ANNEX A: Factsheet for strategic partnerships announced at NCS Impact 2023

NCS has inked seven transformative partnerships with a shared vision to accelerate technological advancement and enable the rapid and secure adoption of emerging innovations.

Aligned with its purpose of advancing communities, these collaborations with leaders in their respective fields, bring to bear its commitment to **partnering with enterprises and governments to create a tomorrow that is safer, empowered and collaborative**. NCS believes that collaboration is key to harnessing technology confidently and addressing growing challenges such as cyber threats, advancing value from Artificial intelligence (AI), building trust in the digital space, and driving sustainability.

MAKE TOMORROW SAFER – CREATING ADVANCED CYBERSECURITY SOLUTIONS

1. Partnership with Mandiant to secure enterprises' digital infrastructure with end-to-end comprehensive cybersecurity capabilities and services, specifically in the areas of cyber threat intelligence, and governance, risk and compliance (GRC). Additionally, partners will further research and development in Cyber Risk Management in the emerging AI space and provide comprehensive suite of services, such as cyber threat intelligence and governance, risk and compliance (GRC) (refer to **Annex A.1** for partnership details with Mandiant).

2. Partnership with Assurity Trusted Solutions (Assurity) to create a safer digital landscape to explore the provision of solutions to increase email security and other related areas (refer to **Annex A.2** for partnership details with Assurity).

MAKE TOMORROW EMPOWERED – DRIVING AI DEVELOPMENT

3. Partnership with Dell Technologies (Dell) to bring on-premise localised secure Generative AI solutions to enterprises across Asia Pacific and Japan. The partnership offers enterprises significant benefits: control over AI models and data usage, securing data privacy, and elevating workflow automation in key sectors (refer to **Annex A.3** for partnership details with Dell).

4. Partnership with AI Singapore (AISG) to leverage AISG's open-source products and solutions to power NCS' cutting-edge NEXT Gen technologies and deliver tailored AI capabilities in Southeast Asia (refer to **Annex A.4** for partnership details with AISG).

MAKE TOMORROW COLLABORATIVE – PIONEERING NEW SERVICES JOINTLY

5. Partnership with Visa to merge mobility and depersonalised, aggregated transactional data to unlock analytics that reveal insights on both movement and expenditure patterns, pioneering an innovative approach to decision making (refer to **Annex A.5** for partnership details with Visa).

6. Partnership with Singapore Institute of Directors (SID) to transform members' experience in information search and enhance learning through a Generative AI-powered contextual search engine providing answers in directorship and governance using natural language (refer to **Annex A.6** for partnership details with SID).

7. MOU with Globe Group (Globe) to strengthen their current engagement to identify areas of collaboration in digital and information technology, furthering digital aspirations of

telecommunication companies and enterprises in the Philippines (refer to **Annex A.7** for details of MOU with Globe).

More information about NCS Impact 2023 can be found in **Annex A.8**.

Annex A.1

NCS partners Mandiant to deliver cybersecurity capabilities and services backed by deep expertise and experience

1. The NCS and Mandiant's partnership leverages joint deep expertise to secure enterprises' digital infrastructure with end-to-end comprehensive cybersecurity capabilities and services, specifically in the areas of cyber threat intelligence, and governance, risk and compliance (GRC).

2. This partnership with Mandiant is designed to jointly double down on serving clients in the commercial and enterprise sectors, with a shared goal to innovate and provide best-in-class cybersecurity products and services in the age of evolving cyber threats.

3. NCS will collaborate with Mandiant to deliver a comprehensive suite of solutions and services, including Security Validation, Vulnerability Assessment and Penetration Testing (VAPT), Threat Hunting, Digital Forensics and Incident Response (DFIR), Data Protection Impact Assessment, Governance, Risk Management, and Compliance (GRC), and CISO Advisory.

4. In addition, NCS will partner with Mandiant to conduct research and development (R&D) on Generative AI for cybersecurity and explore opportunities to develop solutions for Cyber Risk Management in the emerging AI space.

