

# FY2018 PRE-AGM BRIEFING

**silverlake**  
SYMMETRY AT WORK

26 Oct 2018



**AGENDA**  
silverlake  
SYMMETRY AT WORK



# FY2018 FINANCIAL UPDATES



BUSINESS UPDATES

# FULL YEAR FY2018 vs FY2017\*

## KEY FINANCIAL HIGHLIGHTS

**Revenue**  
**RM541.8 mil**

(FY17: RM549.9 mil, ▼ 1.5%)

**Gross Profit**  
**RM304.9 mil**

(FY17: RM307.5 mil, ▼ 0.8%)

**OPEX**  
**RM149.2 mil**

(FY17: RM144.1 mil, ▲ 3.6%)

**Profit Before Tax**  
**RM147.2 mil**

(FY17: RM968.2 mil, ▼ 84.8%)

**Net Profit**  
**RM134.1 mil**

(INCL extraordinary items\*\*)

(FY17: RM863.7 mil, ▼ 84.5%)

**Net Profit**  
**RM140.0 mil**

(EXCL extraordinary items\*\*)

(FY17: RM154.9 mil, ▼ 9.7%)

\* FY2017 actual financials were restated to include Silverlake Investment Ltd. and three of its subsidiaries comprising Silverlake Digital Economy Sdn. Bhd., Silverlake Digitale Sdn. Bhd. and Silverlake One Paradigm Sdn. Bhd., in compliance with pooling of interest method of consolidation.

\*\* Extraordinary items include (i) (loss)/gain on GIT share sales (FY18 (RM5.9m) vs FY17 RM426.2m); (ii) gain on re-measurement of retained equity interest in GIT as AFS FA at fair value (FY18 Nil vs FY17 RM259.1m); (iii) gain on dilution of interest in GIT (FY18 Nil vs FY17 RM18.8m); (iv) reversal of DT on unremitted earnings of GIT (FY18 Nil vs FY17 RM4.7m).

