



Public

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Investor Presentation

Financial Results 4Q FY2025



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Key Highlights

Improving Trajectory

- 4Q 2025 revenue grew by 14.6% YoY & 6% QoQ to reach RM88.0 million
- FY2025 revenue reached RM326.1, a 7% YoY increase
- Reported PATAMI RM44.6 million, reflecting the RM17.9 million gain from disposal of EIS (associate).

Associates' Contribution

- Full year associated contribution of RM36.3m (18.54% YoY)
- Surged 7% QoQ to RM16.4m fueled by JurisTech's higher contribution
- Experian Malaysia (EIS) disposal completed (18 Dec 2025)

Key Management Updates

- Group CEO appointed with effect from 16 January 2026
- Management transitions executed as planned; focus remains on execution, and disciplined capital allocation to drive growth and productivity

ESG Achievements

- FTSE4G score of 4.2, achieving a **4-Stars rating**.
- Accelerated migration to cloud in 4Q
- Adopted AI in key workflows and in automating manual processes

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Key Highlights

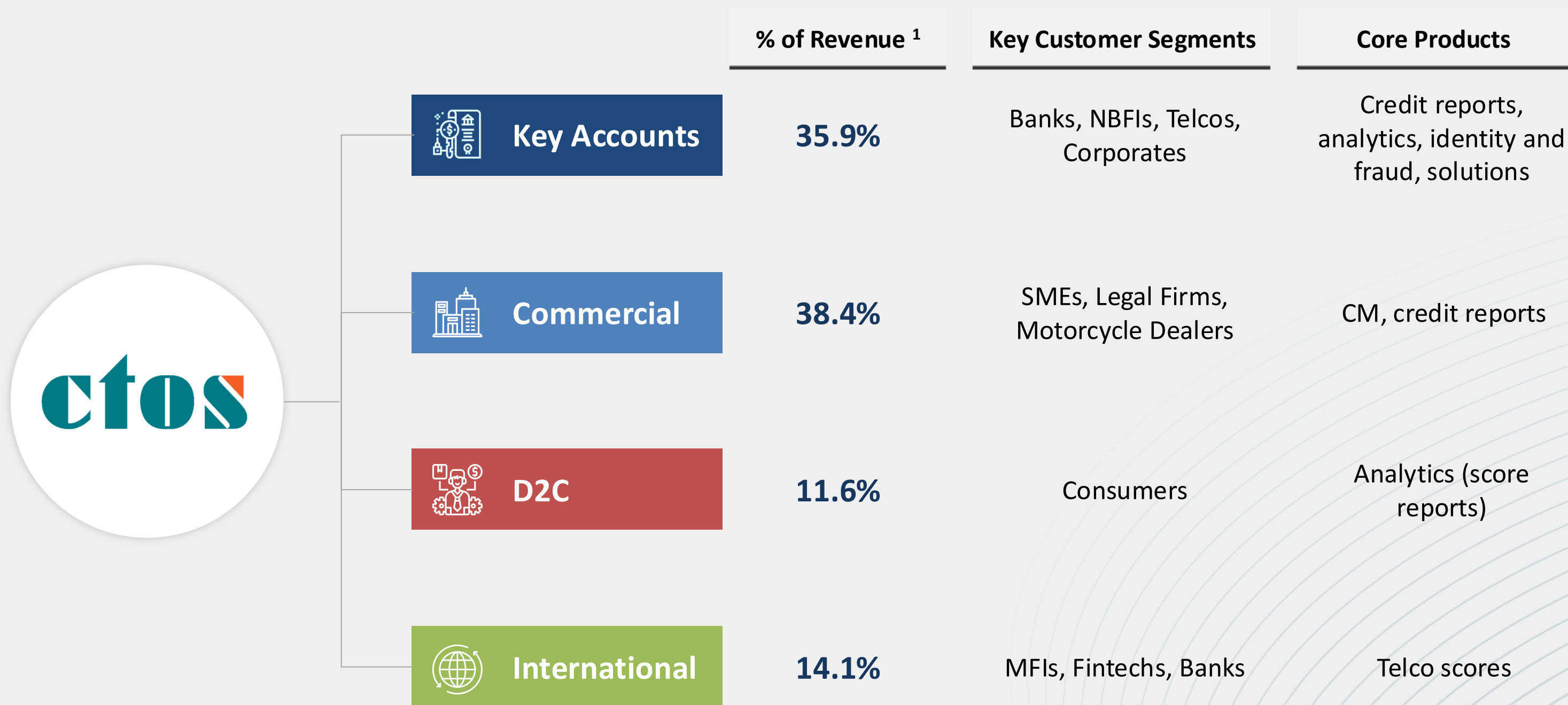
Performance by Business Segments

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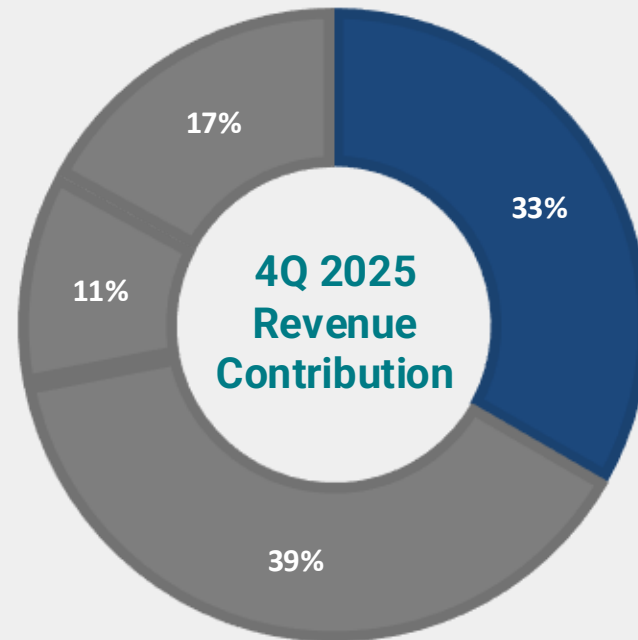
Targets & Take-aways

