

FY2017 Pre-AGM Briefing

26 October 2017

1 **FY2017 Financial Updates**

2 Business Updates

3 Proposed SPE Acquisitions

FY2017 Key Financial Highlights

Revenue
RM506.4 mil

(FY16: RM636.3 mil,
▼ 20%)

Gross Profit
RM277.2 mil

(FY16: RM383.9 mil,
▼ 28%)

Other Income
RM807.9 mil

(FY16: RM19.7 mil,
▲ 4007.0%)

Profit Before Tax
RM947.5 mil

(FY16: RM300.2 mil,
▲ 216%)

Net Profit
RM846.0 mil*

(FY16: RM273.9 mil,
▲ 209%)

Net Profit
RM160.7 mil

(excl GIT Share Sale & mark-to-market accounting gain on interest in GIT)

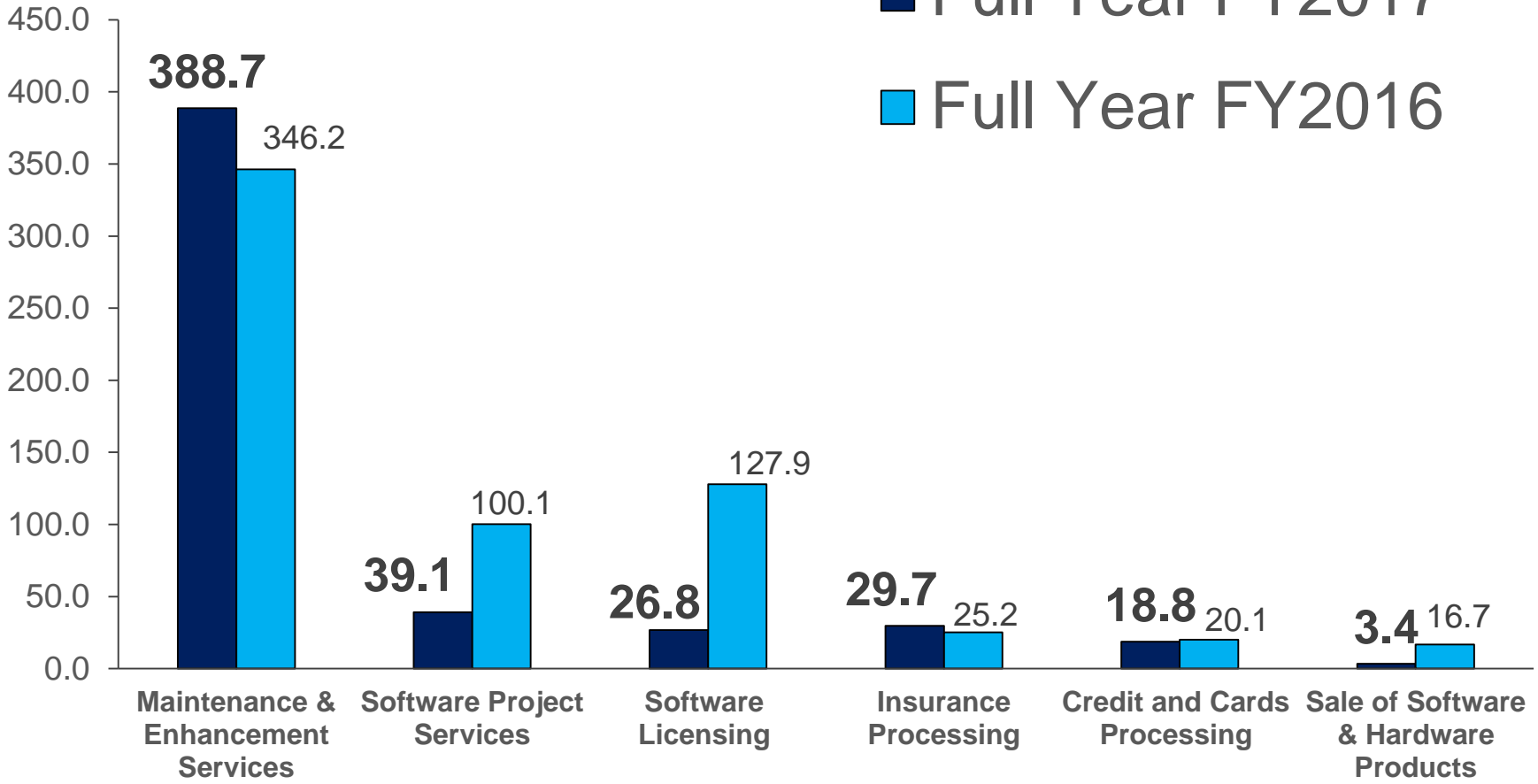
(FY16: RM273.9 mil,
▼ 41.3%)

* During the financial year, the Group made a net gain of RM426.2 million on disposal of shares in GIT and mark-to-market accounting gain of RM259.1 million on the reclassification of the remaining interest in GIT to available-for-sale financial assets.

