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Regional growth plans and acquisition opportunities



Our proposed building blocks for regional expansion

Growth will be driven by a combination of both organic and acquisitions



Other
markets

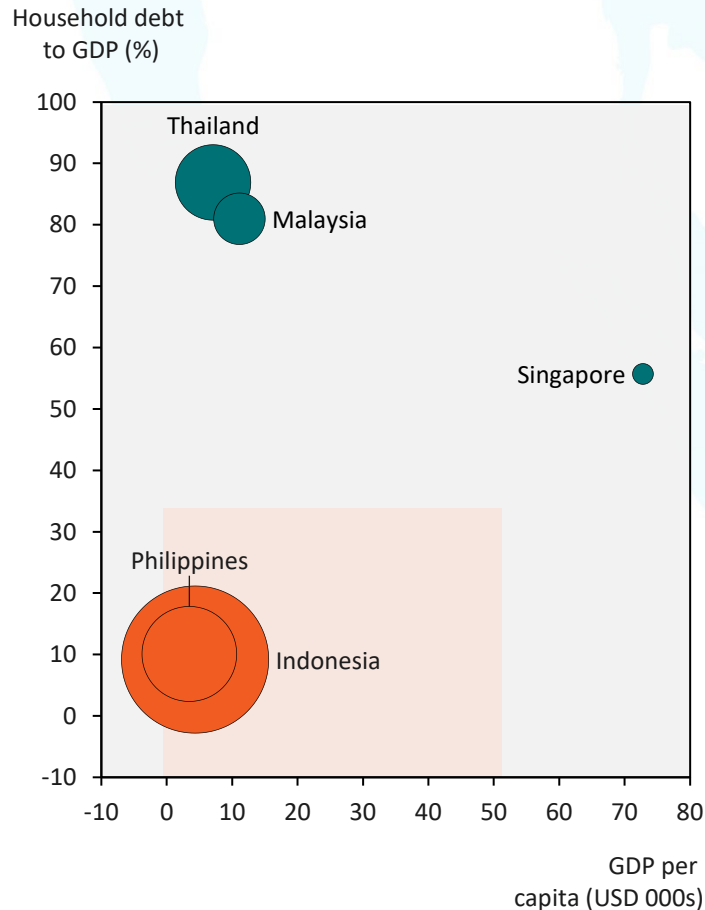
	Credit bureau	Company database	Alternative data	Analytics and Software solutions
	Partnership with respective credit bureaus	Company registries database	Telco data	Credit lifecycle management and credit workflow automation tools
	Product partnerships e.g. CTOS-FICO score	Company financials database	E-commerce data	Digital ID & OCR technologies
	Product partnerships e.g. CTOS-FICO score	Business directories	E-wallet data	Regulatory & compliance solutions
	Fraud bureau solutions	Replicate success of credit manager	Utility data	Marketing analytics
	Replicate success of CTOS consumer product	Bond rating	Social media data	Marketplace

Focus today

Significant opportunities in fast growing ASEAN markets

Indo and Phils are priority given low household debt penetration and fast loan growth

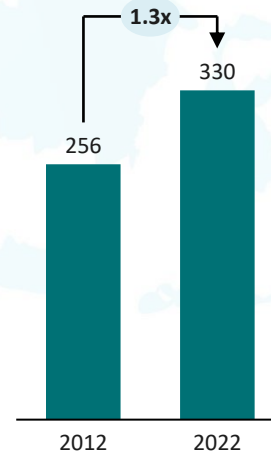
Household debt as % of GDP vs GDP per capita



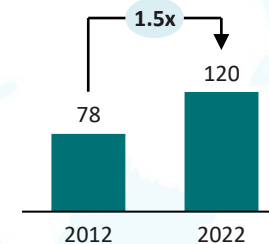
10Y Consumer loan growth (index to 100)