Recap of the CTOS Business

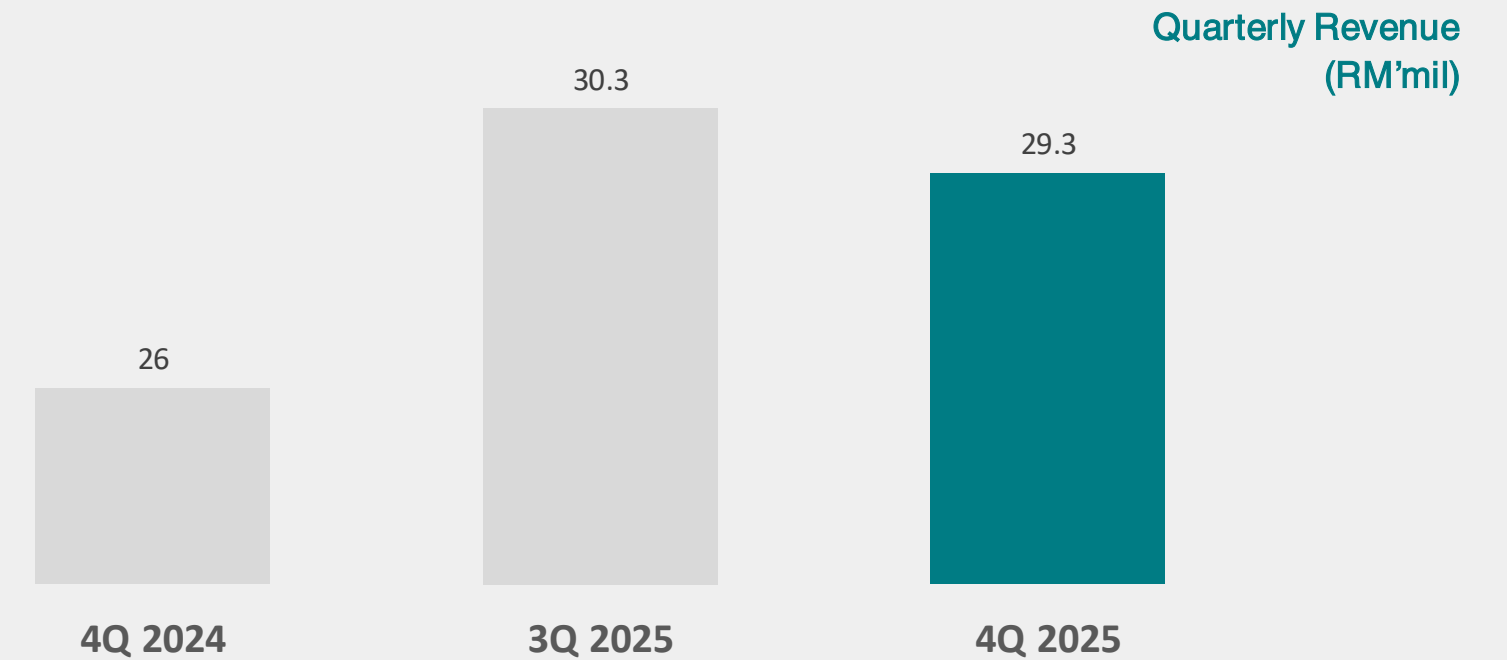


1. As at FY25

Key Accounts



▼ -3% QoQ
▲ +12.7% YoY



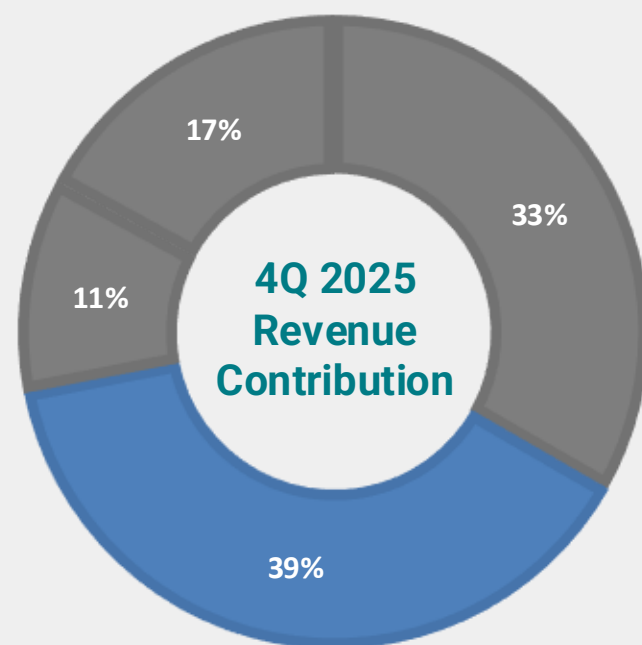
4Q 2025 Updates

- BAU business continue to grow 12.7% YoY
- Delivered **six client go-lives** during the quarter including **first-time adoption of alternative scoring**.
- Achieved **adoption of new analytics solution** across **five major financial institutions**
- Rolled out **two additional score-based implementations**.
- Secured **two new data validation and screening mandates**

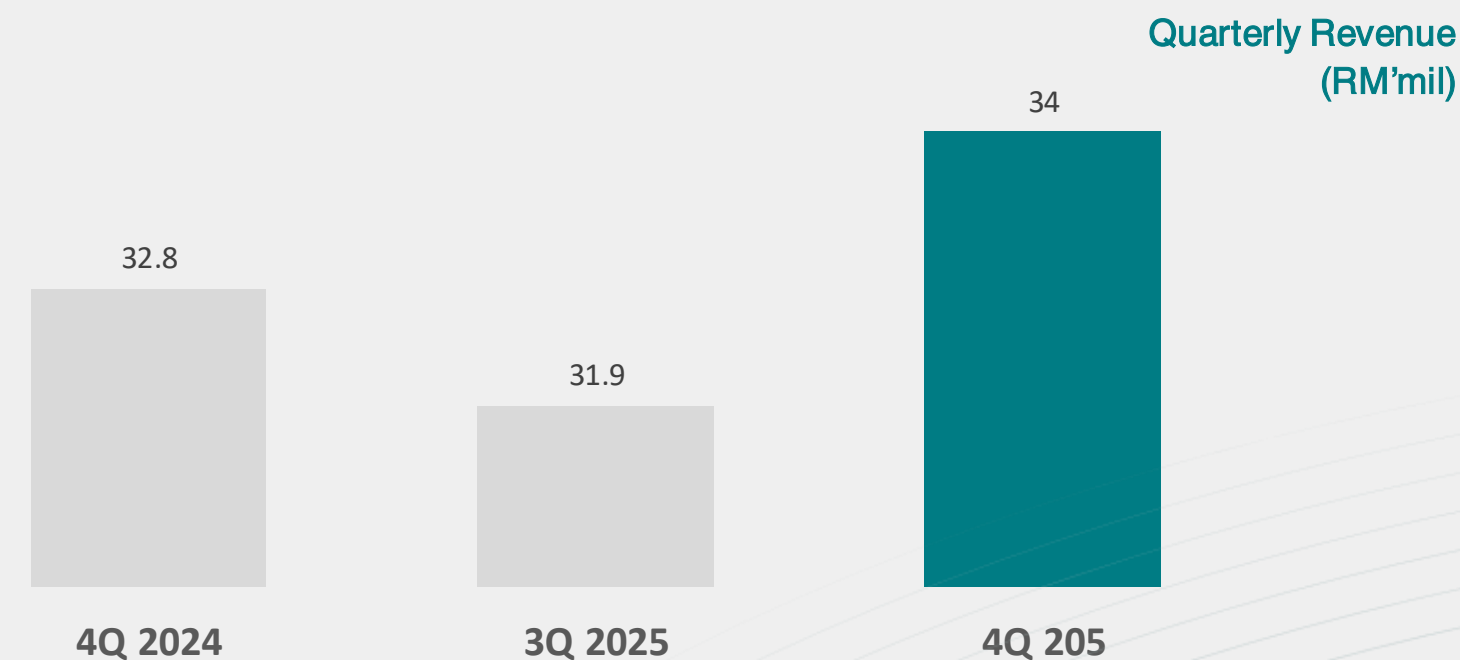
1Q 2026 Prospects

- Strong active pipeline across **banks, NFIs and corporates**, supporting incremental volume growth.
- **Two new analytics products** to be launched in Feb 26, with large clients secured for validation
- Compliance product gaining traction in customer engagements

