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# **1Q 2025**

## **Results Briefing**

25 April 2025



# AGENDA

- 1 Key Highlights
  - 2 Performance by Business Segments
  - 3 Financial Review
  - 4 Associate Companies
  - 5 Outlook, Strategies & Targets
-

# KEY HIGHLIGHTS



## LEADERSHIP TRANSITION

- Mr Kevin Loh will serve as Interim GCEO effective 1 May 2025, redesignated as Executive Director
- Management team remains fully aligned and committed to executing key priorities



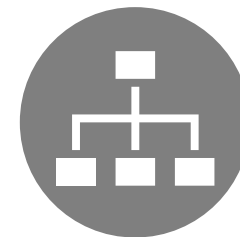
## REVENUE GROWTH

- 1Q 2025 revenue increased 6% YoY to reach RM76.1 million
- The Direct-to-Consumer & International segments led the growth, improving 42% and 21% YoY



## COST RATIONALISATION

- The lower net profit was mostly due to one-off costs which were within our expectations
- Cost rationalisation being carried out group-wide, including a right-sizing exercise



## ASSOCIATES' CONTRIBUTION

- 1Q 2025 associates' contribution increased by 54% YoY
- JurisTech's contribution increased by 63% YoY, driven by a strong order book

# REVENUE SHARE BY BUSINESS SEGMENTS



## KEY ACCOUNTS

- >470 of our high revenue generating customers
- Top contributors are banks, NBFIs and telco
- Digital reports, Comprehensive Portfolio Review & Analytics, Digital Solutions (CAD, eKYC, ID Guard), eTR



## COMMERCIAL

- Serves >22k customers
- Top 5 industries include wholesale & retail trade, manufacturing, professional services, construction, finance & insurance
- Credit Manager, Reports, Credit Monitoring and eTR



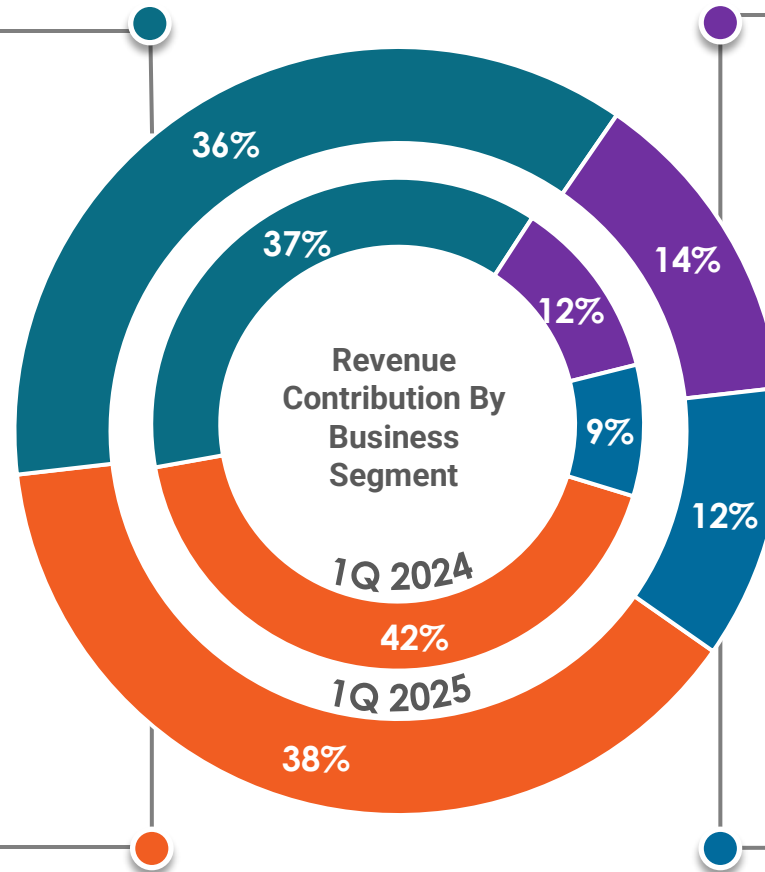
## INTERNATIONAL

- 99 clients across PH and ID
- 100% telco coverage in ID
- Alternative score platform as a building block for regional expansion