FY2017 Revenue by Business Activities



■ Full Year FY2017
■ Full Year FY2016



% change	+ 12%	(61%)	(79%)	+ 18%	(7%)	(79%)
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1

FY2017 Financial Updates

2

Business Updates

3

Proposed SPE Acquisitions

Core Banking New Customer Wins



Awarded **SIBS Implementation Project** by a **Non-banking Financial Institution in Thailand**

Awarded **SIBS Implementation Project** by a **Full-service Bank in Thailand**

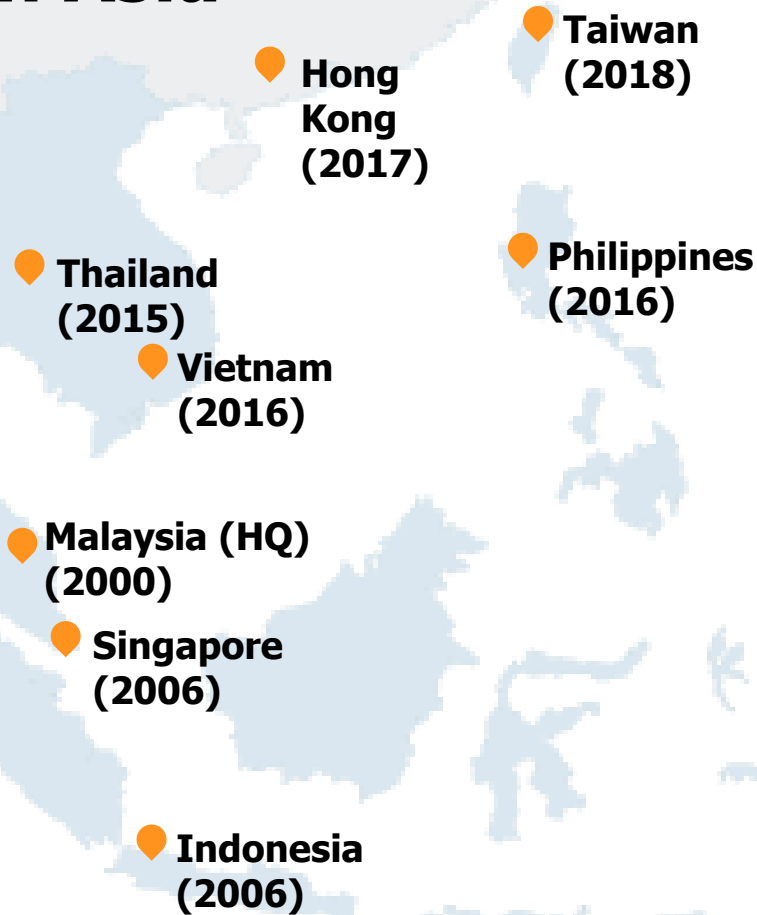
Awarded **SIBS Implementation Project** by **Thailand's Leading Housing Finance Lender**

Awarded **SIBS Implementation Project** by a **Leading ASEAN Bank for the Bank's International Expansion**

Merimen Insurance Platform Leadership in Asia



**Asia's Top
Insurance
Software-
as-a-Service
(SaaS)
Company**



**Global Top 10
Claims Processing
& Management
Solution Provider**

Insurance Ecosystem Network...

 **120**
insurers and
takaful operators

 **5,000**
repairers and
motor franchisers

 **25**
major
automobile brands

 **250**
loss adjusters
and law firms

 **2,000**
insurance
intermediaries

Awarded **Digital Collaboration Platform Project** by an **Insurance Trade Association in Malaysia**

- Deliver innovative digital collaboration platform **for the life insurance and takaful insurers** in Malaysia

Launched **Hospital Claims Portal** for a **Global Insurance Company in Malaysia**

- Delivered a **Hospital Claims Portal for 90 Hospitals and expanding to Clinics & Labs** as the part of next phase