Commercial



▲ +7% QoQ
▲ +3.7% YoY



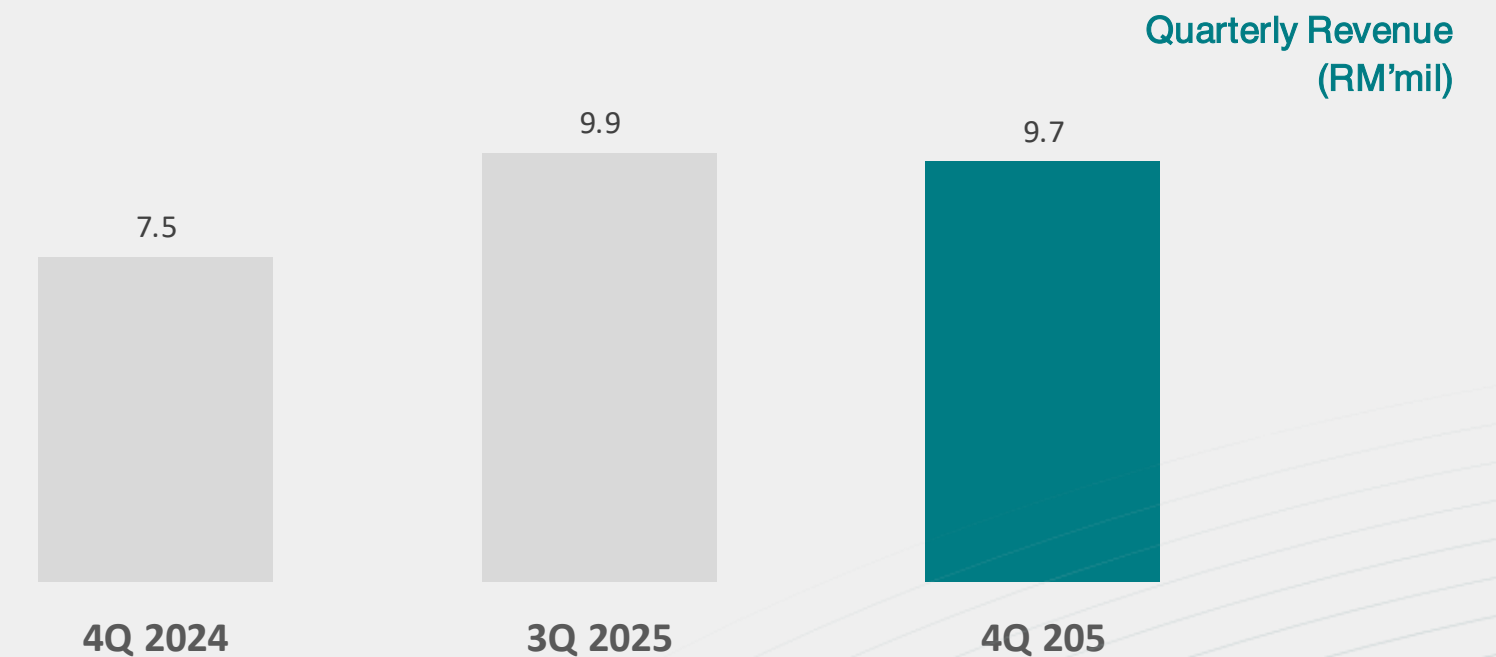
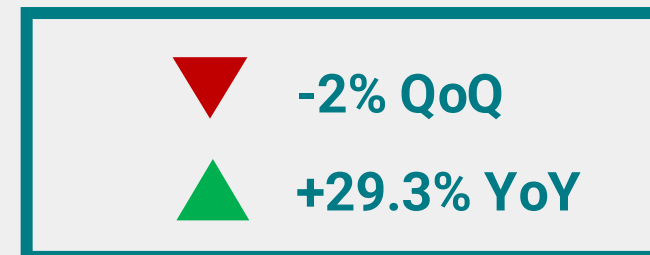
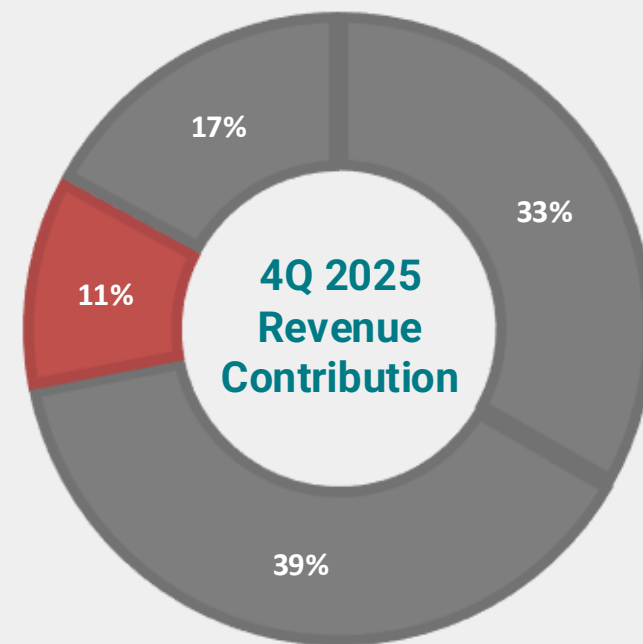
4Q 2025 Updates

- Strong YoY growth driven **by stronger sales execution**, and **improved customer success focused** on prioritising high-value customers.
- Core SME business delivered 3% YoY growth
- After a slower 1H, International segment recorded a **90% QoQ growth**, driven by bulk data sales, with the timing of deal closures contributing meaningfully in 4Q 2025.
- Progressed and piloting **product enhancements** to support core valuation propositions for SMEs.

1Q 2026 Prospects

- Continued focus on **SME acquisition and retention**, with steady demand for core credit and decisioning solutions.
- Launch of **new cybersecurity and compliance service** offerings to address broader SME risk management needs.
- **Expansion of HRDC-claimable training programmes**, supporting financial literacy adoption and deeper customer engagement.

Direct-To-Consumer (D2C)



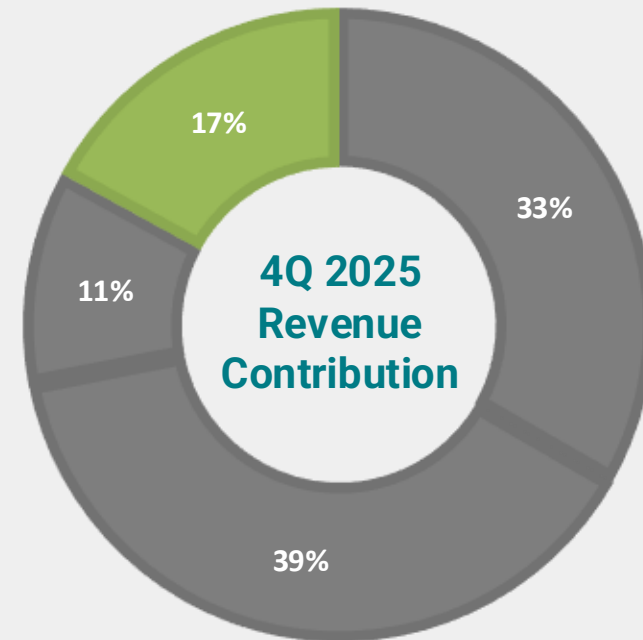
4Q 2025 Updates

- Ended the year with more than **5.0 million user base**.
- Subscription-based monitoring services recorded **robust YoY growth**, reflecting improved conversion from trial to paid users.
- Core report products remained the primary revenue contributor, sustaining **healthy YoY growth**.