## DIRECT-TO-CONSUMER

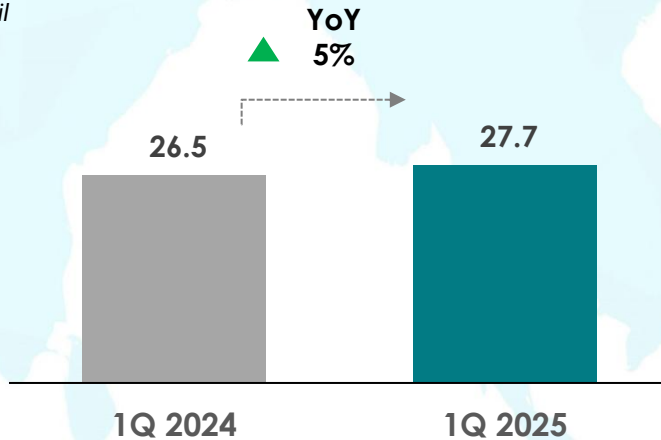
- >4.5 mil registered users for CTOS ID
- CTOS Score, CTOS SecureID, Credit Finder, CTOS Tenant Screening and CTOS Car Insurance





# KEY ACCOUNTS

Figures RM'mil  
(Revenue)



## 1Q 2025 Updates & Prospects

- Successfully went live with new clients across multiple services, including digital solutions, digital reports & comprehensive portfolio review and analysis
- Consumption by digital banks continues to ramp up, with an additional digital bank client going live during the quarter
- New use cases across NBFIs & large corporates, further expanding our footprint
- Strong pipeline of POC, with several expected to materialize in coming quarters
- Secured a digital solutions contract from a telecommunications provider

**ctos**

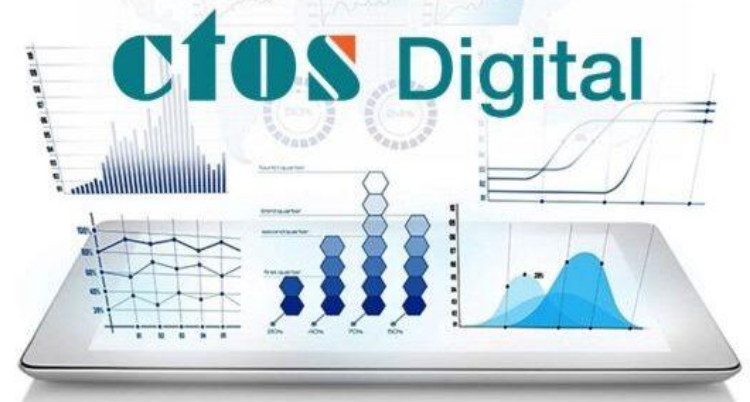
## Verify anyone. Anywhere.

CTOS eKYC is a fast, easy and secure way to verify your new customers remotely.

With the latest technology in Digital ID Verification, CTOS eKYC provides a seamless customer onboarding experience while adhering to the highest standards in regulatory compliance, ensuring your new applicants are who they say they are. Even if you've never met them.

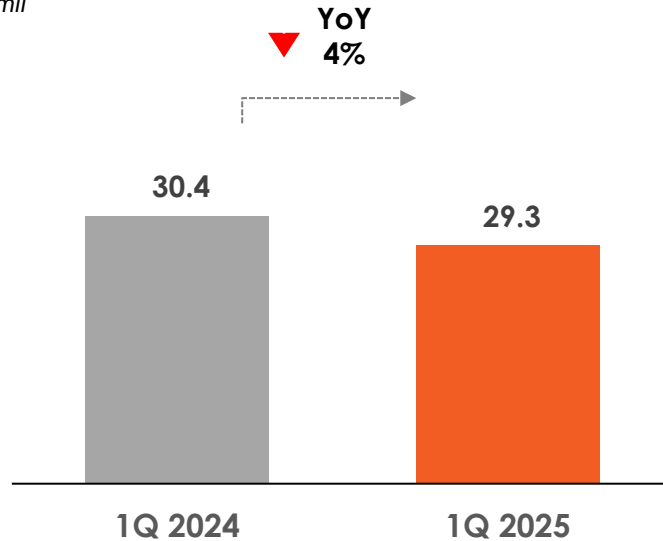
Call 03-2722 8811 today for a free consultation and customised eKYC solution or email to [contactus@ctos.com.my](mailto:contactus@ctos.com.my)

