



TBN Corporation Plc.

Opportunity Day
27th September 2023

#YourTrustedDigitalSolutionsPartner

AGENDA

- 1. TBN's Business Overview**
- 2. Q2 2023 Financial Review**
- 3. Going Forward**

TBN's Business Overview

Who is TBN?



Our Vision

“To be the leader in delivering total digital solutions to enterprises in South East Asia”



- **Leading regional low-code solution provider** with more than 15 years of experience
- Provides one-stop digital solutions with the **most experienced low-code workforce** in APAC
- Offers both **low-code and high-code development** to complete end-to-end digital transformation solutions

TBN's recent awards and events



TBN signs MOU with DEPA to foster and enhance Thailand's Digital Workforce, with a Strategic Focus on Low-Code / No-Code Proficiency

TBN wins Top MENDIX Partner Award - presented at the Siemens Asia Pacific Executive Partner Forum (APEPF) 2023



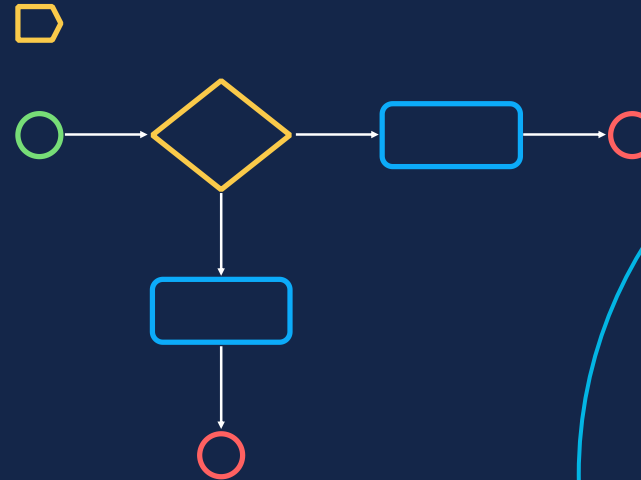
TBN joins "AWS Cloud Day Thailand 2023" and "Techsauce Global Summit 2023" (Siemens as Platinum sponsor)

What is MENDIX Low-Code?

What people think coding looks like



What coding also looks like



- Easy drag and drop functions
- Develop apps 6-10x faster
- Facilitates change in code for Agile development

Accelerate Digitalization and Transformation in the organization



Accelerate New Products/Services



Reduce IT cost



Improve Developer productivity



mx File Edit View Project Run Version Control Language Help Lato (Main line) - 9.X

App Explorer Home_Dashboard [Main] x

Search... Add widget... Add building block... Show styles Structure mode Design mode 100%

App 'MLKit'
System
MyFirstModule
Domain Model
Security
Images
Home_Dashboard
Microflow

Dashboard

Inventory Products Sales Orders

Data Hub Properties Toolbox Connector

Widgets Building blocks

Pageheader image with back Pageheader image with controls

Lists

- List double line
- List single line
- List with image
- List item double line
- List item single line
- List item with image

Cards

- Card
- Card action
- Card action with image
- Card background
- Card with image

Forms

- Form horizontal
- Form horizontal with action

Ready English, United States (default)

Example app: screen example (1)



Have you already filled in your Time Sheet this week? Spend 5 minutes to check them out! ✕

Katherine Suwannamethee
Developer

Welcome to TBN PM
It's Thursday, 16 December 2021

Announcement :
Est corrupti tenetur minima iure odit. Nobis consequatur modi totam numquam suscipit. Voluptatibus alias sunt ea minima tempore molestias reprehenderit. Commodo 12 - 15 DEC 2021 provident assumenda laboriosam. For short message. Less than 300 English characters recommended.