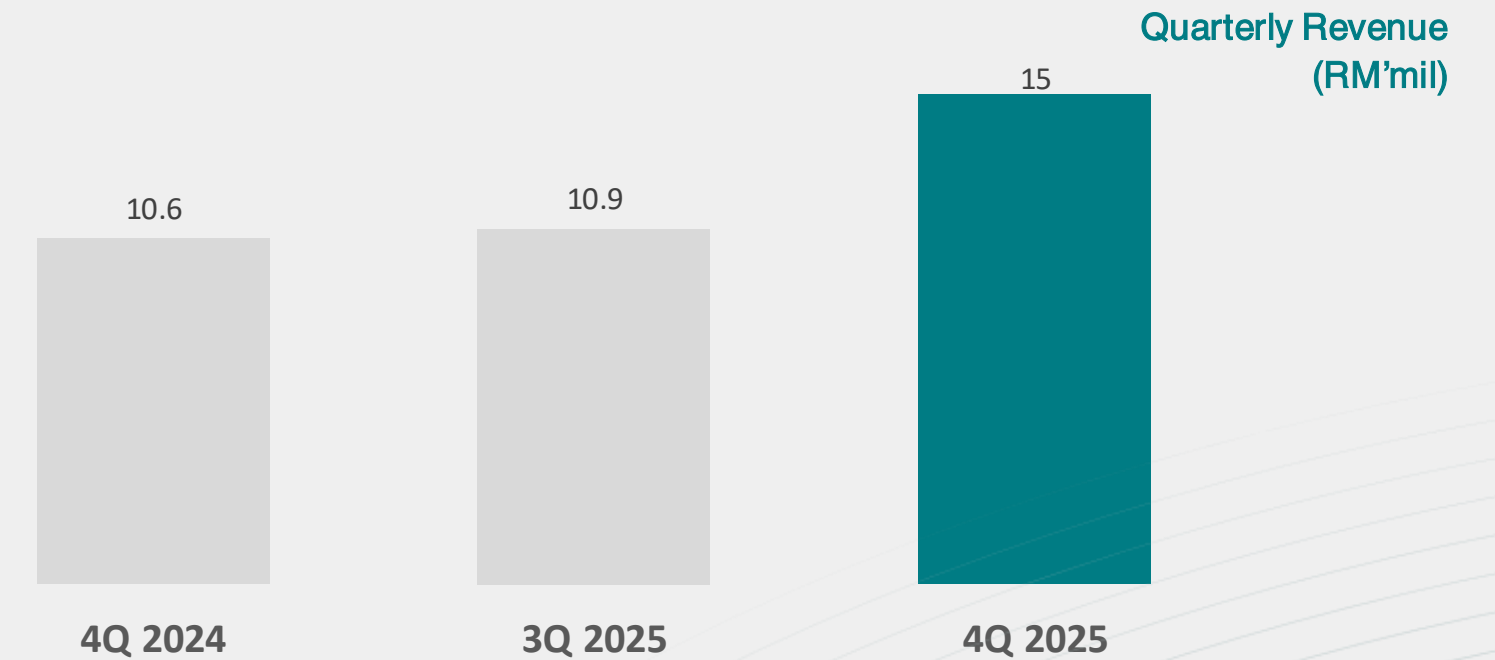
1Q 2026 Prospects

- Focus for FY26 is on **sustainable expansion through partnerships** (into adjacent consumer sectors) and broader consumer engagement.
- Mobile app refresh targeted for **late 1Q/ early 2Q FY2026**
- **New products and marketing campaign** to support launch of new mobile app

International



▲ +38% QoQ
▲ +41.5% YoY



4Q 2025 Updates

- Onboarded 8 new clients during the quarter.
- Philippines delivered strong momentum, bolstered by year end seasonality.
- Telco coverage in the Philippines is now at 100%, with multiple client implementations live in 4Q.
- Indonesia rebounded from a softer 3Q, ending the year with ~40% growth in monthly revenues from October to December, driven by improved client activity

1Q 2026 Prospects

- Both business continued their strong momentum in Jan 26.
- Sales pipeline and conversion for both countries remain strong.
- Another area of focus will be driving cross-sell into existing clients, supporting revenue diversification

Performance by Product

Figures RM'mil
(Revenue)

	1Q 2025	2Q 2025	3Q 2025	4Q 2025	YTD FY25
Credit Reports	17.5	18.4	20.1	19.4	75.4
Business Info	25.1	23.9	24.5	27.2	100.7
Analytics	30.2	32.9	34.8	37.4	135.3
Identity & Fraud	3.3	3.8	3.6	4.0	14.7
TOTAL	76.1	79.0	83.0	88.0	326.1

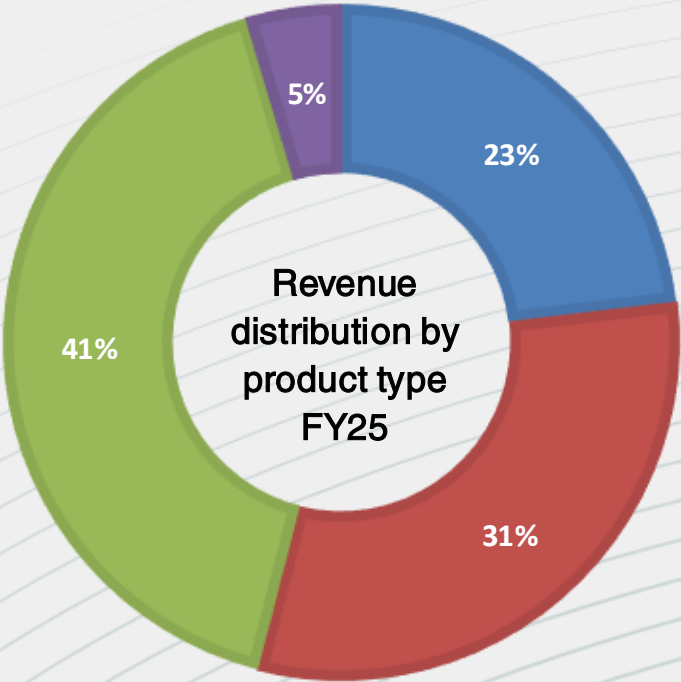


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Financial Highlights – Q4 2025

(RM' Million)	4Q 2024	3Q 2025	Reported	Normalised	
			4Q 2025	QoQ	
Revenue	76.8	83.0	88.0	88.0	6.0%
GP	56.3	55.7	59.7	59.7	7.1%
(-)					
Other income/ (expenses)	1.5	0.0	17.7	-0.2	
Selling & Marketing Expenses	-12.4	-12.3	-12.6	-12.6	2.2%
Administrative Expenses	-21.2	-22.9	-30.9	-28.5	24.5%
Finance Income	0.0	0.1	0.0	0.0	-80.0%
Finance Cost	-2.6	-2.5	-1.9	- 1.9	-25%
Share of Profit of Associates	10.5	8.2	16.4	13.7	67.6%
PBT	32.2	26.4	48.4	30.6	15.8%
(-)Tax Expenses	-0.8	-1.9	-4.0	-4.0	111.8%
PAT	32.4	24.6	44.4	26.1	7.9%
(-) Minority Interest	0.0	-0.1	-0.1	-0.1	
PATAMI	32.4	24.7	44.6	-	
NORMALISED PATAMI	32.1	25.0	-	26.2	4.8%

QoQ revenue growth mainly due to International revenue rose 38% QoQ in Q4 and revenue uplift in commercial bulk data sales

EIS disposal, net of applicable taxes and transaction-related costs.