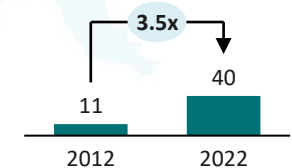
USD330b
2022 consumer loans outstanding



USD120b
2022 consumer loans outstanding



USD40b
2022 consumer loans outstanding



Huge headroom to grow

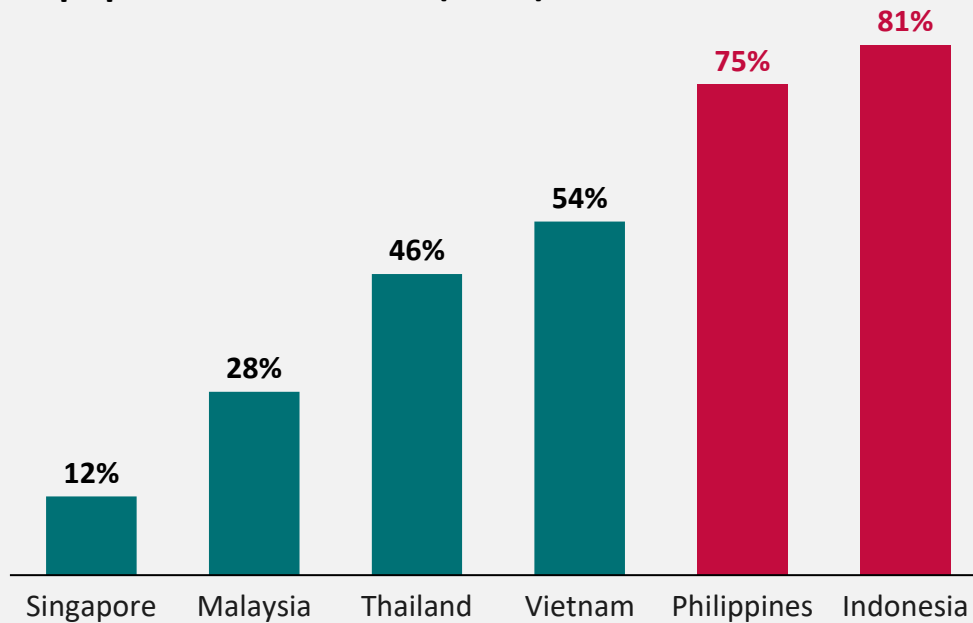
Source: CEIC, PH and Indo central banks

Private & Confidential

Indonesia and Philippines market are largely unbanked

Difficulty for lenders to evaluate consumers for new loans with traditional method

Unbanked and underbanked as % of population in ASEAN (2022)



Lack of credit history / collateral, which are necessary for traditional banking



Limited traditional data on which to assess credit worthiness

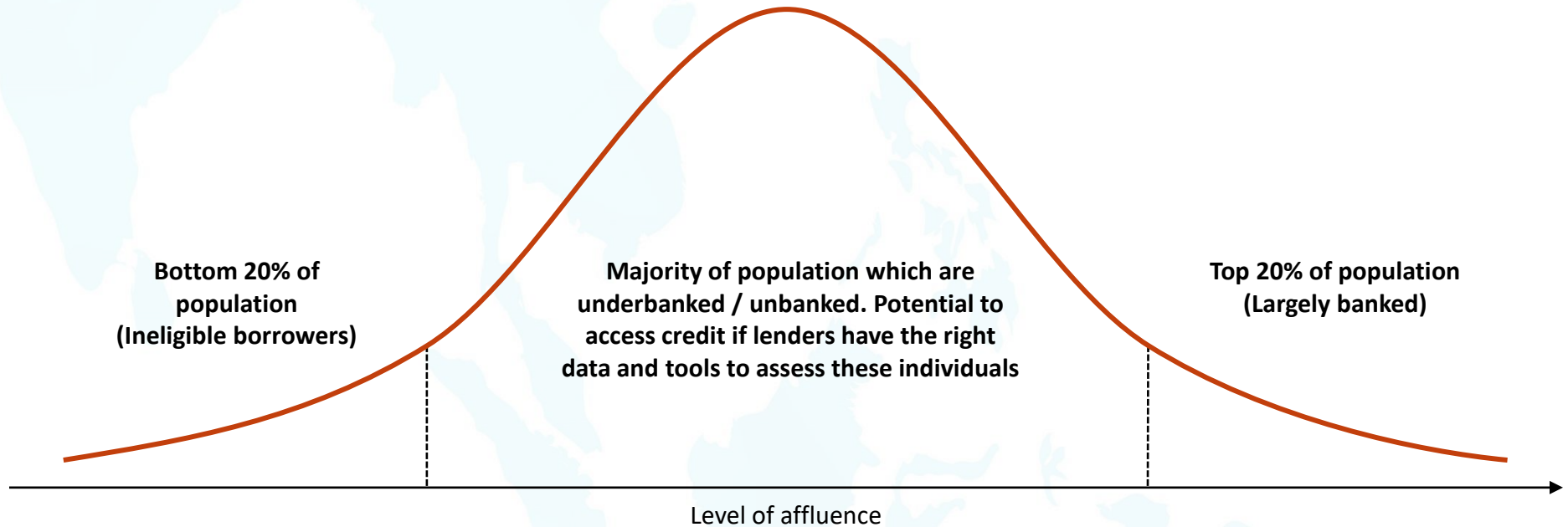


No methodology or experience to work with non-traditional data sources

Potential to leverage on alternative data to open up this segment of the market for lenders

