lab

General Partner



Ariel Ganz, PhD

Postdoctoral Fellow at the Snyder Lab, Director, Mental Health Innovation

Michael Snyder, Faculty Chair of
Stanford Healthcare Innovation Lab,
leads the world in Precision Medicine

17 companies founded \$737M in exits \$6.2B in enterprise value 185,000 citations



ABV's Investments Amplify Human Health and Wellness

Markets and Market Sizes



\$1.3 trillion \$4.5 trillion by 2029



\$65.2 billion, \$175.6 billion by 2030



AI, Data-Tech & Web3 Health \$145.6 billion, \$430.5 billion by 2028



Mental Health & Well-Being \$131.6 billion \$280.5 billion by 2030



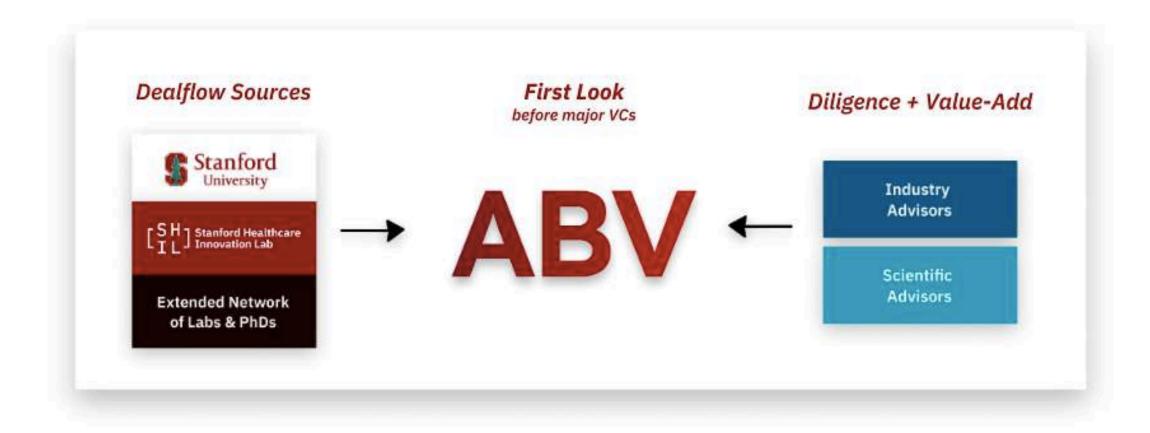
Experienced Team of Advisors

10 Unicorns Incubated \$50 Billion Assets Managed

oo Market Access



Our Deal Flow is World Class





Supported by 100+ PhDs







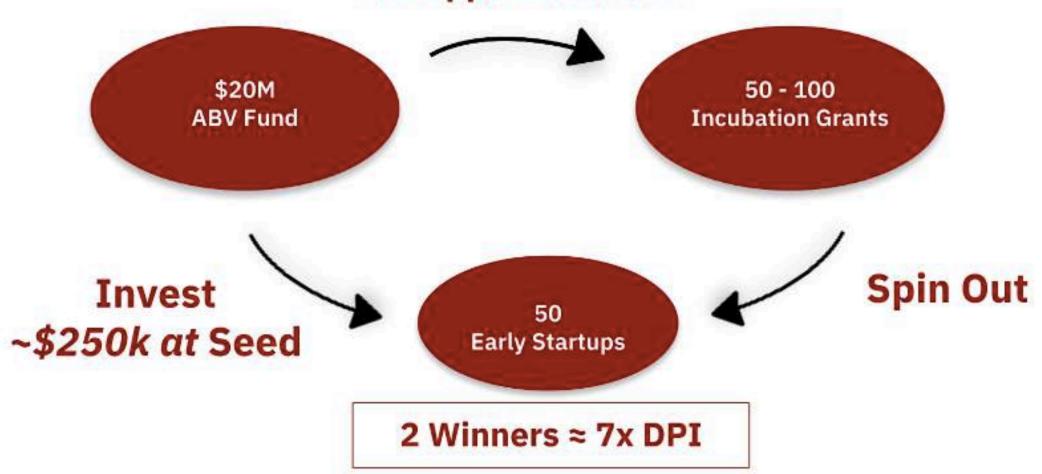
Fund Model

# of Core Portfolio Companies	~50		
Scope and timeline	10 years fund		
Stage	Incubation, Pre-Seed, Seed		
Structure	Average 2% max of management fee, 20% carry		
Check Size (avg)	100k Pre-Seed; \$250k Seed; \$500k+ Series A		
Target Valuations	\$2M - \$20M Post-Money at Seed		
Target Ownership	4%		
Minimum investment, timeline to close	\$2M institutions, \$250k individuals Q2/2023 first close		

Note: The fund would consider the investment of USD 1 million if we can wire by June 1, 2023

Fund Model

Management Fee used to support research





Expected Returns

Expected Return of ABV Fund

3 - 7X

Based on ABV portfolio construction

Historical Fund Return

Dave McClure's Portfolio, Core Advisor of ABV Fund

Dividend Plan

Depends on the discretion of the fund managers

Year 1 - Year 3 → Reinvest

Year 4 - Year 10 → Dividends

Example Historical Outcomes from SHIL

Startups	Stage	Current Valuation	Theoretical Multiple*
Exelixis (1994)	IPO	USD 118.00 m.	19.7x
Protometrix (2001)	Exit (Invitrogen)	USD 20.00 m.	3.3X
Affomix (2006)	Exit (Illumina)	USD 25.00 m.	4.2X
Personalis (2011)	IPO	USD 505.80 m.	84.3x
Confidential	Exit	USD 68.00 m.	11.3X
Q bio (2015)	Series B	USD 152.00 m.	25.3x
January Al (2017)	Series A	USD 28.80 m.	4.8x
Mirvie (2018)	Series B	USD 155.00 m.	25.8x