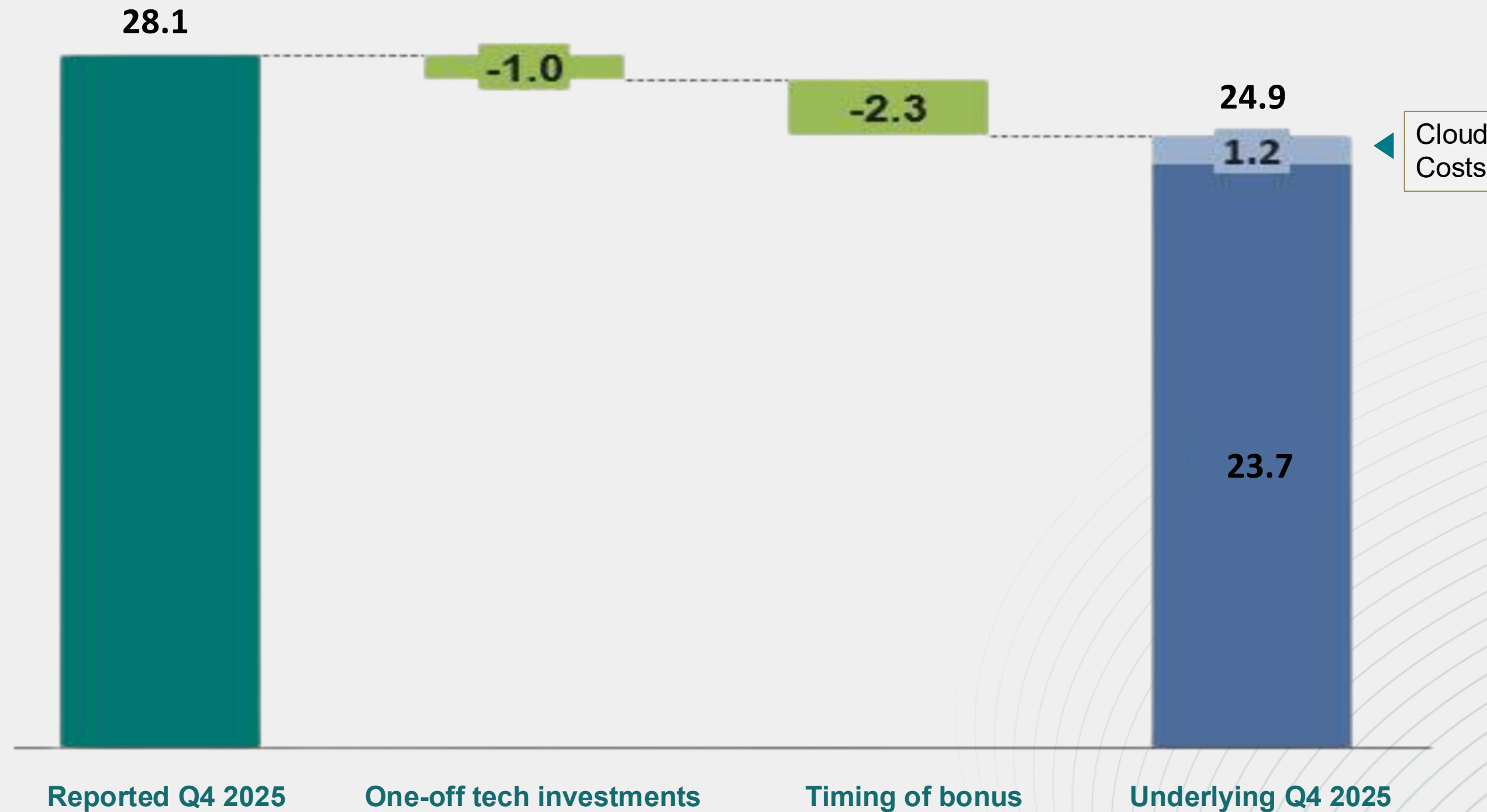
QoQ increase was driven one-off technology investments and timing in expense recognition, including cost increases associated with recurring cloud infrastructure upgrades.

QoQ increased mainly due to gain from RAM and JurisTech

Q4 includes higher tax expense due to bulk data sales from Commercial that does not enjoy tax exemption

(RM' Million)	4Q 2024	4Q 2025
Impairment of computer software	-	2.7
Non-recurring items arising from share of profits of associate	-	- 2.7
Gain of disposal of investment in associate	-	- 17.9
Right sizing exercise cost	-	0.2
Share Based Payment expenses	0.4	0.6
Total	0.4	- 17.1

Unpacking Q4 Underlying Admin expenses



Financial Highlights – 12M 2025

(RM' Million)	12M 2024	Reported	Normalised	
		12M 2025		YoY
Revenue	304.9	326.1	326.1	+7%
GP	221.1	221.5	221.5	+0.2%
(-)				
Other income/ (expenses)	1.0	18.0	0.1	+90%
Selling & Marketing Expenses	-45.1	-54.0	-54.0	+19.5%
Administrative Expenses	-85.3	-100.3	-97.6	+14.3%
Finance Income	0.2	0.3	0.3	+50%
Finance Cost	-10.0	-9.6	-9.6	-4%
Share of Profit of Associates	30.6	36.3	33.6	+25.4%
PBT	112.5	112.2	94.4	-12.1%
(-)Tax Expenses	-6.6	-8.0	-8.0	+21.2%
PAT	105.9	104.4	86.5	-18.3%
(-) Minority Interest	-0.4	-0.5	-0.5	+25%
PATAMI	106.3	104.9	-	-18.2%
NORMALISED PATAMI	107.5	-	88.1	-18.1%

Revenue growth mainly due to improvement across all customer segments

EIS disposal, net of applicable taxes and transaction-related costs.

Expenses increased due to higher investment in customer acquisition initiatives and activities

Cost optimisation efforts in 1H provided us room to reinvest in product and tech talent, and moving into Q4 accelerate our investments in cloud migration

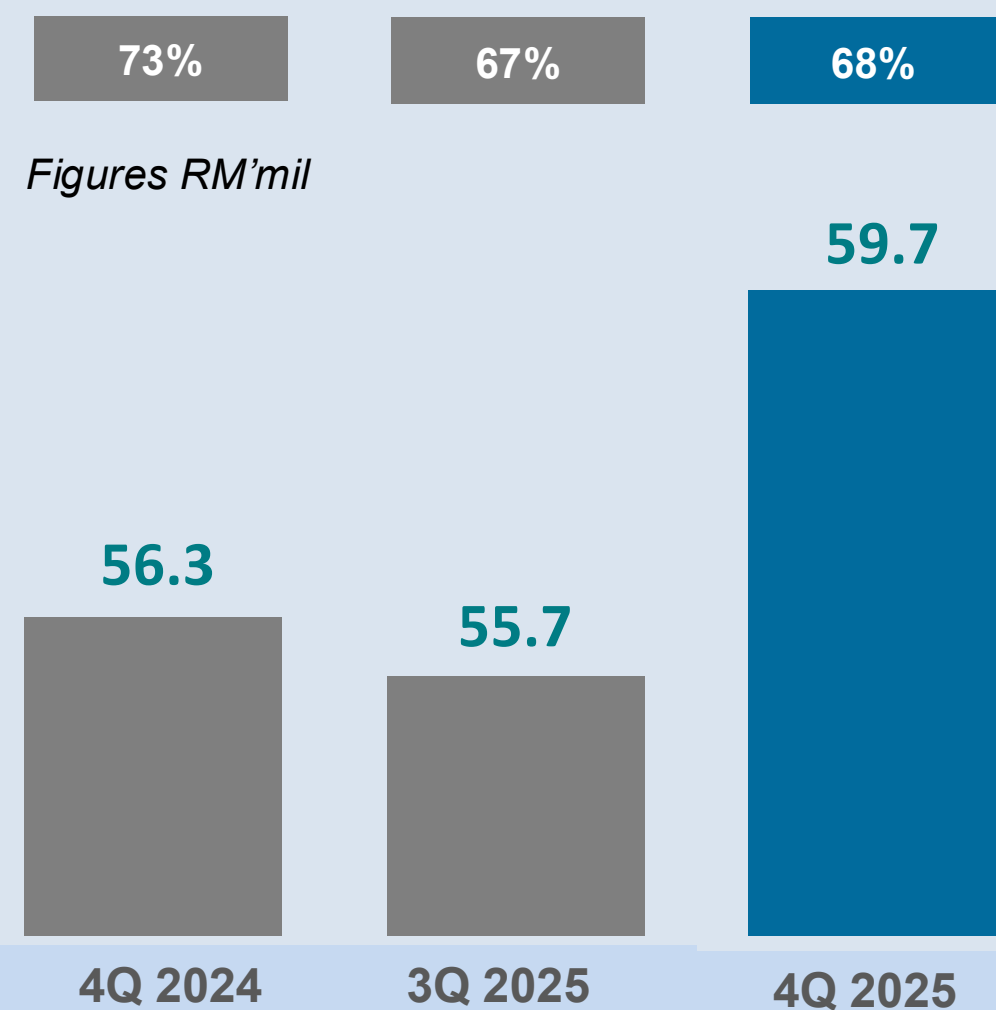
YoY increased mainly due to stronger performance from JurisTech

Higher tax expenses due to deferred tax expenses on CAPEX.

