



I&I Group Public Company Limited

Opportunity Day : Q2'2023

iiG : The Next Journey

Somchai Mekasuvanroj, CEO
Sep 4, 2023

OUR BUSINESS

I&I Group PCL. (iiG)

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



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AGENDA

- 01** Company Overview
- 02** 1H'23 Financial Performance
- 03** IIG The Next Journey

GROUP STRUCTURE



iiG RESOURCES

~770
TOTAL EMPLOYEES



24

Project Managers



166

Developers



159

Consultants



360

Outsourced

1H'2023 FINANCIAL PERFORMANCE



Q2'23 FINANCIAL HIGHLIGHTS

	Q2'23	Q2'22	% Change YoY	Q1'23	% Change QoQ
Total Revenue	212 MB. 79.5% Recurring Income	235 MB. 40.4% Recurring Income	-10%	253 MB. 67% Recurring Income	-15%
Gross Profit	-26. MB. -12.4% Margin	57 MB. 24.1% Margin	-146%	10 MB. 4% Margin	-358%
Net Profit Before Tax	-64 MB. -30.0% Margin	31 MB. 13.2% Margin	-308%	-35 MB. -14% Margin	+80%
Net Profit	-51 MB. -24.1% Margin	24 MB. 10.4% Margin	-310%	-28 MB. -11.2% Margin	+79%