Marble (2021)	Pre-Seed	USD 18.00 m.	3.0x
iollo (2022)	Pre-Seed	USD 20.00 m.	3.3x

^{*}Note: Theoretical multiple is based on the assumption that the investment is made when a startup comes out of SHIL

Example Historical Outcomes: Q bio



The company's platform performs whole-body scans to generate **a digital twin of the patient's physical body** to quantify, digitize, the data and utilize simulated human physiology and machine learning to **predict potential health risks**, enabling healthcare personnel to render proactive treatment to patients.



Year Founded

2015

Series B Valuation



2020



USD 152.00 million

Example Historical Outcomes: Personalis

Year Founded

IPO 2019

Valuation
USD 505.80 million



A provider of advanced genomic sequencing and analytics solutions to support the development of personalized cancer vaccines and other next-generation cancer immunotherapies. It has one segment, sale of sequencing and data analysis services. Its products include ImmunoID NeXT, NeXT Liquid Biopsy, NeXT Dx Test, and other Pharma Research Solutions.

Ne T Personal

Built on a patented tumor-informed approach, our advanced **liquid biopsy** assay delivers 10x-100x the sensitivity of other available methods, reliably detecting molecular residual disease (MRD) and recurrence at the earliest time points, while simultaneously enabling variant tracking to elucidate cancer evolution and mechanisms.

Read More

ImmunoID Ne⊠T*

Our comprehensive solution for interrogating immuno-oncology provides you with a multidimensional view of both the tumor and the complex interplay with the tumor microenvironment, delivering coverage-augmented exome and transcriptome data with advanced, specialized analytics for biomarker discovery.

Read More

We know panel-based **liquid biopsy** approaches do not cover all tumor variants, so we've created a first-of-its-kind, high-performance, exomewide assay to fill in the gaps.

Read More

NeZT Dx

Help inform actionable treatment decisions and clinical trial matching through personalized tumor-normal comprehensive genomic profiling, delivered in an easy-to-interpret clinical report.

