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## **AWANTEC Q3FY2022 SUSTAINS PROFITABILITY FROM BETTER PERFORMANCE OF TALENT SEGMENT & PIVOT TO CLOUD SPACE**

**Cyberjaya, 27 May 2022** – AwanBiru Technology Berhad (**Awantec** or the Group), a leading Technology and Talent Digitalization Enabler, today reported its third quarter (Q3) results for the financial year ended 30 June 2022 (FY2022) to Bursa Malaysia Securities Berhad.

The Group is profitable for a second consecutive quarter reflecting the continued positive responses from clients towards its cloud offerings as well as improvements on its Talent segment. The Group recorded a lower revenue of RM13.3 mil and profit before tax (PBT) of RM0.3 mil for Q3 FY 2022 compared to RM28.5 mil and RM1.0 mil respectively in Q3 FY 2021. The decrease is mainly attributable to the expiry of the Master Licensing Agreement but has been compensated primarily by further gains in their Cloud and talent business.

For the 9 months cumulative Year To Date (YTD), the Group's Software & Services segment recorded a higher PBT of RM12.4 million in YTD Q3 FY2022 compared to RM11.3 million in YTD Q3 FY2021 despite the revenue dipping from RM96.5 million in YTD Q3 FY2021 to RM70.1 million in YTD Q3 FY2022. This reflected the improved margins from cloud services as well as additional sales incentives.

The Group's Talent segment showed increase in revenue from RM5.4 million in YTD Q3 FY2021 to RM8.1 million in YTD Q3 FY2022 resulting in a higher PBT of RM0.4 million in YTD Q3 FY2022 as compared to a loss before taxation of RM1.8 million in YTD Q3 FY2021. The growth in the Talent segment was mainly boosted by the Selangor Kerjaya Program.

"We remain confident that since our pivot to the cloud, our year-on-year revenue and core operating profits will continue to show improvements as business is picking up momentum in both our Software & Services and Talent segments.", said CEO, Rezal Rahman.

### **Business updates and moving forward**

Several notable developments include a recent Cloud Framework Agreement ("CFA") signed between MAMPU, GOOGLE CLOUD and Awantec on 13 May 2022. This is in line with Awantec's appointment as the Google exclusive Managed Service Provider ("MSP") to the Government of Malaysia to support government agencies with Google Cloud Platform Products such as AI and Machine Learning, Compute, Storage, and Workspace, and Services such as Data Analytics, Cloud Migration and Cloud-based Systems Integration.



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In addition, Awantec has been designated as a Google Authorised Training Partner (“ATP”) starting June 2022. As an ATP, Awantec is now able to deliver certified curriculum courses on Google Cloud, enabling Awantec to be a one-stop training center for users from both the public and private sectors as well as the general public. The ATP team will work alongside the MSP team to provide an end-to-end solution, from implementation through migration and training. This aligns with the Group’s strategy to broaden products and services offerings as well as widen its customer base moving forward.

Other than the positive contributions from the Google partnership, the Group has also recently signed a Memorandum of Collaboration with Planally Sdn Bhd, that provides a dynamic work management platform. “We believe this collaboration will open new doors and markets for both parties. For Awantec, this would mean that we will be able to grow more aggressively in the private sector. As a no-code Software-as-a-Service (SaaS) product, Planally can scale easily to fit the needs of both large GLCs and MNCs as well as smaller SMEs”, commented Rezal.

The Board of Awantec is of the view that the Group is building momentum and is in a good position to capitalize on the market demand for further digitalization, innovative technologies and talent services to spearhead its business growth.

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**About AwanBiru Technology Berhad (AWANTEC) [www.awantec.my](http://www.awantec.my)**

Awantec is a leading Technology and Talent Digitalization Enabler providing multi-cloud management services and lifelong learning talent lifecycle services to achieve the digitalization of Malaysia. The Company's core business revolves around the convergence of technology and human talent leveraging the latest technology in collaboration with its global partners including Google, Zoom, Skillsoft, SAP, Adobe, and more. Under its Technology business, Awantec offers a full-suite of Cloud-based products including Infrastructure-as-a-Service (IaaS), Platforms-as-a-Service (PaaS), Software-as-a-Service (SaaS) and Anything-as-a-Service (XaaS). While under its Talent business, Awantec provides holistic talent management services with lifelong learning opportunities to reskill and upskill job seekers and employers that include profiling, training, certification and placement services. Founded in 2003 and listed on the Main Market of Bursa Malaysia in 2011, Awantec is a Syariah Compliant stock and a constituent of the Bursa Malaysia FTSE4GOOD Index since 2014 and winner of the MSWG-ASEAN Corporate Governance Award.

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