(RM' Million)	12M 2024	12M 2025
Impairment of computer software	-	2.7
Non-recurring items arising from share of profits of associate	-	- 2.7
Gain of disposal of investment in associate	-	- 17.9
Right sizing exercise cost	-	1.0
Share Based Payment expenses	1.2	0.9
Total	1.2	- 16

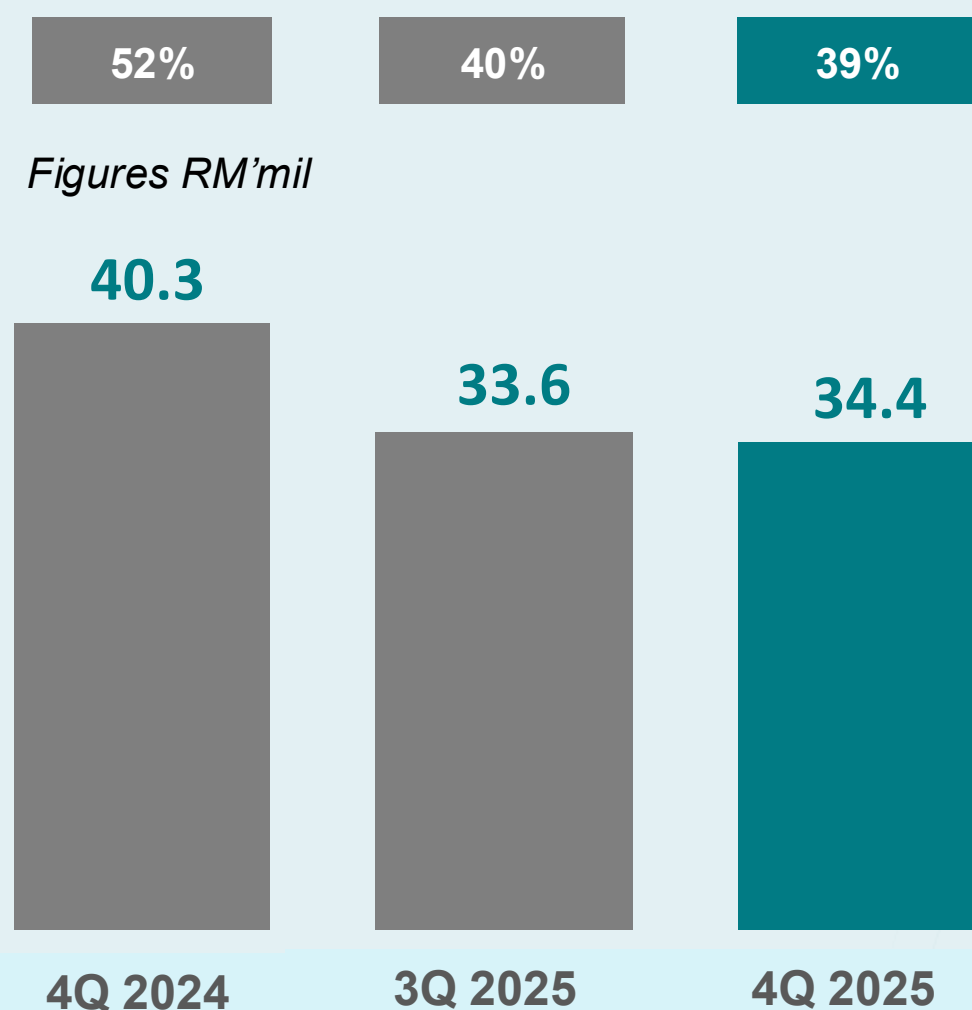
Profitability Trends

GP (RM' MIL) & MARGIN (%)



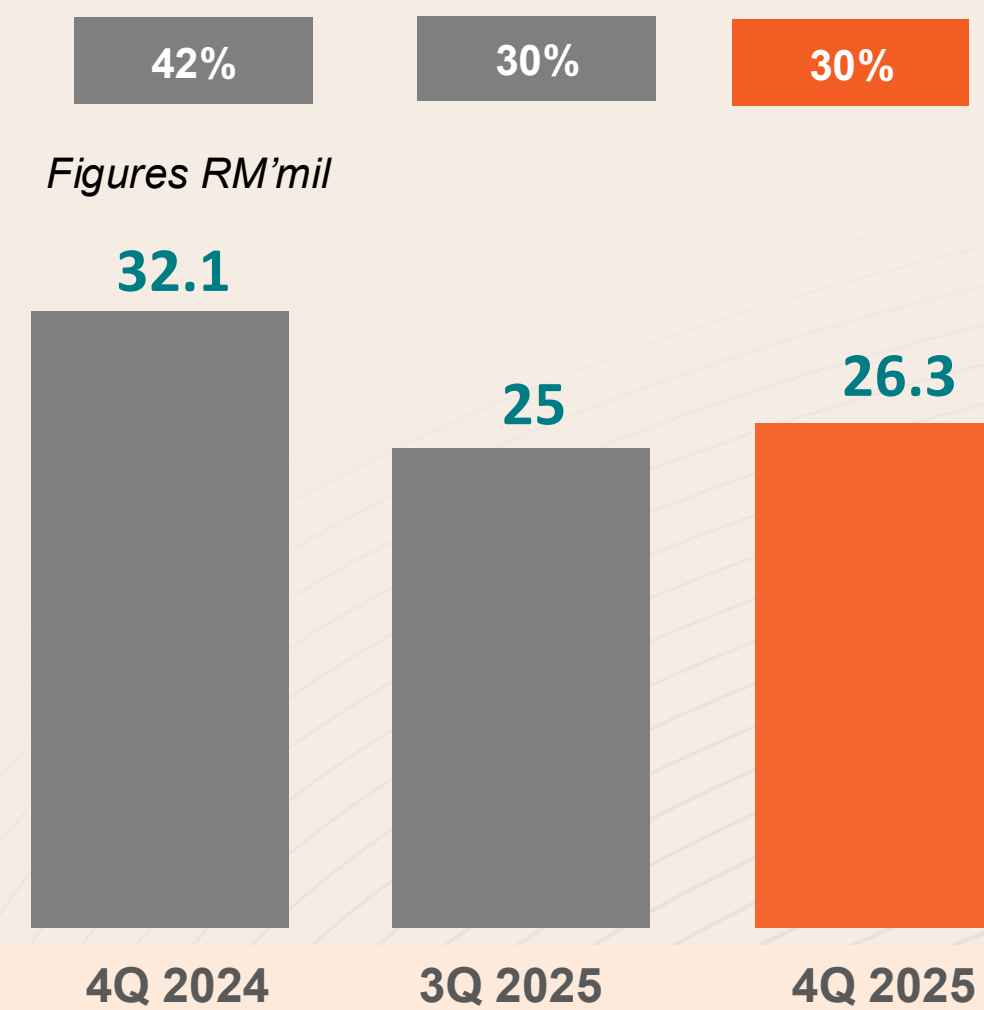
- ◆ Gross profit margin improved to 68% in Q4
- ◆ Stronger margins from higher mix from Commercial bulk data sales

NORM. EBITDA (RM' MIL) & MARGIN (%)