Lenders seeking to capture the large addressable underbanked market

Alternative data is an enabler for financial inclusion

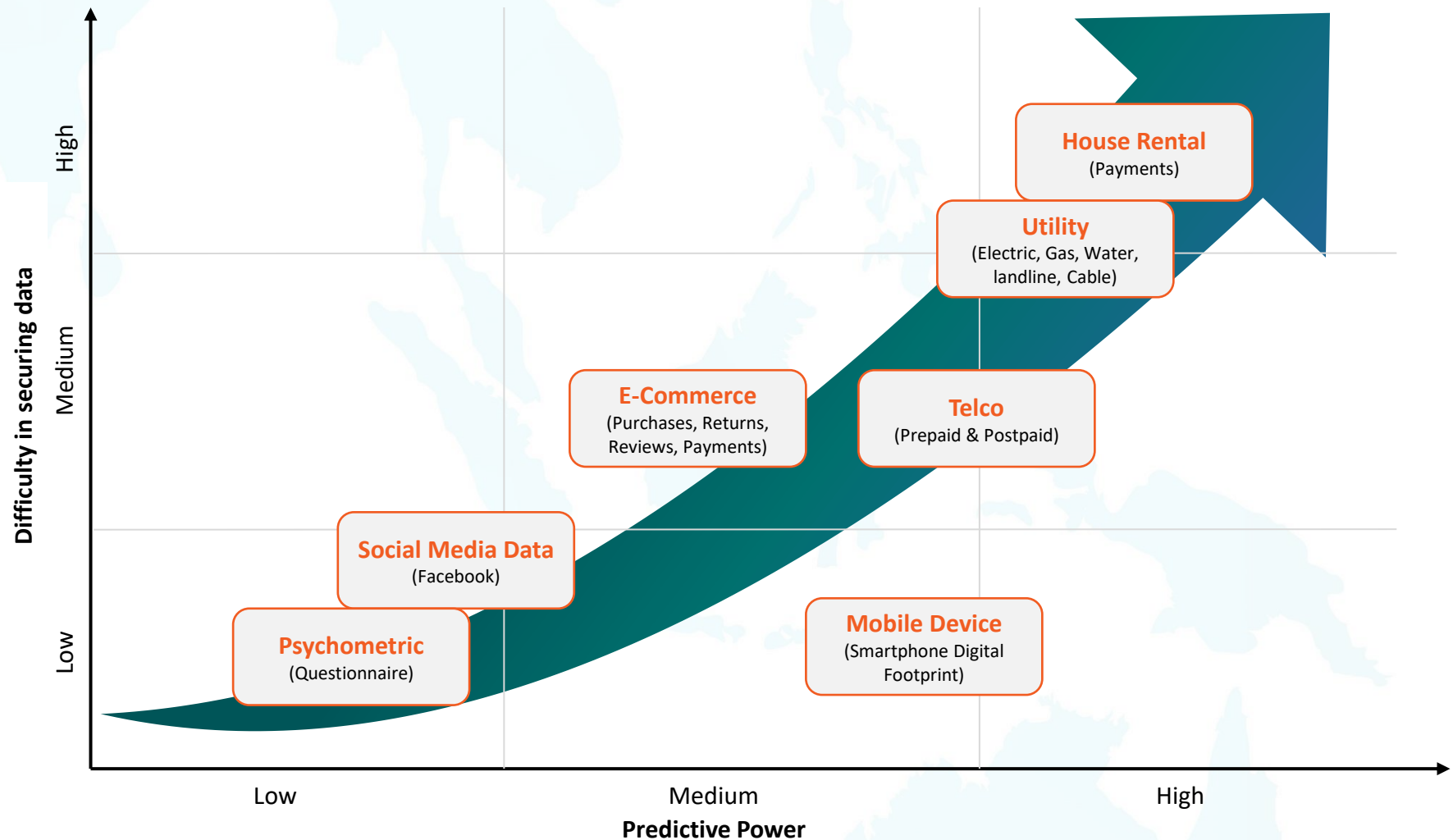


How alternative data can assist lenders to address the market



Landscape of Alternative Data: Telco data has twofold benefits

High predictive power of creditworthiness and is also relatively easy access



Source: Experian paper on Alternative Credit Scoring

Despite markets being largely underbanked, mobile penetration is high

Telco data and mobile usage provides useful data to assess underbanked population



of mobile connections (mil)

% of population

121%

133%

114%

140%

308

370

115

157

Indonesia

Philippines



of mobile internet users (mil)