5. Singapore's cybersecurity market for products and services was worth SG$1.7 billion (US$1.3 billion) in 2021 and has tripled in value since 2015. The market is forecasted to grow by 13.3 percent between 2022 to 2027.[1]

6. This growth is being driven by the increasing adoption of digital technologies by governments and enterprises in Singapore. NCS and Mandiant's partnership will expedite the go-to-market delivery of cybersecurity solutions to meet the rising market demands.

About Mandiant
Mandiant is a recognised leader in dynamic cyber defense, threat intelligence and incident response services. By scaling decades of frontline experience, Mandiant helps organisations to be confident in their readiness to defend against and respond to cyber threats. Mandiant is now part of Google Cloud.

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[1] https://www.trade.gov/market-intelligence/singapore-cybersecurity-market

Annex A.2

NCS announces a joint exploration of a Go-To-Market plan with Assurity Trusted Solutions to enhance cyber resilience for enterprise clients

1. NCS has partnered Assurity Trusted Solutions (Assurity) to explore the adoption and assurance of digital services through end-to-end cybersecurity capabilities and services.

2. This collaboration aims to enhance cyber resilience and improve trust in the digital realm, by increasing the resilience of digital infrastructure.

3. With the proven track records of both Assurity and NCS, this collaboration aims to further elevate the trust and confidence for enterprise clients through joint capabilities in security monitoring and operations.

About Assurity Trusted Solutions

Assurity Trusted Solutions (Assurity) is a wholly-owned subsidiary of Government Technology Agency. Today, Assurity is an accredited Certification Authority under the Electronic Transactions Act 2010 and the authorised provider to the private sector of Singpass APIs and other specified products of the Government Technology Agency to the private sector.

Annex A.3

NCS and Dell Technologies collaborate in APJ-wide partnership to deliver localised and secure Generative AI solutions across the region, including Singapore, Australia, and Southeast Asia

1. NCS and Dell Technologies (Dell) have combined their expertise to revolutionise the Asia Pacific and Japan AI landscape. This collaboration introduces secure and localised Generative AI solutions to enterprises across the region, spanning Singapore, Australia, and Southeast Asia. Together, NCS and Dell empower businesses to confidently embrace and deploy advanced AI tools within a secure on-premise environment.

2. At the heart of this partnership lies a commitment to elevate various industries. NCS will leverage this collaboration to establish cutting-edge hyperlocal conversational AI and computer vision solutions powered by Generative AI. These solutions will play a pivotal role in elevating workflow automation in sectors like telecommunications, finance, healthcare, and government. NCS' expertise, combined with Dell's technological prowess, will reshape how industries operate.

3. Businesses across Asia Pacific and Japan are keen to explore the potential of Generative AI for innovation and expansion. However, concerns regarding cloud-based risks, data privacy, and cost-effectiveness often hinder full-scale adoption. This collaboration directly addresses these concerns by enabling secure, localised implementation of Generative AI solutions. Enterprises can now drive innovation without compromising on data security.

4. Under this partnership, both Dell and NCS play distinct yet complementary roles. Dell brings to the table its cutting-edge full stack technology developed jointly with NVIDIA, providing the foundation for evaluation, trial, and development of Generative AI solutions. Additionally, Dell offers comprehensive training to enhance NCS employees' competency in deploying its Validated Design for Generative AI platform services effectively.

5. NCS will leverage its specialised knowledge to provide Generative AI consultancy and implementation services to customers. Building upon Dell Validated Design for Generative AI platform, NCS will introduce a suite of offerings including Kai Sense (an open video AI platform to automate business operations), Ins8 AI (a hyperlocal automated speech recognition solution) and NEXTgpt (an open multi-modal platform to build and test Generative AI applications quickly). Together, the collaboration addresses a spectrum of use cases, from sophisticated chatbots to proactive campus security video monitoring.