1

FY2017 Financial Updates

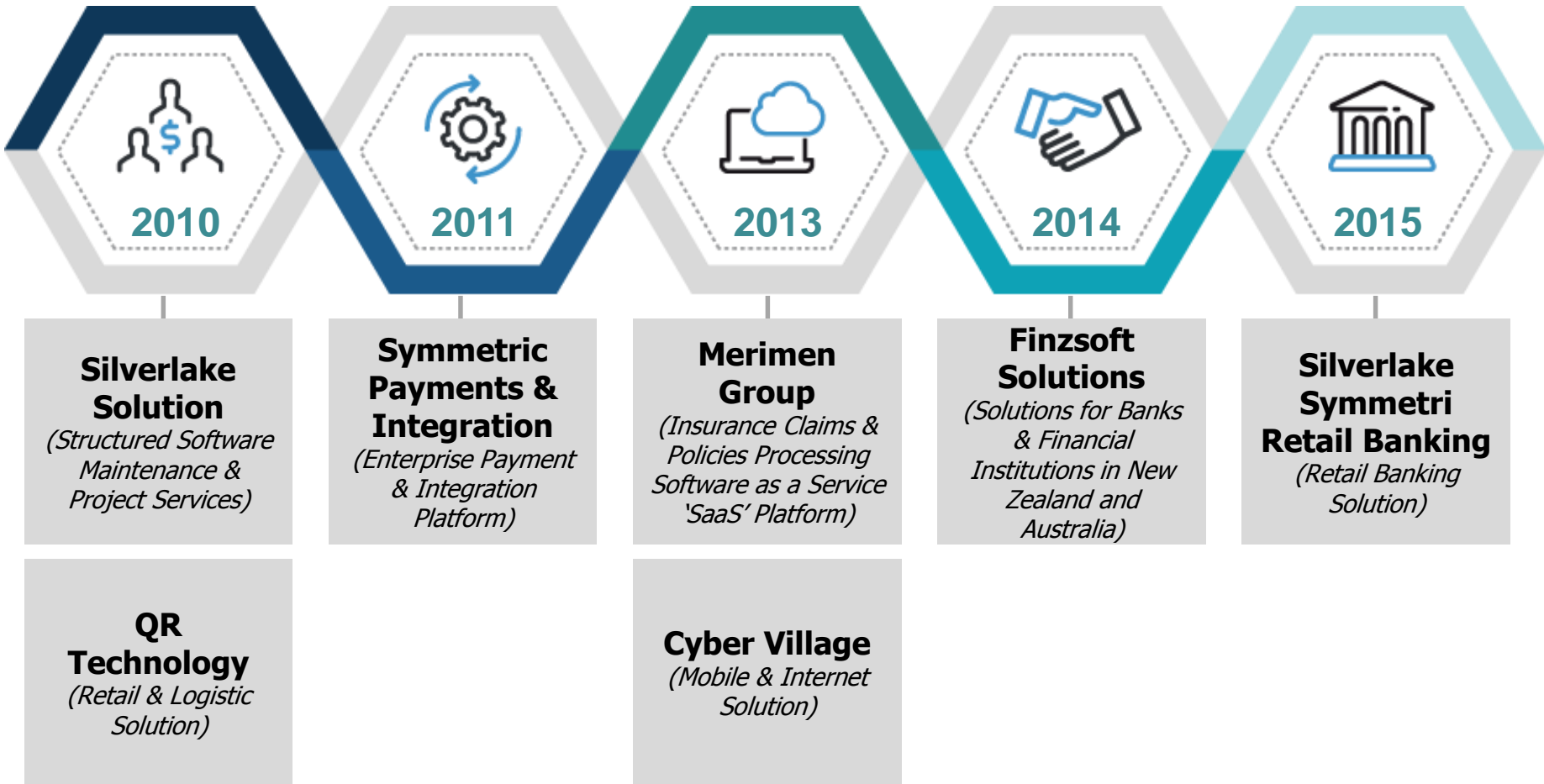
2

Business Updates

3

Proposed SPE Acquisitions

SAL Synergistic Acquisitions Since 2010



Proposed Acquisition to Strengthen SAL as Fintech Innovation Accelerator



Share sale and purchase agreement ("SPA") to acquire **3 Silverlake Private Entities** ("SPE") signed on 20 October 2017

Silverlake Digital Economy Sdn Bhd ("SDE")

- Owns **Silverlake Fintech Banking Platform** & offers **Banking-as-a-Service** capabilities
- Won the **Asian Banker Technology Innovation Award 2016** for Best Smart Branch

Silverlake Digitale Sdn Bhd ("SDS")

- Owns **"IntelliSuite"** - a suite of **payment solution-related** software modules & components

Silverlake One Paradigm Sdn Bhd ("SOP")