- Document & ID Holder Verification
- Facial Recognition
- Bureau-file Verification
- Knowledge-based Authentication



# COMMERCIAL

Figures RM'mil  
(Revenue)



## 1Q 2025 Updates & Prospects

- Seasonality impact & lack of large contracts from Commercial Malaysia during the quarter
- Variation on consumption timing from existing & new Commercial International clients
- Formed 15 new strategic accounts, further enhancing ecosystem and market reach
- Rolled out several customer engagement initiatives to deepen client relationships



TM Device Fiesta Road Show at KL, Klang & JB



National CEO Symposium at Avante, PJ



National Human Capital Conf. & Exh.

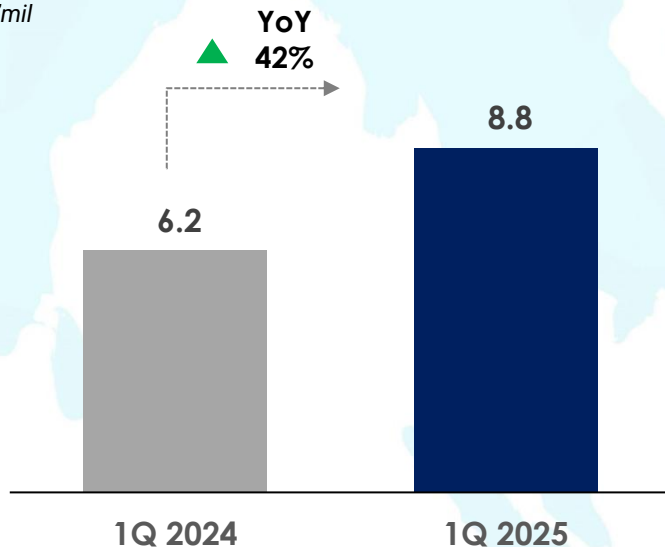


SQL Accounting E-Invoicing Roadshow at Ipoh, Penang, Alor Setar & Kuantan



# DIRECT-TO-CONSUMER

Figures RM'mil  
(Revenue)



Financial literacy roadshows and seminars

## Bila Last Anda Semak Skor CTOS? Ini Antara Sebab Anda Perlu Jadikan Ia Rutin, Elak Scam!



By Sye Alkaf

Posted on December 20, 2024

55  
SHARES



Mungkin ramai dah pernah dengar tentang kepentingan skor kredit. Tapi, apa sebenarnya skor kredit tu?

JanganKantoi SirapLima Article

## 1Q 2025 Updates & Prospects

- Significant growth on recurrence purchase
- Sustainable expansion from credit monitoring product
- 114K new user sign-ups, bringing to a total of 4.5 mil registered users
- Completed 7 education and financial literacy events with government & private institutions.



Kredit Kau Hijau Brand Campaign

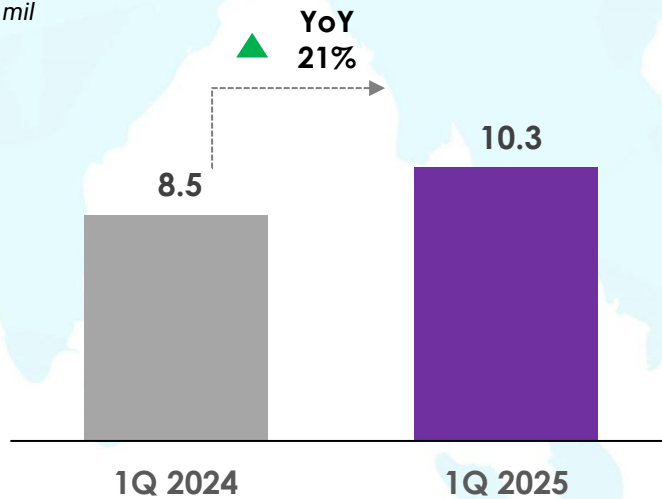


10.10 and 11.11 Campaign



# INTERNATIONAL

Figures RM' mil  
(Revenue)



## 1Q 2025 Updates & Prospects

- 8 clients onboarded in 1Q 2025 bringing total clients to 99
- Our proprietary product with higher margin is gaining traction in both markets
- Secured sizable contract in the Philippines for new use case
- Started venturing into new industry across both markets