My Daily Tasks

- Assigned Issues
- Leave
- Time Sheet
- Expense

Quick Shortcuts
Custom your own quick shortcuts by adding your favorite menus

- Add Task on Timesheet
- Add Issue in Project
- Request Expense
- Select menu

Assigned Projects [View all projects](#)

Client Code	Project Code	Project Name
KTC	MDW	Middleware System
TBN	PM	Project Management
TIC	TIC2020001	Agent Platform
TLI	TLI2020001	Mobile Application for Group Life Employee Benefit
FWD	FWD2018001	Flexi-EB

Remaining Leave Quota

- Sick: 26/30
- Annual: 13/13
- Personal: 3/6
- Special: 0 used
- Without pay: 0 used

[View Detail](#)
[New Request Leave](#)

House Rule Documents
View and download latest document

- 211216_PR Template_Updated [Download](#)
- 211210_PR_Sample_Doc [Download](#)
- 211205_PR_Filling_Form_2022 [Download](#)

[View More](#)

Example app: screen example (2)

Approve expense request

Employee Code: PP_SeniorSA Employee: PP_SeniorSAfull

Requested date: 11 Jan 2022 17:08

Expenses

Date	Client	Project	Expense type	Description	Amount	Remarks	Attachment
08/01/2022	PP_CLIENT1	PP_PJ01	ค่าอาหาร	ค่าอาหารย้อนหลัง	2,000.00	Cash	
Total Amount					2,000.00	Baht	

Approval information

Status: **Wait to pre-approval**

Pre-Approved by	Pre-Approved date	Approved by	Approved date

Reject reason	Rejected by	Rejected date

Example app: screen example (3)



Leave calendar

Calendar | Leave Records | Leave Quota

September 2023

today | day | week | month

Mon	Tue	Wed	Thu	Fri	Sat	Sun
28	29 PP_PL01	30	31	01	02	03
04	05	06	07	08	09	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	01

Description

- Sick
- Personal
- Annual
- Special
- Without pay
- Holiday

Remain Leave Quota

- Sick: 1/30
- Annual: 0/13
- Personal: 0/6
- Special: 0 used
- Without pay: 0 used

[View Detail](#)

[New Request Leave](#)

Example app: screen example (4)



Approve timesheet

Week: 04 Sep - 10 Sep 2023 Employee: PP_PL001_full User role: Project leader

[Reject](#) [Approve](#)

[Timesheet dashboard](#) [Timesheet overview](#)

Task	Mon, 04	Tue, 05	Wed, 06	Thu, 07	Fri, 08	Sat, 09	Sun, 10	Total
	8.00	8.00	8.00	8.00	8.00	0.00	0.00	40.00
Leave	-	-	-	8.00	-	-	-	8.00
GEN-GEN1-Test gen - available	8.00	-	4.00	-	-	-	-	12.00
GEN-GEN1-Test gen - meeting	-	8.00	-	-	8.00	-	-	16.00
GEN-TEST02-Test dashboard add issue	-	-	4.00	-	-	-	-	4.00

Approval information

Status: Wait to approval

Pre-Approved by	Pre-Approved date	Approved by	Approved date
Reject reason	Rejected by	Rejected date	

[Close](#)

TBN and MENDIX leveraging the power of AI

AI ASSISTED DEVELOPMENT


 Logic Bot

 Best Practice Bot

 Data Validation Bot

GENERATIVE AI (ROADMAP)

 Mendix Chat

 Domain Specific Language

AI ENHANCED APPLICATIONS

 ML Kit

TBN's uniqueness

+150

Mx Developers

+1K

Apps built

1.5%

Mendix License
churn rate over
past 3 years

>34%

Same customer
revenue growth



Banking & Finance

- Loan origination system
- Contact center automation
- Core Banking integration
- Back-office workflow automation
- Corporate portal



Retail

- Supplier Portal
- Customer/Supplier Onboarding
- eCommerce
- Stock transfer
- Workflow automation



Manufacturing

- New product development
- MES automation
- Sales order
- BOM management
- IoT solution