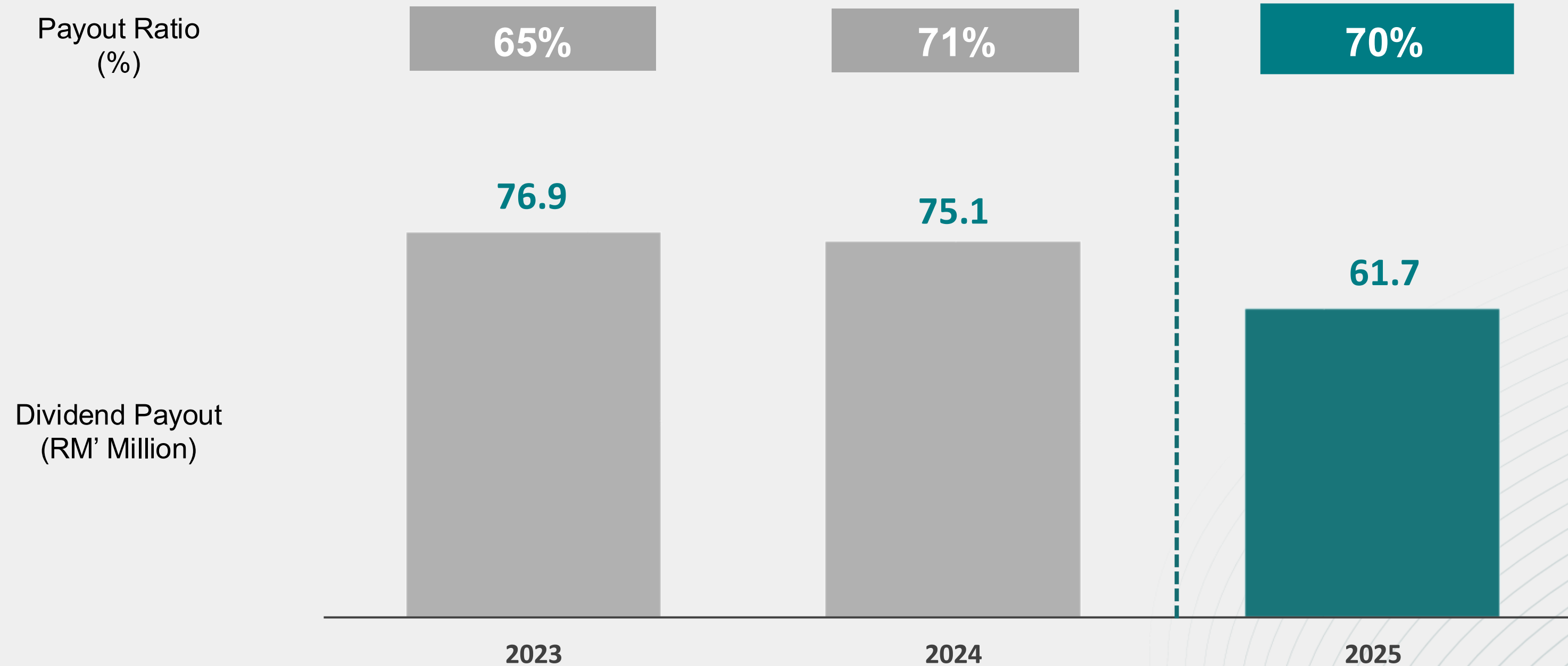
- ◆ QoQ growth due to stronger gross profit and contribution from associates, despite technology investments and cloud infrastructure upgrades
- ◆ EBITDA margin was higher in 4Q 2024 due to lower administrative expenses

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



- ◆ Normalised PATAMI margin improved QoQ
- ◆ Higher 4Q 2024 PATAMI margin due to higher pretax profit and lower tax expenses in 4Q 2024

Dividend Payout



- ◆ 4th interim dividend of 0.86 sen per share, payable on 28 April 2026
- ◆ 4Q 2025 dividend payout ratio of 70%

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Associate Companies

▲ +7% QoQ
▲ 42.6% YoY

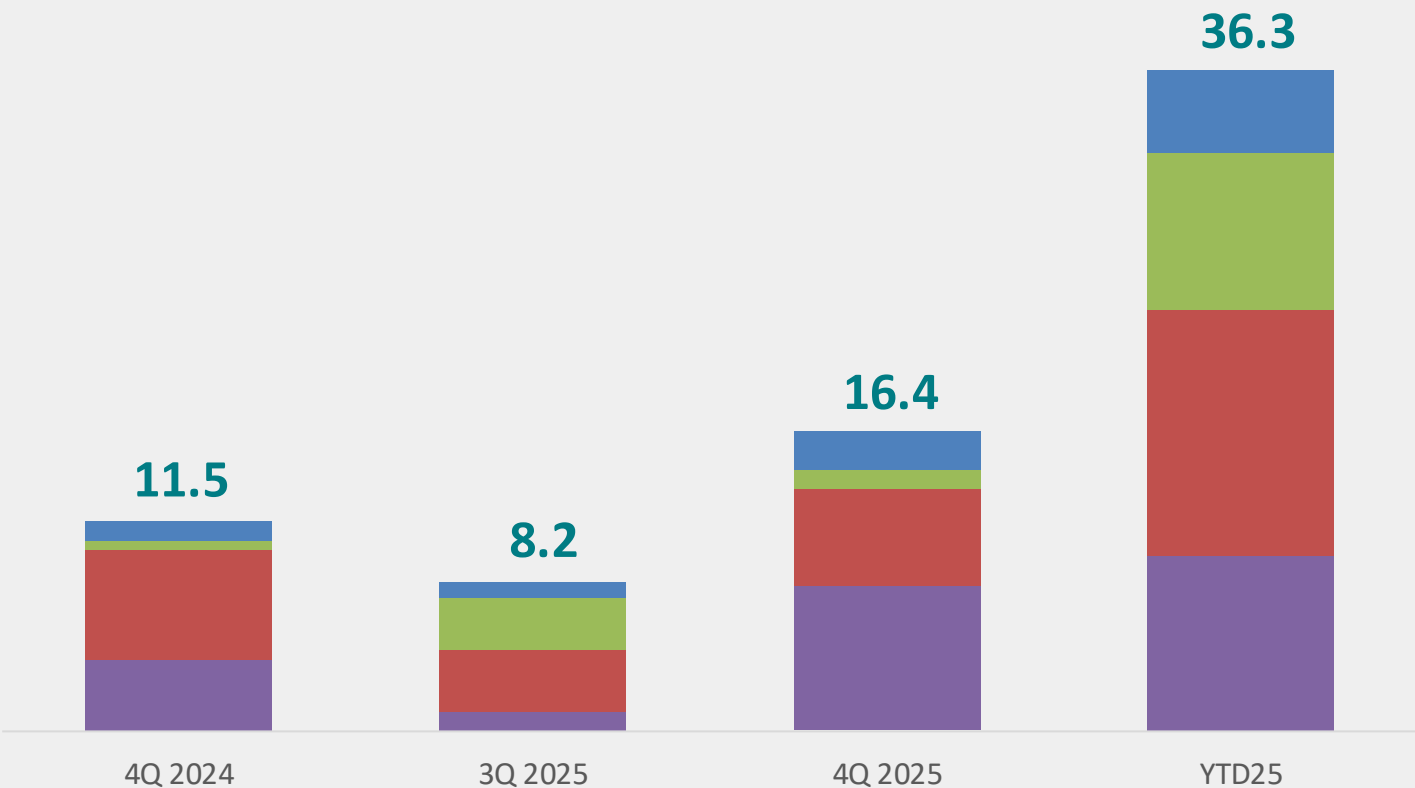
Share of Associates' Profit
(RM' Million)

Experian

BOL

JurisTech

RAM



RAM 57.675%

Market leader in bond credit ratings in Malaysia

Juristech 49%

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

BOL 24.825%

Market leader in business information in Thailand

experian 26%

Experian Information Services (Malaysia) Sdn Bhd

Experian

Disposal aligns with CTOS's portfolio optimisation strategy, allowing capital reallocation towards core businesses and priority growth initiatives.

JURISTECH

JurisTech delivered strong and sustained earnings momentum, contributing over RM5.3m in the quarter

RAM

Increase in RAM contribution reflected one-off disposal-related and restructuring gains.