1H 2023 FINANCIAL HIGHLIGHTS

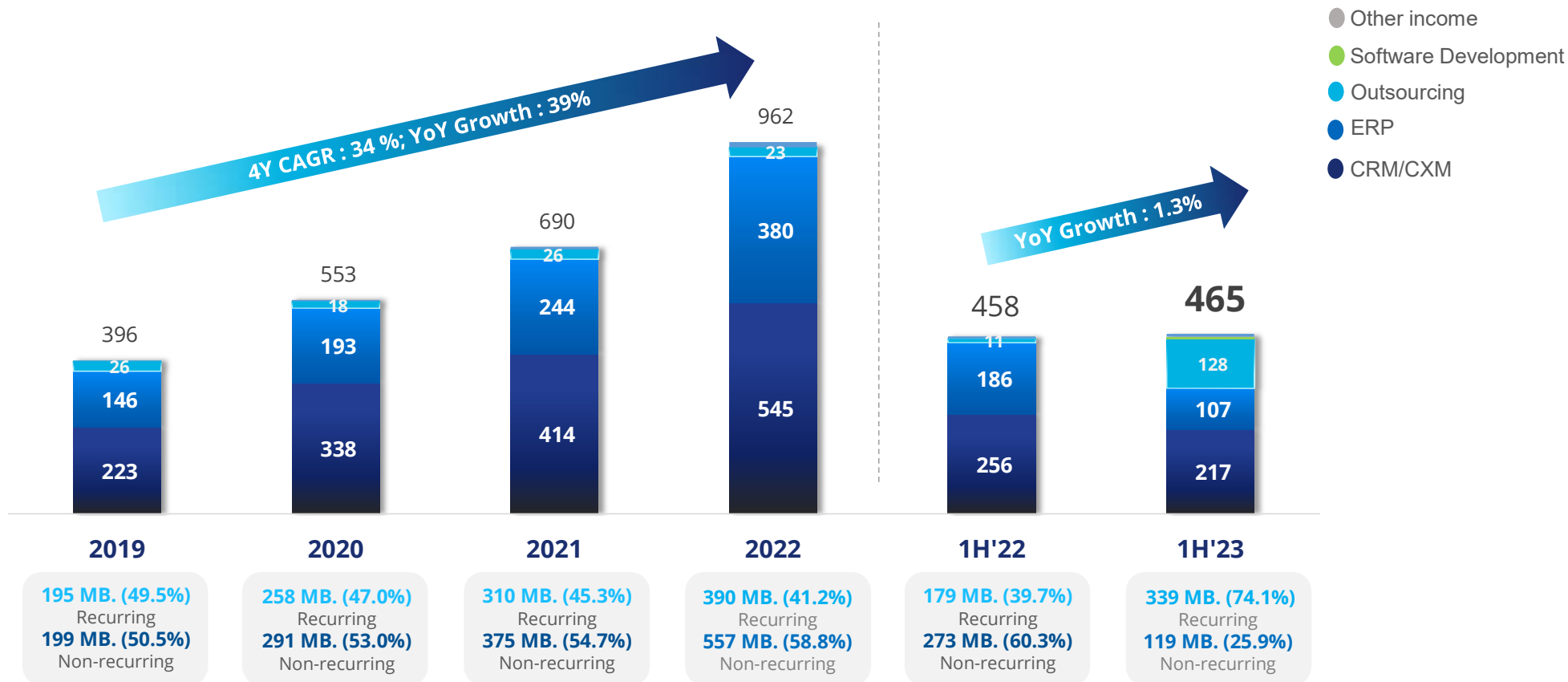
Unit : Million THB



Strong **Recurring revenue**
increased by THB 159 million,
88% Growth YoY

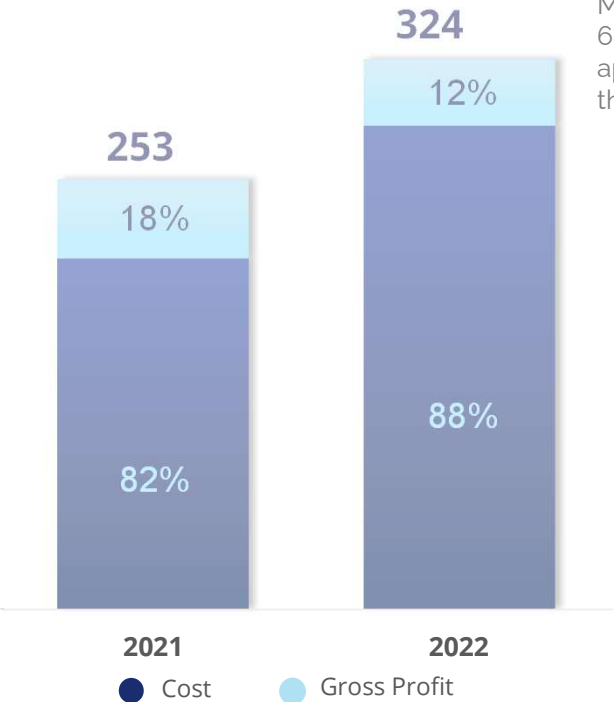
REVENUES BY BUSINESS UNIT

Unit : Million THB



COST & GP BREAKDOWN

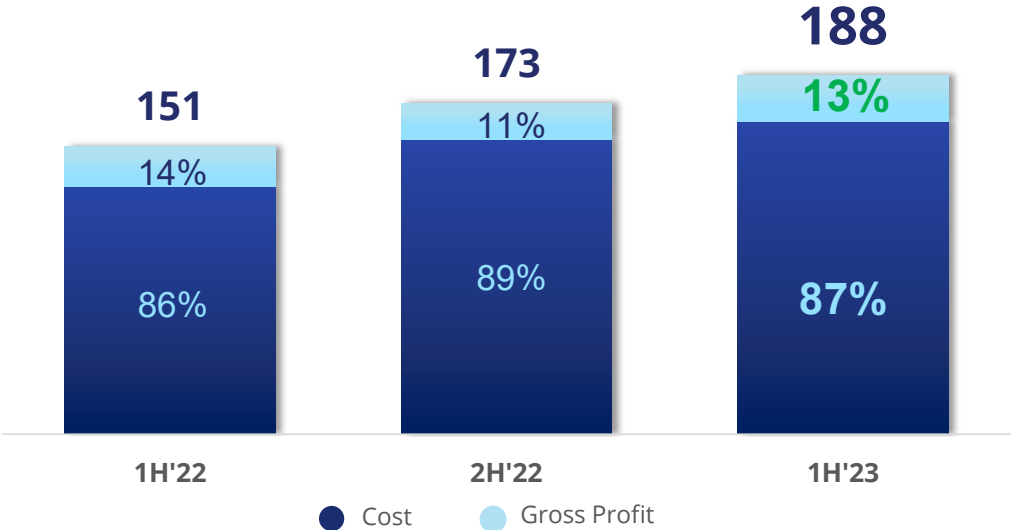
Unit : Million THB



In 2022, Gross Profit Margin decreased by 6%, mainly from the appreciation of the USD.