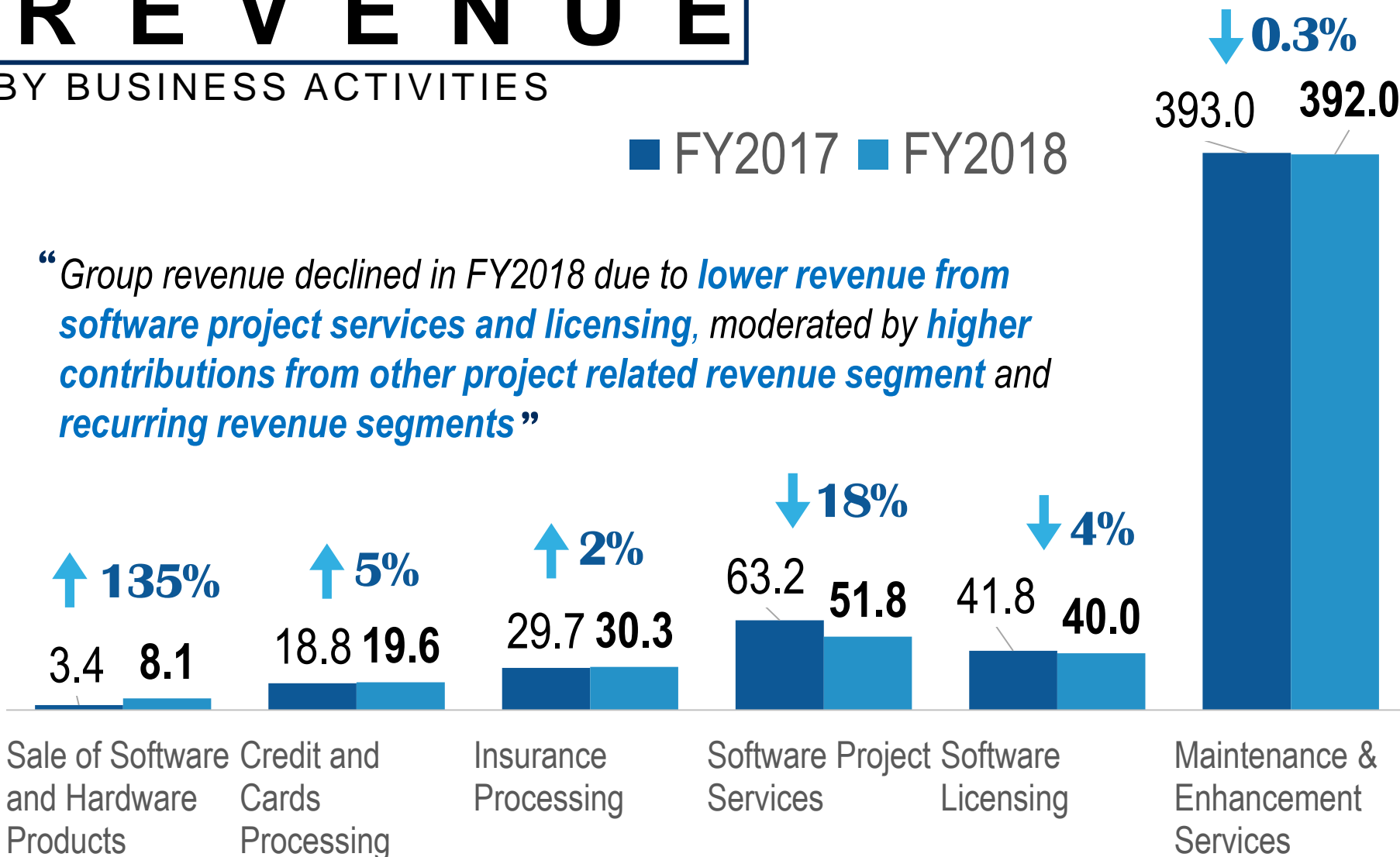
# FULL YEAR FY2018

## REVENUE

BY BUSINESS ACTIVITIES

■ FY2017 ■ FY2018

“Group revenue declined in FY2018 due to **lower revenue from software project services and licensing**, moderated by **higher contributions from other project related revenue segment and recurring revenue segments**”



# DIVIDEND PAYMENTS

Financial Year	Frequency of dividend paid
FY2003 (first year of listing)	Quarterly
FY2004 to FY2009	Half yearly
FY2010	Half yearly and two special dividends
FY2011 to FY2013	Quarterly
FY2014	Quarterly and one special dividends
FY2015 to FY2016	Quarterly
FY2017	Quarterly and two special dividends
FY2018	Quarterly and three special dividends

Amount	Dividend per share (SGD)	RM
Normal Dividends	0.307	1,534,639,016
Special Dividends	0.053	392,689,122
<b>Total Dividends</b>	<b>0.360</b>	<b>1,927,328,138</b>



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**BUSINESS  
UPDATES**

# OVERVIEW

## GLOBAL PRESENCE & ECOSYSTEM PARTNERSHIPS

### BANKING

**>40%** of the Top 20 Largest Banks in South-East Asia run on SAL's core banking solutions


Core System Platform Partner of **OCBC Bank**  
Choice for 3 of the 5 super regional financial institutions **UOB**  
**CIMB BANK**

 **150** Financial Services Enterprises

 **350mil** Customer Accounts


 **300mil** Daily Transactions

### INSURANCE


 **US\$3b** Worth of Insurance Transactions Yearly



Regional Partners

 **130** Insurers & Takaful Operators

 **5,000** Repairers & Motor Franchisers

 **25** Major Automobile Brands

 **250** Loss Adjusters & Law Firms

 **2,000** Insurance Intermediaries

### RETAIL

QRRA provides complete **end-to-end retail automation solution** for **Global retailers**



 **18** Retail Installations

 **38,000** Suppliers

 **425** Retail Outlets

# HIGHLIGHTS

# BANKING



Awarded

## Core Banking Contract

for its New Merged Banking Entity with Asian Finance Bank

## Large Cooperative Bank (Malaysia)

Awarded

## Core Banking Contract

to support its business transformation plans

## Consumer Credit Provider (Hong Kong)

Awarded

## Digital Payments Contract

for the transformation of its credit card and lending businesses



## Recent Awards



Asian Banker Financial Technology Innovation Awards 2018



2018 IBM Asia Pacific Geography Excellence Award



# KEY HIGHLIGHTS

I N I N S U R A N C E

## Continue to **Strengthen Market Leadership** in South-East Asia



*Secured new accounts with 2 large local and regional insurers in **Hong Kong***



*Secured 2 new accounts with a leading global reinsurer and an established local insurer in **Singapore***



*Secured new local insurer in **Indonesia***



Launched

## **TrueSight Claims Management**

**Filter**, real-time AI assistance to claim fraud prevention & **acquired 2 new customers in Malaysia & Indonesia**

# ECOSYSTEMS & MARKETPLACES



Partnering a **Government Pension Fund in Malaysia** for its digital transformation to its B2B2C **platform for Members, Employers and Partners** in the Pension Fund's ecosystem



Extending CBV's **Medical Claims Digital Processing platform** to a **Leading Takaful Operator in Malaysia**, currently serving **more than 90 hospitals, 300 clinics**



Partnering **Metro Singapore** in its digital retail transformation with **QR's cloud-based Software-as-a-Service (SaaS) retail automation solution**

**- Thank you -**