# Drive accurate credit decisions with AI







# ctos Digital

## Financial Review

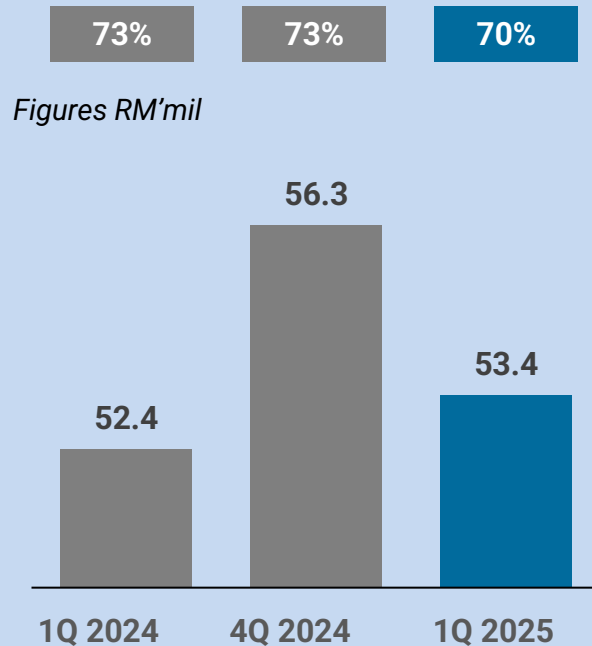
# FINANCIAL PERFORMANCE - 1Q 2025

(RM' Million)	1Q 2025	1Q 2024	YoY (%)	
Revenue	76.1	71.6	6%	YoY revenue growth mainly due to higher contribution from Key Account, International and D2C segments
GP	53.4	52.4	2%	
(-)				
Other income/ (expenses)	0.1	0.1	-13%	
Selling & Marketing Expenses	-15.4	-10.4	49%	Selling & Marketing Expenses increased due to investments in sales activities
Administrative Expenses	-23.8	-19.6	21%	Admin Expenses increased due to non-recurring expenses in current quarter however remained within the guided range
Finance Income	0.1	0.1	-5%	
Finance Cost	-2.6	-2.1	22%	
Share of Profit of Associates	2.8	1.8	54%	
<b>PBT</b>	14.5	22.3	-35%	
(-)Tax Expenses	-0.2	-1.6	-85%	The lower group tax was mainly due to lower profits recorded by Basis
<b>PAT</b>	<b>14.3</b>	<b>20.7</b>	<b>-31%</b>	
(-) Minority Interest	-0.2	-0.2	-8%	
<b>PATAMI</b>	<b>14.4</b>	<b>20.8</b>	<b>-31%</b>	
<b>NORMALISED PATAMI</b>	<b>14.8</b>	<b>21.3</b>	<b>-31%</b>	

(RM' Million)	1Q 2025	1Q 2024
Share Based Payment expenses	(0.4)	(0.5)
<b>Total</b>	<b>(0.3)</b>	<b>(27.8)</b>