After revising the contracts to USD

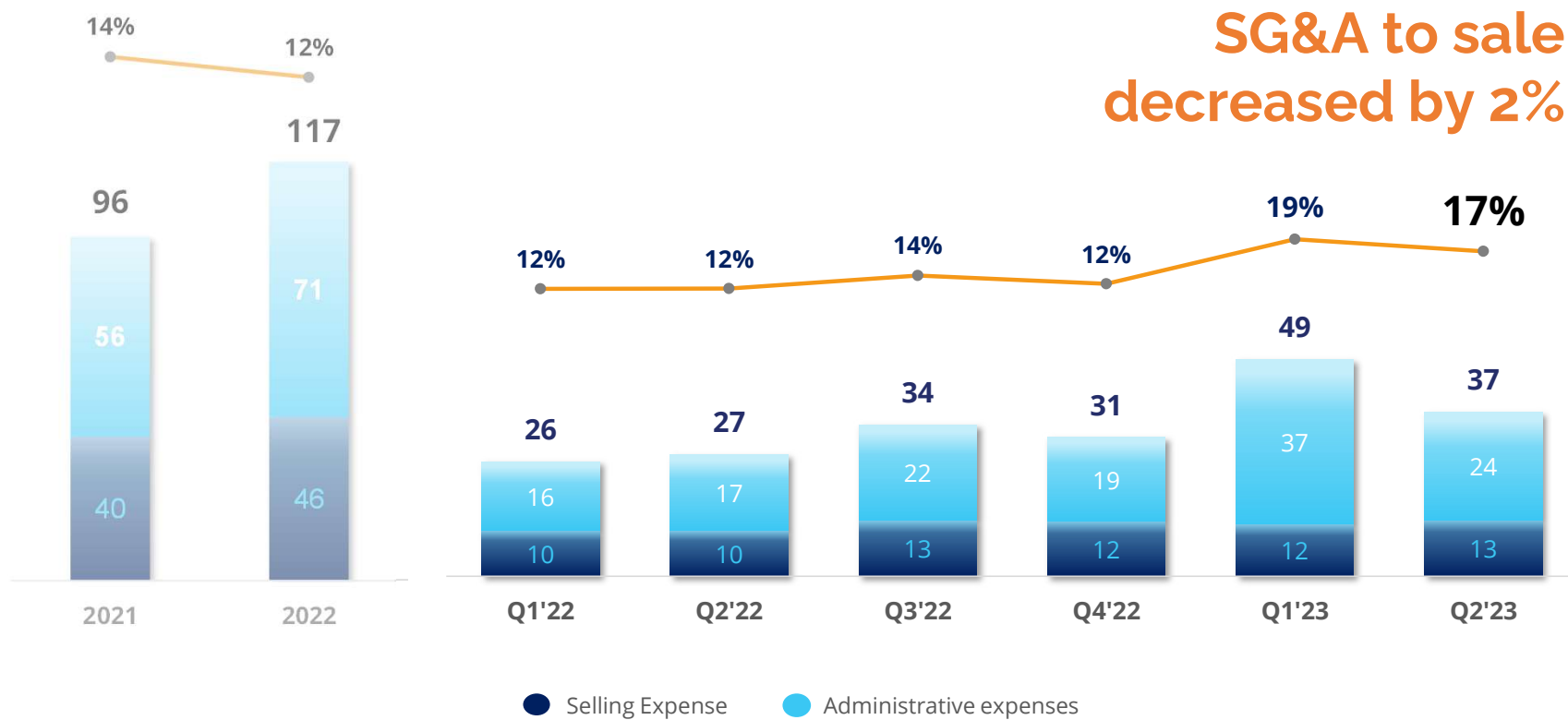
Gross Profit Margin Increased



**Salesforce & Oracle
Software Subscription and License**

SG&A BREAKDOWN

Unit : Million THB



iiV GRAND OPENING

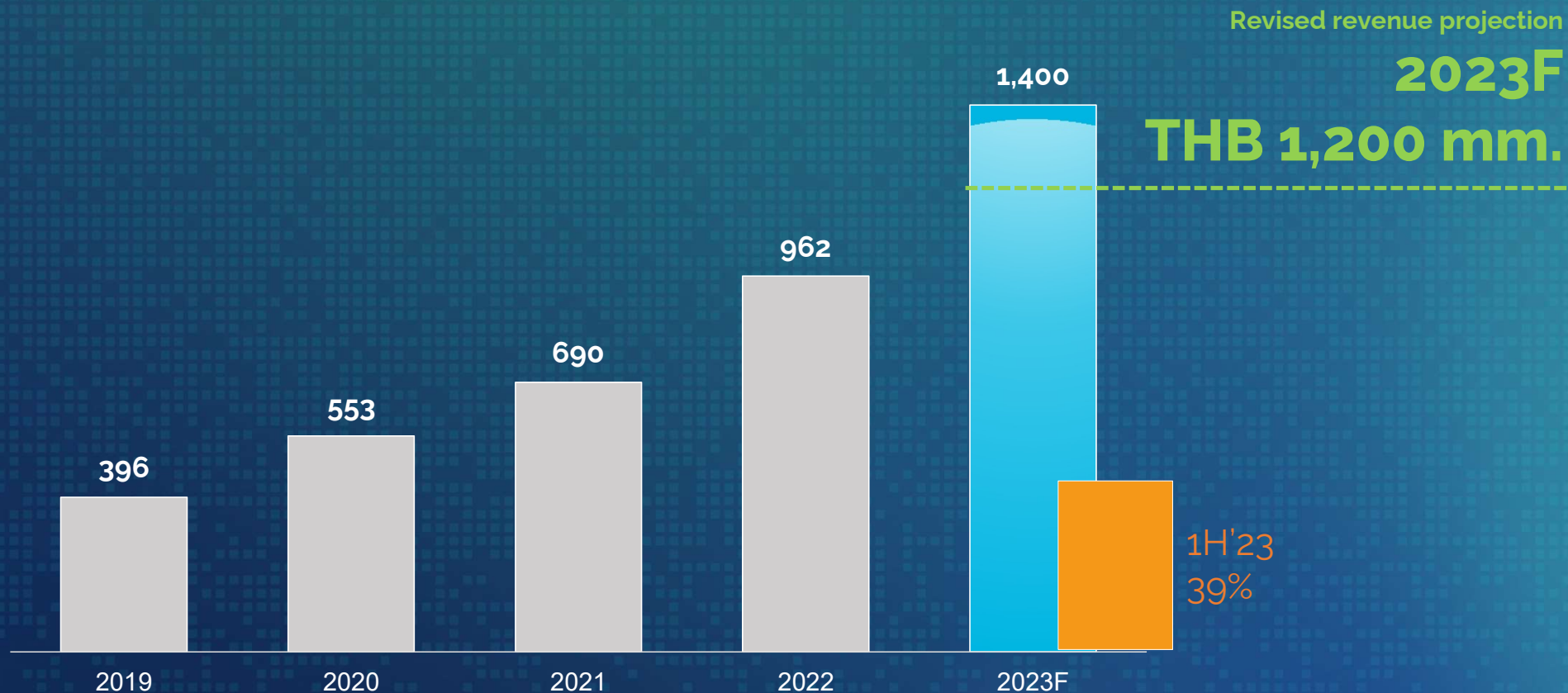




iiG THE NEXT JOURNEY

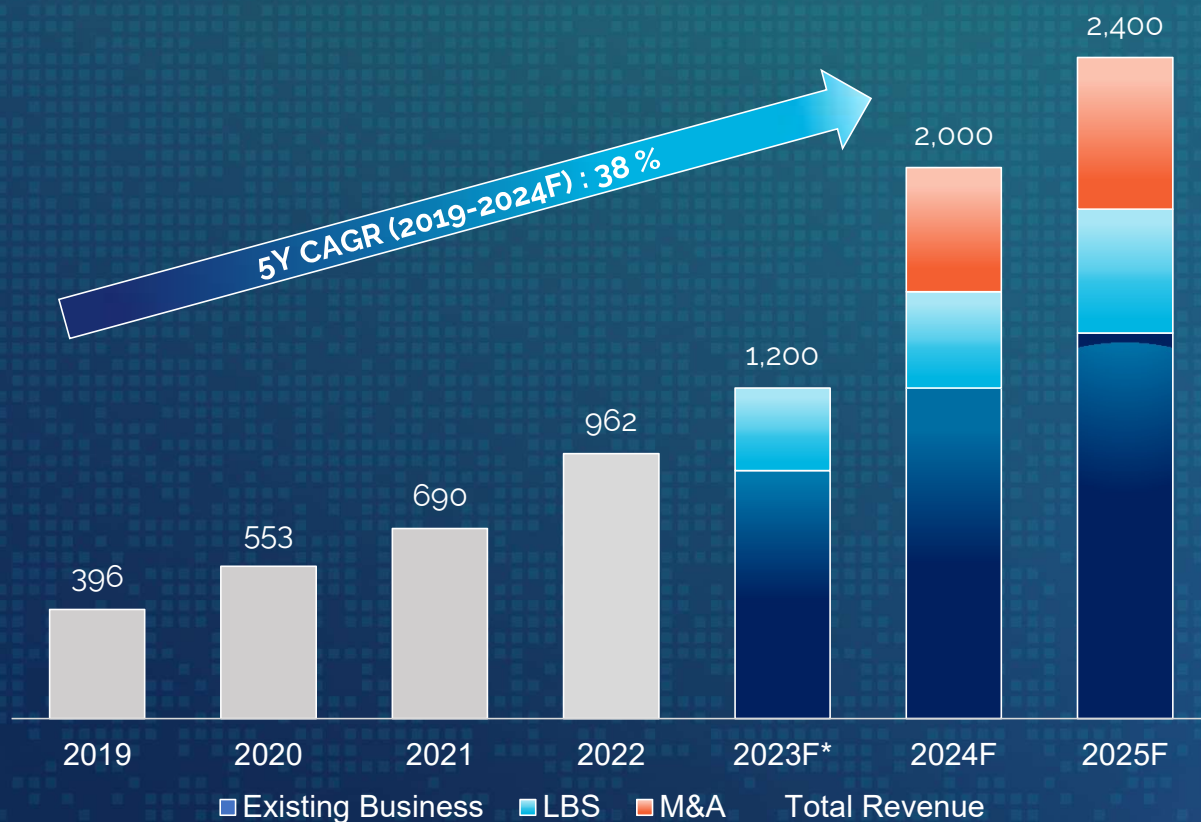
REVENUE PROJECTION 2023

Unit : Million THB



REVENUE PROJECTION 2023-2025

Unit : Million THB



HOW TO GET THERE

- Organic Growth from CRM & ERP
- Annual Recurring Revenue ~700-1,000 MB
- Full Consolidation of LBS since 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



Digital Insurance Platform
(Owned IP)

HealthTech



Digital Healthcare & Wellness Platform
(Owned IP)

New Business
From M&A Deals

Both Domestic and International



CXM | MarTech



SITECORE®



Adobe



Data Analytics | CDP

CLOUDERA



+ a b | e a u

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CRM – Customer 360

salesforce



ERP | Supply Chain

ORACLE®



LBS

Lansing
Business
Systems

Outsourcing

THE NEXT JOURNEY

September 2023



Joint Venture, VMO Holding

Accessing massive IT resources and a springboard to expand business in Vietnam.

HealthTech

InsurTech

2024

More M&A Deals

December 2023

M&A Deals

Expand our business both in Domestic and International.



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

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

Tel: 065 -504-6464

 OFFICIAL
ACCOUNT