21%

69%

32%

66%

54

193

32

74

Indonesia

Philippines

2015 2022

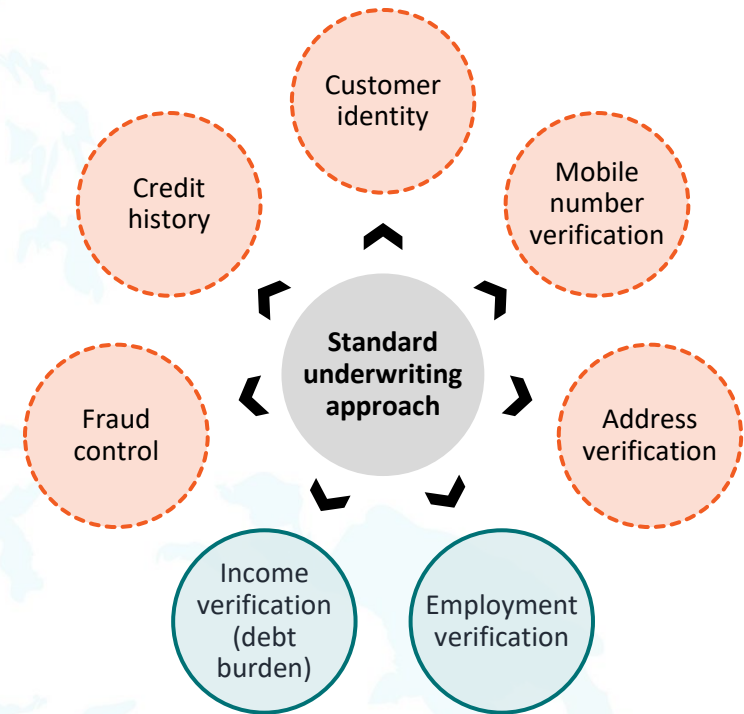
Many behavioural attributes can be collected from day 1