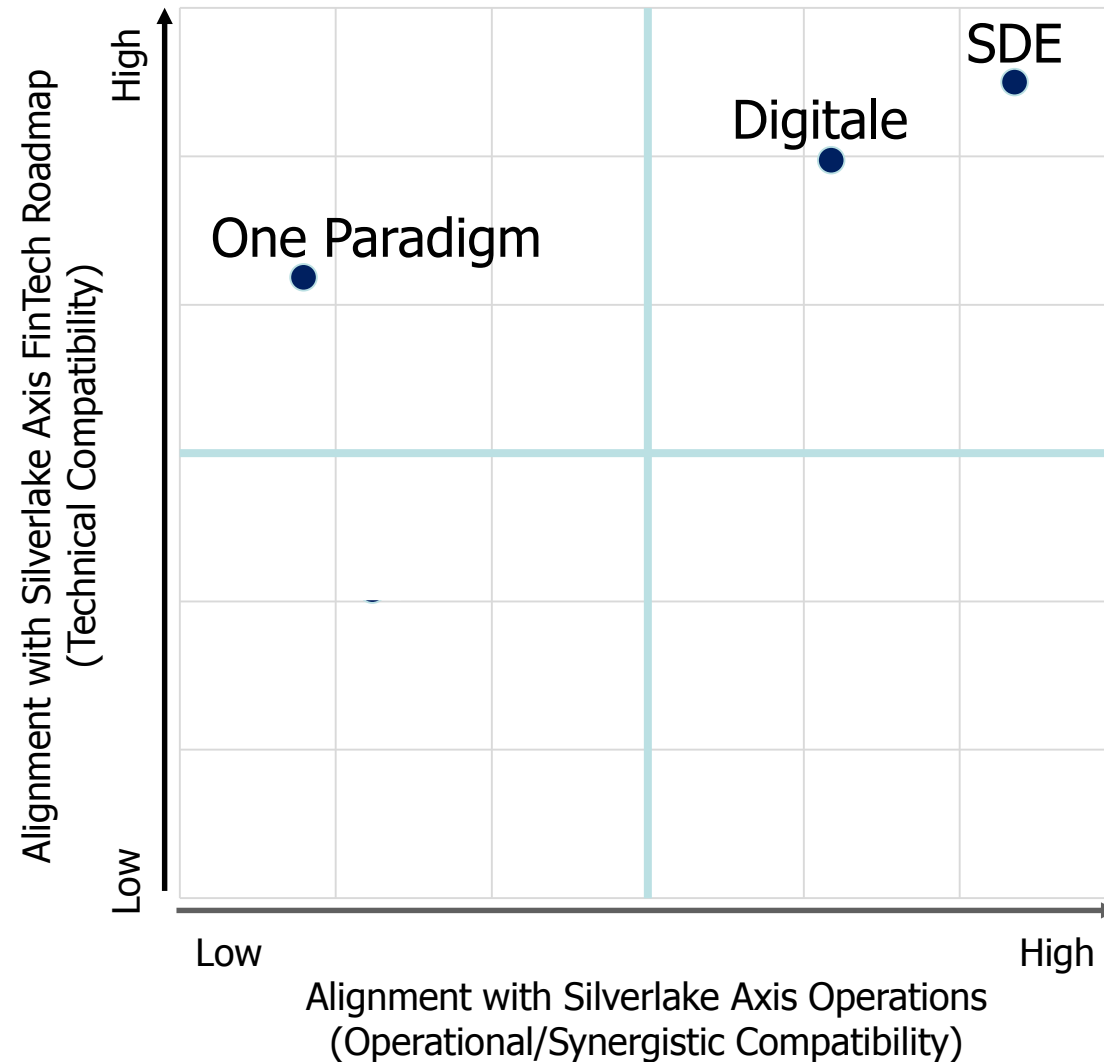
- Owns **"NowSuite"** - a suite of **agile rules-based applications & tools** such as Loyalty Management, Fraud Monitoring, Alerts Notification

Collectively the 3 SPEs have **9 established banks** as their end customers

- **Mr. Goh Peng Ooi**, SAL Group Executive Chairman has a 70% stake in each of the Target Entities through Silverlake Investment Ltd (“SIL”)
- **Minority Sellers / Management** comprise the remaining shareholders of each of the Target Entities

- To **strengthen** SAL's position as Fintech Innovation Accelerator
- To **enhance** SAL digital platform offerings for financial services innovations and collaborations
- To **extend** SAL's financial services ecosystem in banking and non-banking sectors

The 3 SPEs were Identified to be a Strategic Acquisition Fit



Based on IDC-Financial Insights Independent Assessment

SDE has a good **digital banking fit and value enhancement**

potential – since this addresses SAL’s gaps in Digital Banking Platform offerings.

Digitale & One Paradigm can be considered a package of **value-added solution modules to SIBS Core Business** and expansion to cross-vertical offerings.

- The consideration took into account the **operating track record** and **future potential** of the Target Entities, and is **directly linked to their respective Net Profit After Tax (NPAT) performances**

Base Consideration

- Fixed base consideration is a multiple of the adjusted profit after tax for FY2016 and factors in a growth potential of up to 25%

Earn-out Consideration

- Variable earn-out consideration is payable only when Target Entities achieve an average YOY growth of at least 25% in adjusted NPAT over FY2018 to FY2020