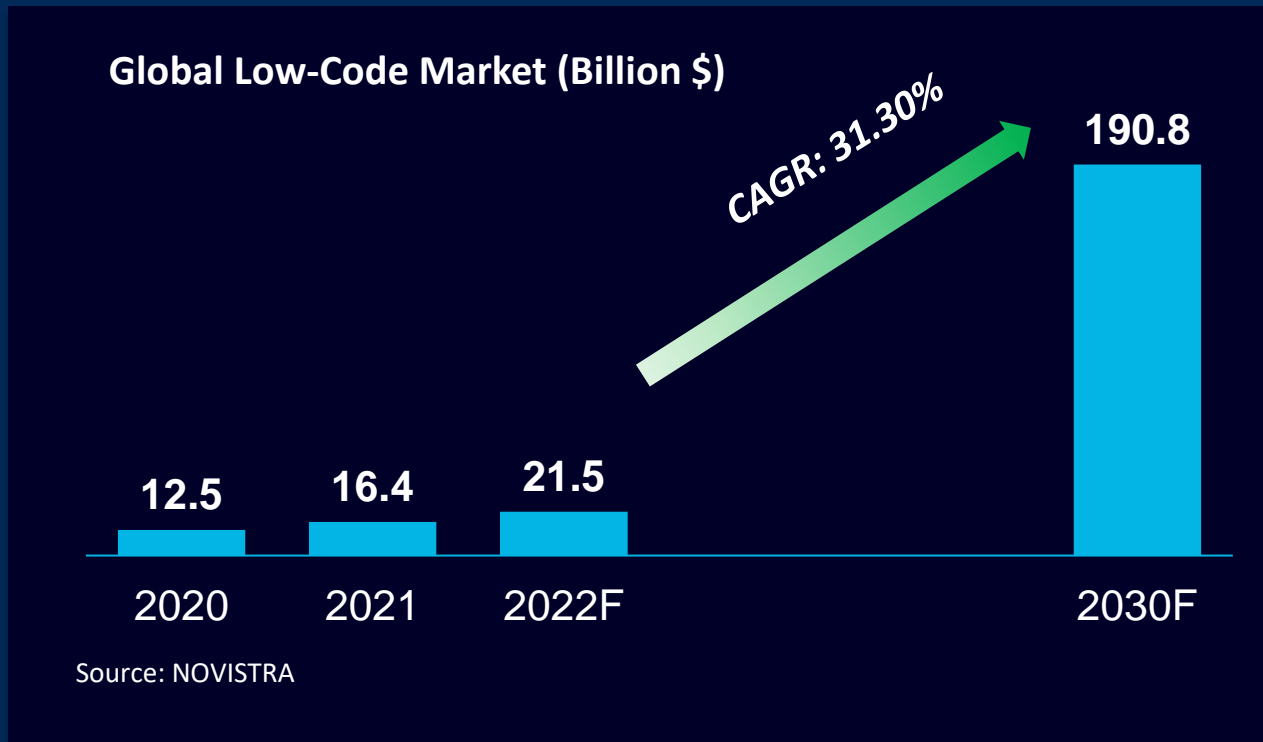
Insurance

- Agent Platform
- eCommerce
- Group Core Insurance
- Customer portal
- Underwriting and Claim

TBN is well-positioned in this high growth Industry

Low-Code Market Trends

Beyond Europe and the US, it is projected that low-code platform will grow and broaden its scope to include a variety of other regions.



40%

Low-code/No-Code Developers to represent 40% of total developer population by 2027 – Novistra.

Thailand digital services and software Trends

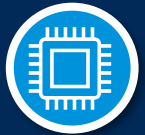
Total revenue to the digital services and software industry is forecast to grow at an average annual rate of 19.0-20.0% over 2023-2025.

Source: Krungsri

Our Services



Digital Solution and Technical Consultancy



1. Digital Solution Services

Software/ Application development services and digital solutions to customer needs



2. Technical Consultancy Services

Technical consultancy service for clients

Technology Maintenance, Licensing and Cloud



3. MENDIX License

MENDIX license subscription to

- Clients that have solutions developed by TBN
- Clients that use MENDIX as a platform



4. Cloud Service

Cloud infrastructure and cloud managed services to complement digital solution services.