And leveraged in several parts of typical credit underwriting process

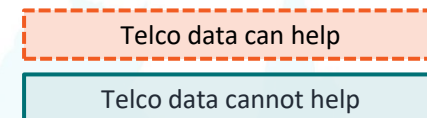
Sample attributes from telco data











Bank underwriting process



Legend

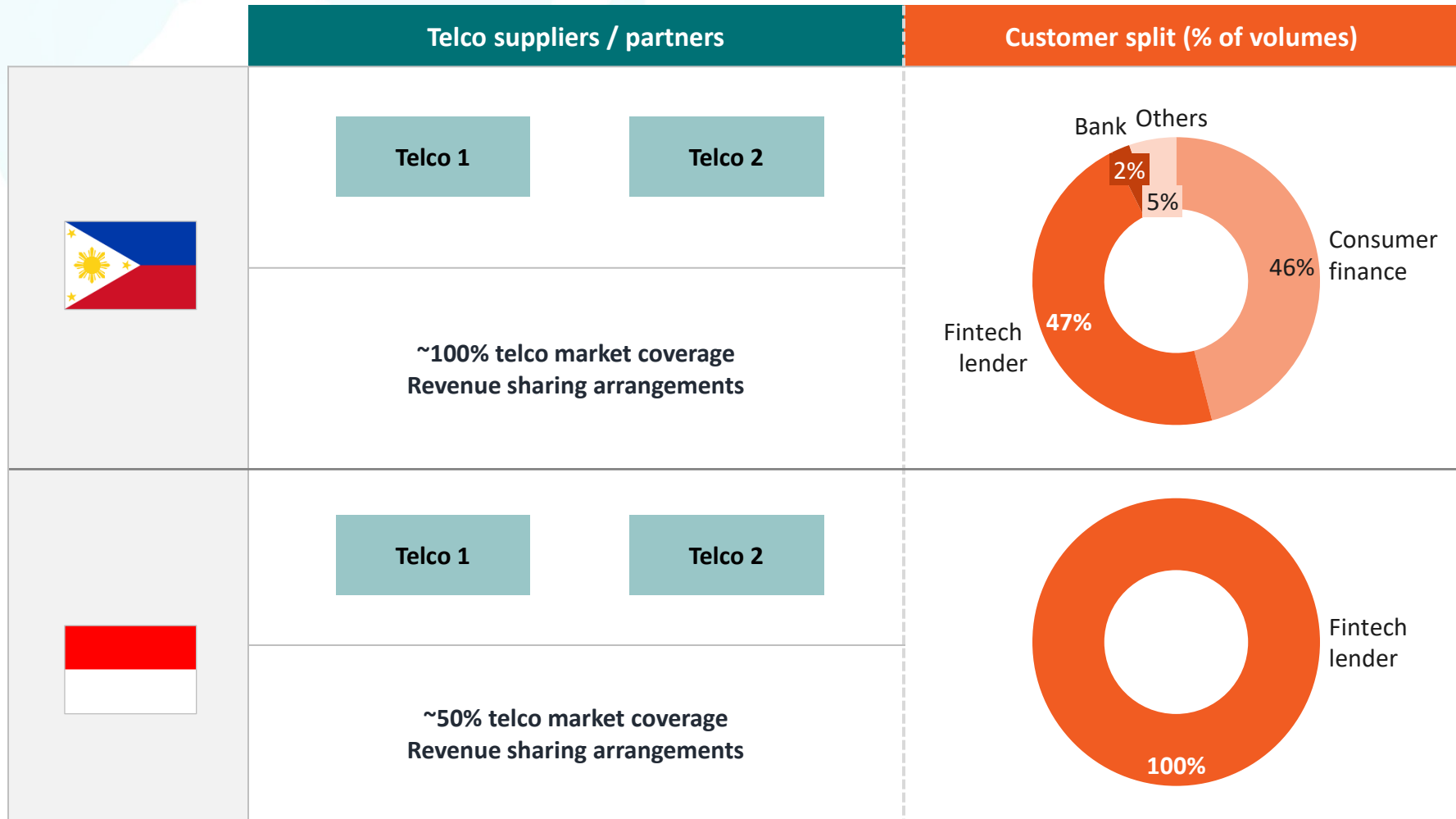


Opportunity to acquire the leading alternative data assets in Philippines and Indonesia to create a regional platform

	 	 
 Description	Est. in 2019, leading telco credit scoring provider in Philippines . Assisted in disbursement of >US\$1bn in loans and 10m loan applications	Est. in 2022, fastest growing telco scoring provider in Indonesia
 Telco partners	~ 100% market coverage	~ 50% market coverage
 Customers	30+ active clients including leading fintechs and digital banks	4+ active clients including leading fintechs
 Product	Telco credit score, FindSocial, Sim Verification, Crediview	Telco credit score, Address verification

Note: * Based on Q2 2023 annualised revenue
Source: Internal analysis

Partnering with the leading telcos and financial lenders in both Philippines and Indonesia



Investment opportunity and thesis

Ambitions to build the leading alternative data platform in the region



Acquiring 100%
of Finscore for
US\$5.9m
+
80% of Prime
Analytics for
US\$475k

- 1** Allows CTOS to **expand into large and fast-growing markets – Philippines and Indonesia**
- 2** Acquire **good quality assets** – strong customers + products + data access + relationship with telcos + local market know how + revenue and profit accretive at reasonable valuations
- 3** **Platform to expand into new** products (leadgen, analytics, cross-sell CTOS products) and **other alternative data** (e-commerce, e-wallet, device etc)

FINANCIAL TARGETS FOR THE NEXT YEARS

Acquisitions to contribute meaningfully 2024 and beyond

		Internal Management Targets		
		FY2023	FY2024	FY2025
 Revenue	FY2022 RM195m	RM250-278m	RM340-360m	RM415-435m
		RM250-270m	RM300-320m	RM360-380m
 EBITDA	FY2022 RM97m	RM120-130m	RM145-155m	RM180-190m
		RM120-130m	RM140-150m	RM170-180m
 Normalized PAT	FY2022 RM85m	RM100-105m	RM127-135m	RM150-160m
		RM100-105m	RM125-130m	RM145-150m

Grey boxes display the previous internal targets prior to acquisitions

Strategic Partnership with FICO in Thailand

A further step to deepen regional expansion

- FICO is a leading analytics & software company focused on Credit Scoring services. FICO® Score is the de-facto standard in the US for Credit scoring and underwriting.
- Strategic partnership for CTOS to distribute FICO® Score in the ASEAN market, starting with Thailand. It includes:
 - Introduction of state-of-the-art analytics developed by FICO to enhance credit risk predictions; and
 - broadening the reach of FICO's existing analytics offering through CTOS's extensive distribution network, including its subsidiaries, affiliates, and business partners.



Fortune 500 Clients:

- More than half of the top 100 banks in the world and 100 largest U.S. credit card issuers
- 95/100 largest financial institutions in the U.S
- More than 600 personal & commercial line insurers in N. America & Europe
- Top 10 US personal lines insurers
- 400+ retailers and general merchandisers



Relationship with CTOS:

- FICO has been partnering with CTOS since 2014 and powering our CTOS Score for both Direct to Consumer and Enterprise
- FICO has been a very collaborative partner, providing both commercial support and expertise to help our business expand





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THANK YOU