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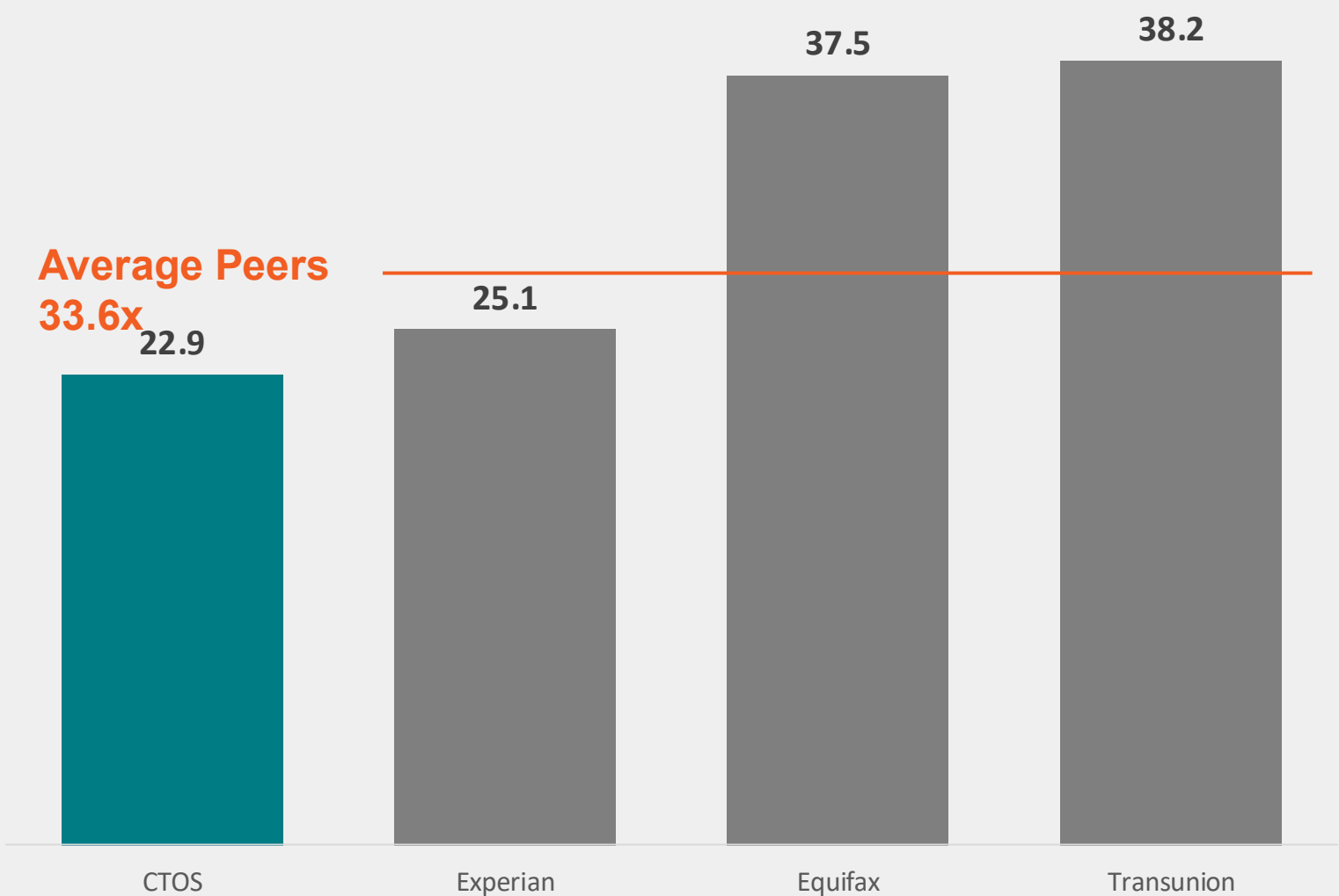
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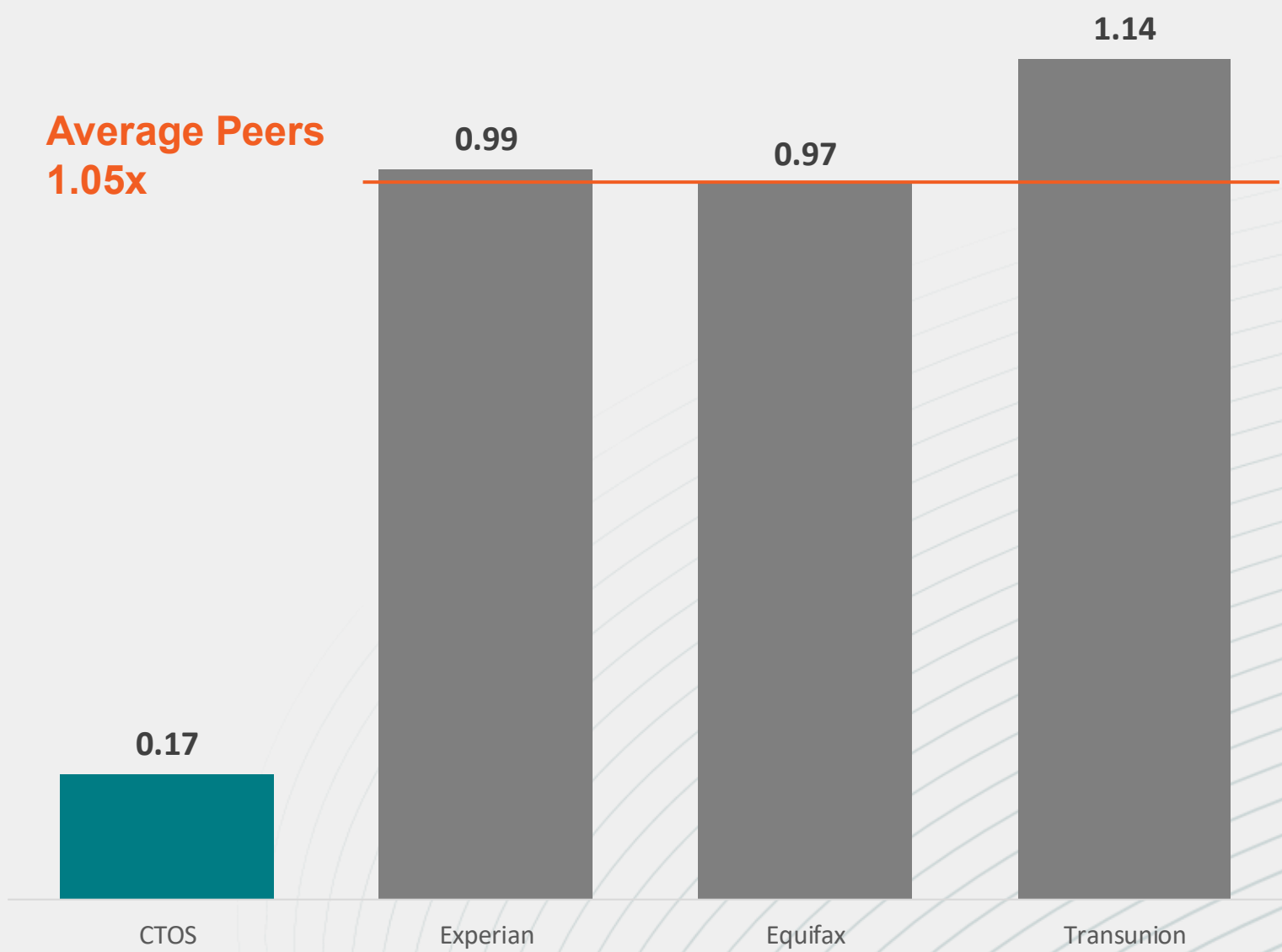
Peers' Comparison and Targets

Peers' Comparison

LTM PE (x)



GROSS GEARING (x)



Source: Company
(1) CTOS calculation using market cap as of 22nd October divided by LTM NPATMI, including 4Q25 results
(2) CTOS' gearing is computed as at 29 January 2025

Financial Targets

Internal Management Target

Actuals

Audited FY2024

FY2025

FY2025



RM305m

RM315m – 325M

RM326.1



RM139m

RM110m – 120M

RM136.1



RM107m

RM85m – 90M

RM88.1

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

Priorities for FY26

Key Accounts



- Grow Corporates segment, focusing on compliance solutions
- Push new products in fraud, income and credit validation

Commercial



- Continue with customer acquisition
- Grow ARPU through enhanced features in monitoring and recovery

D2C



- New partnerships
- New mobile app and website
- New products

International



- Customer acquisitions
- Cross sell of other telco products
- New products

Opex



- Automation and productivity

Investments



- Infrastructure modernisation
- Application modernisation
- Expanded use of Ai

Thank you

Financial Results 3Q FY2025