5. Technical Support and Maintenance

Technical support and system maintenance services as after-sales service

 **Recurring Income**

Experienced Board of Directors and Management team



Soontorn Dentham

Chairman/ Audit committee/ Independent Director
Founder and CEO of Humanica



Sam Tanskul

Audit Committee/ Independent Director
MD of Krungsri Finovate



Wirawat Panthawangkun

Audit Committee/ Independent Director
CEO of U-Tapao International Aviation



Terdpong Honghiranrueng, Ph.D

Director
Co-founder of TBN, 25-year IT industry veteran



Panayu Sirikrachangsri

CEO/ Director
Co-founder of TBN, founding team at MENDIX



Narisra Limtanakool, Ph.D

COO/ Director
Co-founder of TBN, 20 year veteran in sales and operations



Thipat Sundrarajun

CIO/ Director
Co-founder of TBN, Background in Banking and Sales



Kanittha Srisawat

Chief Financial Officer
Ex-Auditor at renowned Audit firm in Thailand



Juraporn Prasertlap

Chief Digital Solution Officer
Over 25 years experience in Digital Solutions at MNCs

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Q2 2023 Financial Performance



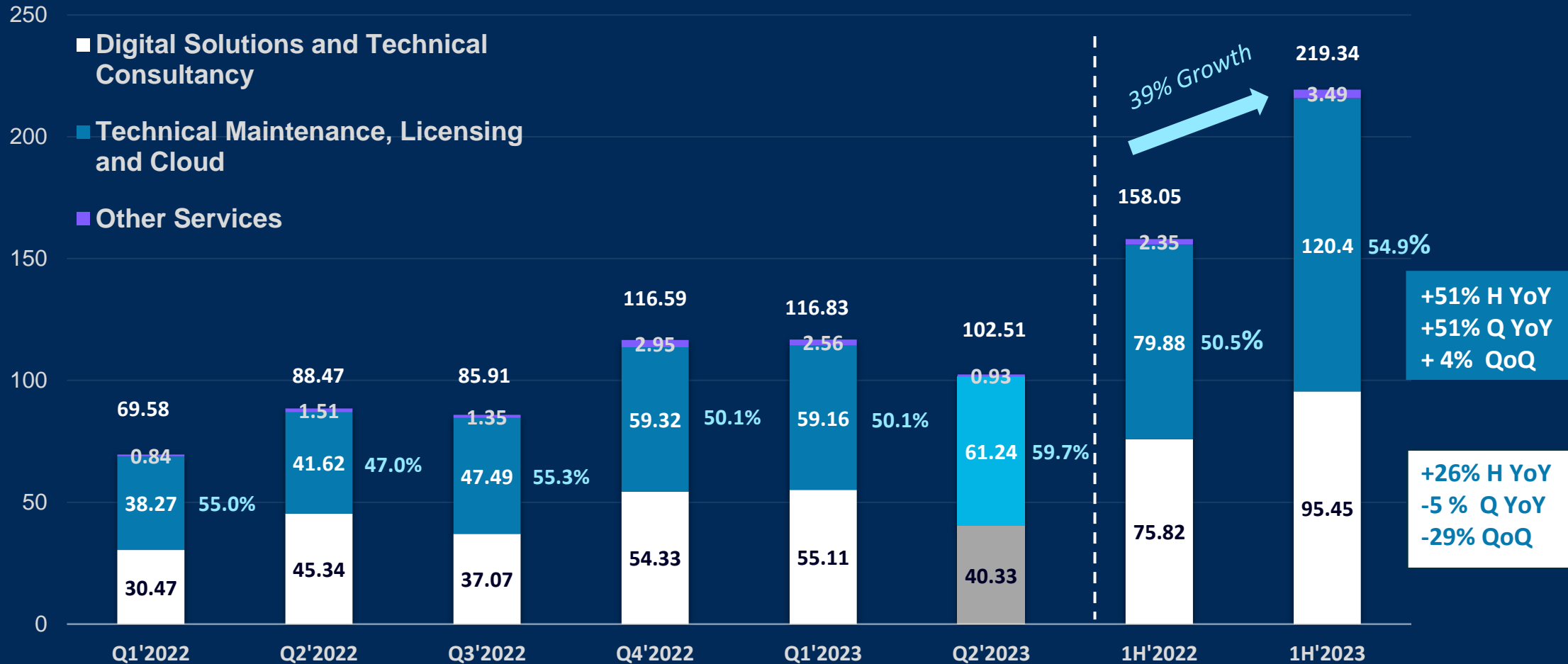
Unit : Million Thb

	1H'23	1H'22	% Change H YoY	Q2'23	Q2'22	% Change Q YoY	Q2'23	Q1'23	% Change QoQ
Total Revenue	219.34	158.05	38.8%	102.51	88.47	15.9%	102.51	116.83	-12.3%
Gross Profit	83.09	50.22	65.5%	33.87	29.88	13.4%	33.87	49.22	-31.2%
Net Profit Before Tax	48.88	24.48	99.7%	15.49	15.42	0.5%	15.49	33.39	-53.6%
Net Profit	38.38	19.35	98.3%	12.40	12.19	1.7%	12.40	25.98	-52.3%