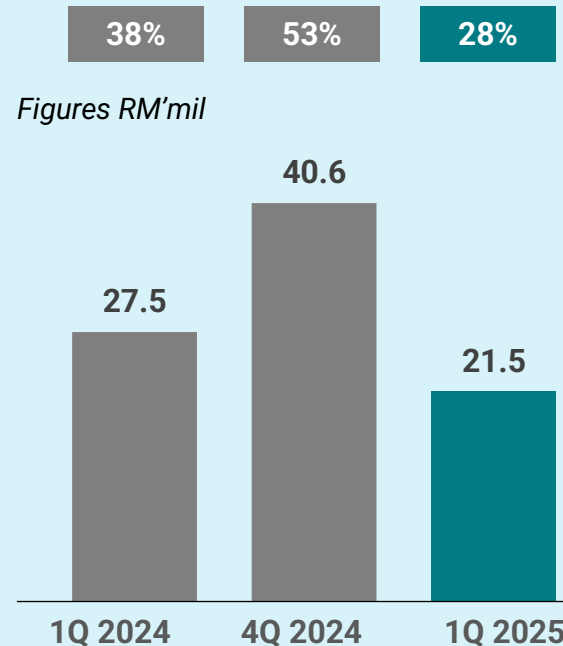
# PROFITABILITY TRENDS

## GP (RM' MIL) & MARGIN (%)



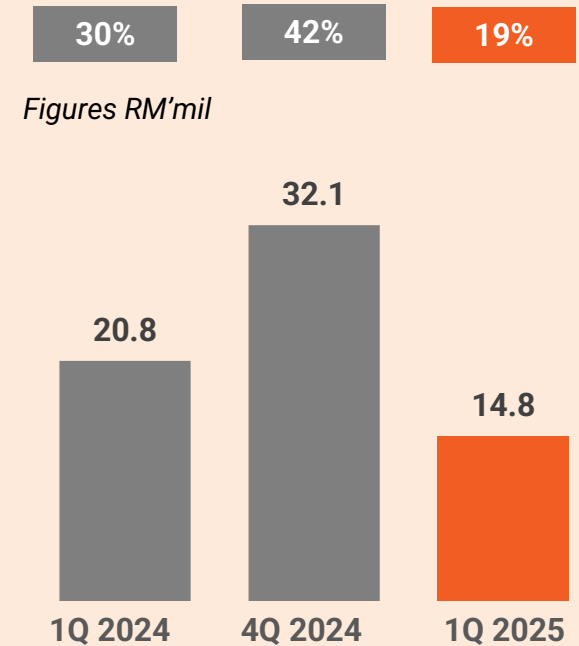
◆ Lower QoQ GP margin in 1Q 2025 mainly due to product mix however remain within the guided range

## EBITDA (RM' MIL) & MARGIN (%)



◆ EBITDA margin declined QoQ in 1Q 2025 due to higher expenses

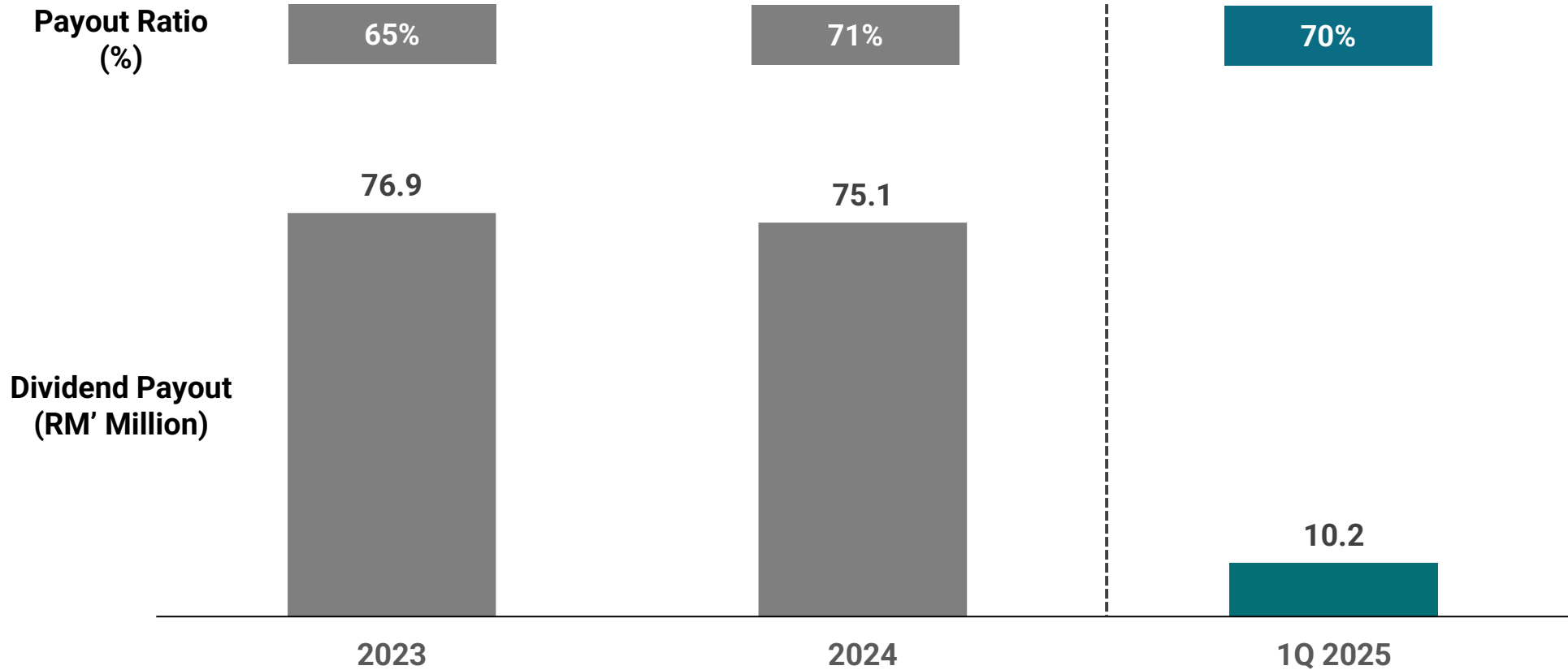
## NORM. PATAMI (RM' MIL) & MARGIN (%)