Read More

NeZT Personal Dx

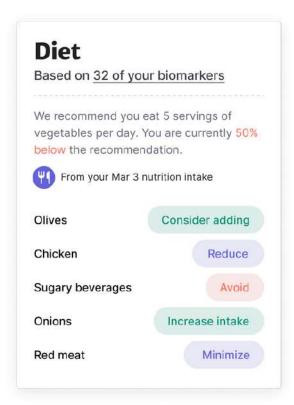
Coming Soon: Our tumor-informed liquid biopsy test detects residual cancer at potentially earlier time points with 10x-100x the sensitivity of other available methods. Quantify molecular residual disease (MRD) and detect recurrence with confidence to actively manage your patients' cancer with our longitudinal clinical report.

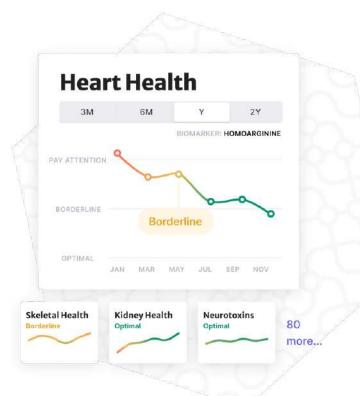
Read More

Example Historical Outcomes: iollo



Developer of **blood testing kits** intended to provide **insights for wellness, diet, and nutrition plans**. The company engages in metabolomics testing in blood to provide insights about wellness and aging, providing customers with evidence-based dietary and behavioral action plans.







Fund Investment: BLOCH

Revolutionizing Early Cancer Detection

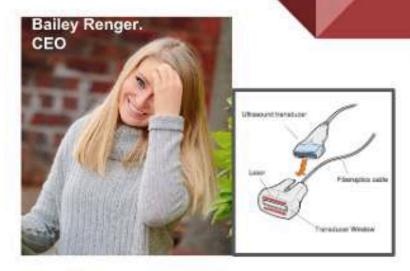
\$3M val, advisory equity

The BLOCH team is building photoacoustic imaging technology to detect cancer with ultrasound

This provides information on vascularity and oxygenation, which indicate malignancy.

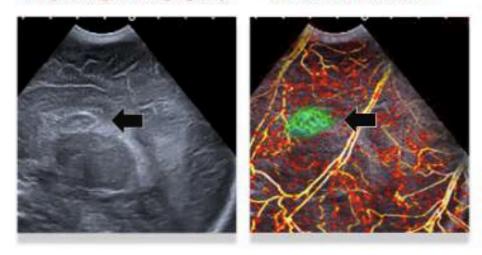
And leads to specific, faster diagnoses and less unnecessary biopsies in a \$300B market (Cancer Diagnostics).

Former NASA interns



Old paradigm: Imaging only

Us: Cancer Detection



Ultrasound image (left) vs. photoacoustic image (right) (artist's rendering).



Investing in Vietnam



VMO Joint Venture

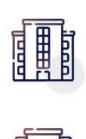
VMO VIETNAM

THE PROFESSIONAL SOFTWARE DEVELOPMENT SERVICE PROVIDER

> 90% Staff with bachelor or master degree

30% Dev/Tester/BA with English proficiency





Established in 2012

10 YEARS of experience in IT outsourcing industry



TOP 10 biggest
IT outsourcing companies
in Vietnam



TOP 10 VIETNAM

MOST TRUSTED BRANDS
in 2021



60% 30% 10%

Offshore development center (OSDC)

Project-based (PB)

Internal



40+ COUNTRIES & TERRITORIES

We have been working with clients from 40+ different nations

VMO Joint Venture

VMO VIETNAM

THE PROFESSIONAL SOFTWARE DEVELOPMENT SERVICE PROVIDER



OFFSHORE DEVELOPMENT CENTER



MOBILE APPLICATION DEVELOPMENT



WEB
APPLICATION
DEVELOPMENT



INTERNET OF THINGS



ARTIFICIAL INTELLIGENCE

WHY VMO



Trusted Vietnam leading IT company



Industry know-how



Active & Effective Communication



Continuous Improvement & Innovation



Dynamic Resources



Competitive Cost

VMO Joint Venture



Q&A

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Tel: 065 -504-6464