Q2 2023 Financial Performance

Revenue

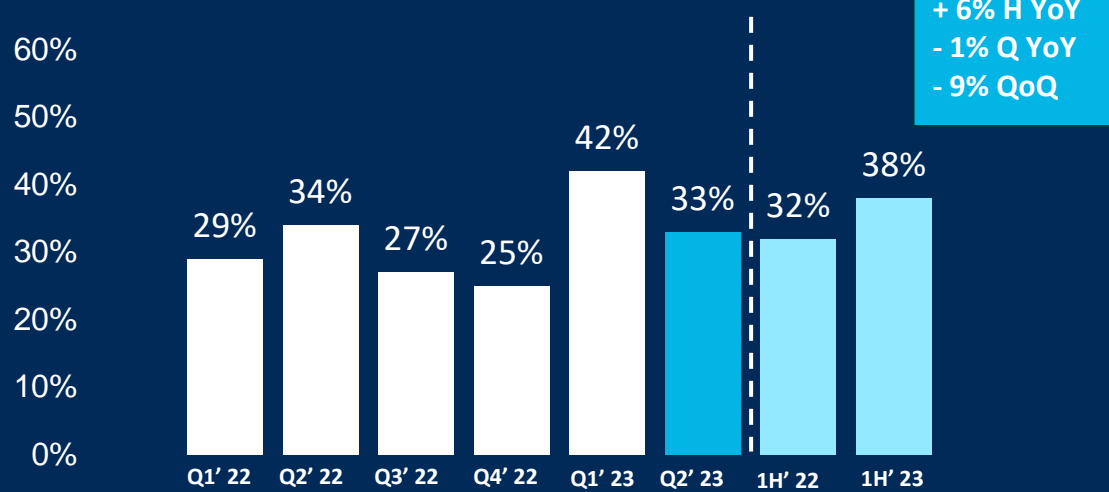
Unit : Million Thb



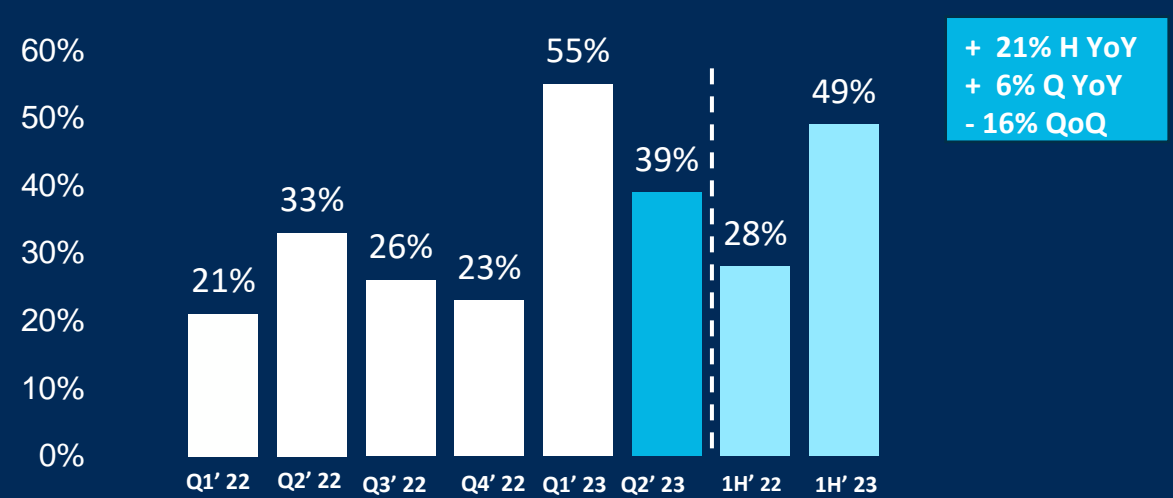
* Recurring Income

Q2 2023 Financial Performance

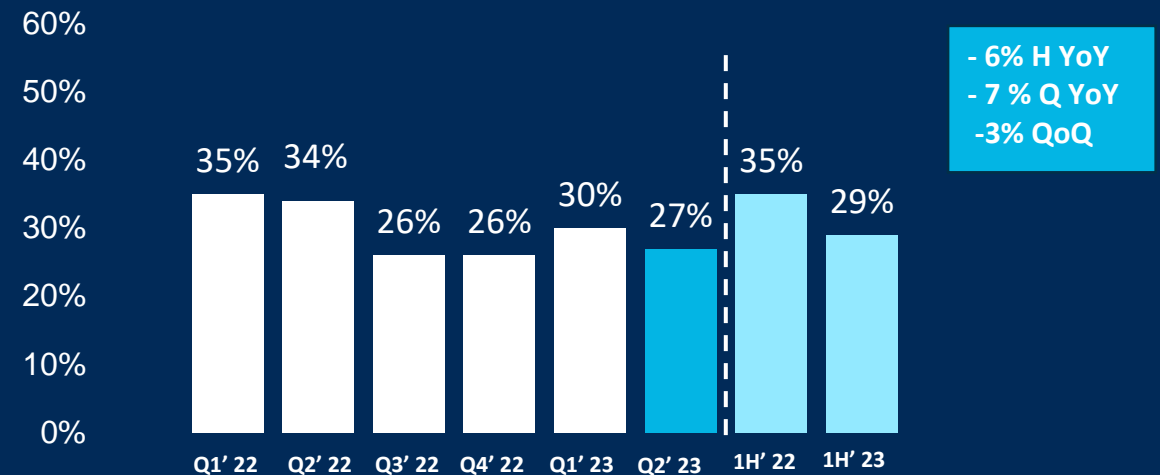
Overall Gross Profit



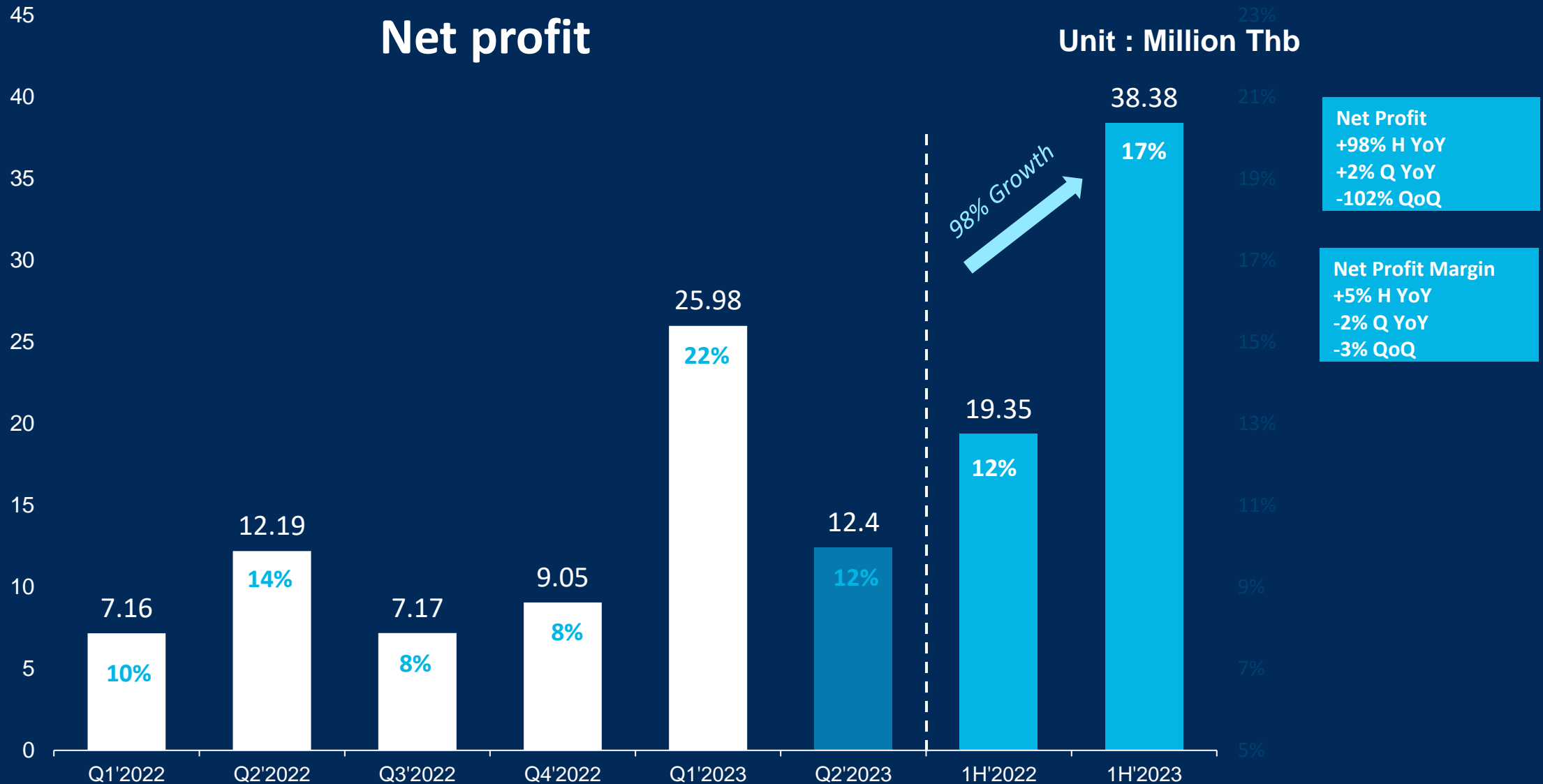
1 : Digital Solution and Technical Consultancy



2 : Technical Maintenance, Licensing and Cloud



Q2 2023 Financial Performance



* Net profit margin

Q2 2023 Financial position



(Unit : Million Thb)	As of 30 June	As of 31 Dec	Change increase (decrease)	
	2023	2022	Amount	Amount
Total Assets	645.11	270.59	374.52	138%
Total Liabilities	176.92	193.85	(16.83)	(9%)
Total Shareholders' equity	468.35	76.75	391.60	510%

Asset increased from IPO cash, accrued income and accounts receivable.

Liabilities decreased from payback of short-term loans

Shareholders' equity increased through share premium and total comprehensive income.

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Tax incentives from BOI

Revenue Type:

**Software
Development and
Maintenance
Services**

**Tax Exemption
time period**

8 Years

**Expected to gain
full benefit in**

**2H '24
Onwards**

**Expected
effective tax rate**

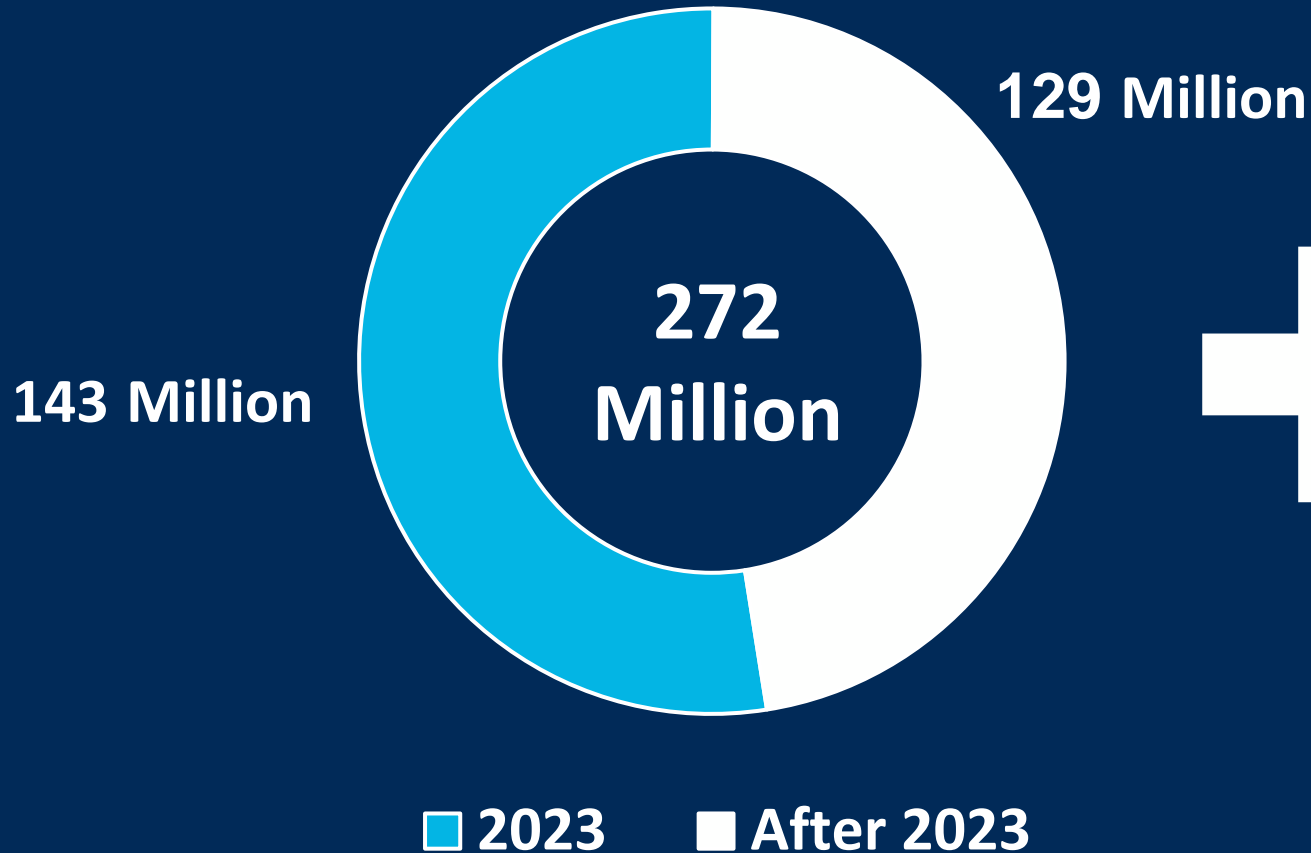
11%

* BOI approved TBN's tax incentive program in June 2023

Backlog

Sales Backlog as of 30 June 2023

Unit : Thb



478 Million
worth of projects
following in
pipeline*

* Not including recurring income

Growth Strategies

1. Service upgrades

- Upsell opportunities with established blue-chip clientele to optimize business operations

2. Expansion into new markets and new clients

- Expansion to manufacturing industry together with Siemens
- Approach large enterprises to use Mendix as strategic platform using existing IT workforce

3. Total Digital solutions provider

- Expand new platform and technologies to existing clientele that synergize with our existing core business



4. TBN Mendix Academy

- Develop high-skilled MENDIX resources for TBN, partners, and focus on outsourcing technical personnel to domestic and international clients

6. Product development & templated solutions

- Develop industry-based products/ templated solutions by using MENDIX platform to accelerate business growth

5. Expand platform sales through partnerships

- Expand distribution channels for Mendix Platform through partnerships with leading System Integrators (SI) in Thailand

Product development & templatized solutions

TBN has been utilizing our industry expertise knowledge to create “Templatized solutions” for our customers in the BFSI industry



Upcoming:

- Insurance broker platform is planned to release Q4-2023
- 4-5 more templated solutions coming in 2024

**x2 faster
delivery**

Contact

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