◆ Lower QoQ Norm. PATAMI margin due to higher expenses and higher finance cost



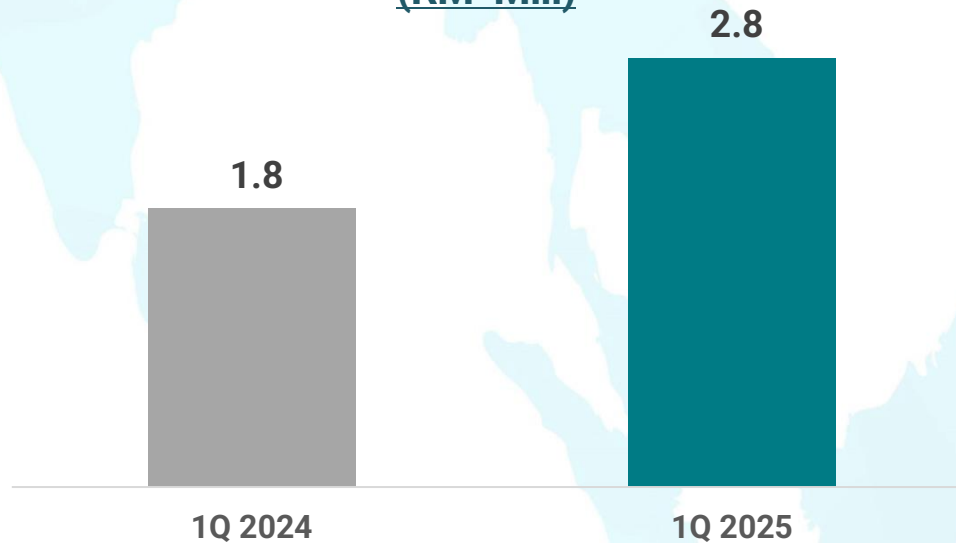
# DIVIDEND PAYOUT



- ◆ 1<sup>st</sup> interim dividend of 0.44 sen per share, payable on 23 July 2025
- ◆ 1Q 2025 dividend payout ratio of 70%

# ASSOCIATE COMPANIES

## SHARE OF ASSOCIATES' PROFIT (RM' Mill)



**Juristech** 49%

Market leader in credit related enterprise-class software solutions in Malaysia

**BOL** 24.825%

Market leader in business information in Thailand

**RAM** 57.675%

Market leader in bond credit ratings in Malaysia


### JURISTECH

- Contribution increased by 63% YoY to RM1.9 million in 1Q 2025 driven by the conversion of projects into sales
- Regional expansion strategy progressing with higher regional revenue contribution moving forward
- We anticipate that JurisTech will sustain this momentum, driven by a growing pipeline of domestic and regional opportunities

### RAM


- Due to its business cycle, RAM typically incurs a loss in the first quarter, with performance improving in the following quarters
- Building disposal proceeding as planned, targeted to complete in Q2
- Anticipated growth in sustainability rating services and sustainability consulting services

# 2025 STRATEGIES & OUTLOOK




**Growth opportunities remain abundant in Malaysia**, supported by sustained demand from financial institutions for more sophisticated credit analysis solutions

**International Business segment** on-track with healthy client onboarding across Philippines, Indonesia & Singapore




**ctos** Digital



**Continued product innovation** with several products due for roll-out in 2025, related to score enhancements, monitoring, alternative data and fraud solutions

**Cost optimization** efforts to continue over the next two quarters, with a gradual reduction in costs anticipated as the exercise progresses





# FINANCIAL TARGETS



Note: Figures are for internal management targets and for simulation purposes only



**Thank You**