6. Enterprises can engage NCS for a "Quick-Start" AI-acceleration bundle to jumpstart and embark on their Generative-AI journey quickly, with an option to adopt a GPU-as-a-Service offering, leveraging on Dell's APEX Compute program.

<u>About Dell Technologies</u>
Dell Technologies (NYSE: DELL) helps organisations and individuals build their digital future and transform how they work, live and play. The company provides customers with the industry's broadest and most innovative technology and services portfolio for the data era.

Annex A.4

NCS and AI Singapore to empower Southeast Asia with next-generation localised Generative AI solutions

1. NCS and AI Singapore (AISG) are collaborating to provide business executives, industry professionals, and students with advanced Generative AI capabilities, empowering them to leverage innovative, localised solutions and enhance their skills for success in the Southeast Asia region.

2. NCS will leverage AISG's open-source products and solutions to power NCS' NEXT Gen technologies such as Ins8.ai, a hyperlocal automated speech recognition solution. This will revolutionise industry transformation by enabling precise language processing, hyperlocal solutions, and heightened customer experiences.

3. Compared to major Generative AI solutions that are trained on Western-centric data sets, these solutions will incorporate cultural alignment and sensitivities as well as preserve the linguistic nuances and cultural diversity of Southeast Asian languages.

4. This synergy introduces exceptional capabilities, providing AI solutions tailored to local contexts and sensitivities across government and industrial applications in Southeast Asia - Australia.

5. This strategic collaboration positions Southeast Asia as a thriving AI hub that spurs economic and societal evolution and empowers professionals and students with AI upskilling and reskilling by equipping them with vital skills to thrive in the ever-evolving AI landscape and drive future innovation. Through tailored training, the partnership shapes AI leaders of tomorrow.

About AI Singapore
AI Singapore (AISG) is a national programme launched by the National Research Foundation, Singapore (NRF) to catalyse, synergise and boost Singapore's artificial intelligence (AI) capabilities to power our future, digital economy. AISG will also bring together all Singapore-based research institutions and the vibrant ecosystem of AI start-ups and companies developing AI products, to perform use-inspired research, grow the knowledge, create the tools, and develop the talent to power Singapore's AI efforts.

AISG is driven by a government-wide partnership comprising NRF, Smart Nation and Digital Government Office (SNDGO), Infocomm Media Development Authority (IMDA), Economic Development Board (EDB), Enterprise Singapore (ESG), amongst others.

Annex A.5

DataSpark, an NCS subsidiary that provides highly accurate and privacy-centric geospatial mobility data, and Visa merge mobility and depersonalised, aggregated spend data analytics, offering unique insights into visitation and its economic impact for clients

1. In navigating an intricate web of data-driven opportunities and challenges, the partnership between DataSpark (DSpark), an NCS subsidiary that provides highly accurate and privacy-centric geospatial mobility data and Visa integrates two powerful data sets to provide advanced mobility and depersonalised, aggregated spend data analytics, empowering clients with invaluable insights for more informed business decisions and dynamic predictive modeling capabilities.

2. The first-ever merger of DSpark's anonymous mobility insights and Visa's depersonalised, aggregated spend datasets unlocks analytics that reveal both movement and expenditure patterns, providing a privacy-centric distinctive opportunity to assess decisions from profound insights into consumer behaviour. This allows businesses to comprehend consumers' preferences and patterns as well as inform product development and operational strategies more effectively.

3. The collaboration's impact extends to the tourism sector, where it refines understanding of visitor behaviours, inclinations and spending patterns. This allows them to plan resources more effectively, develop more engaging visits through tailored messaging, and optimise marketing and data-driven investment strategies for key destinations. By analysing mobility and spend data, tourism organisations can identify popular destinations and attractions, craft targeted marketing campaigns and foster targeted, efficient resource allocation.

4. Additionally, retail establishments can utilise DSpark's powerful location analytics with Visa's world-leading retail spend metrics to not only understand and serve their customers better, but also analyse international audience consumption patterns to encourage brands to expand into new markets. By using a never-before-possible data-driven approach, business risk is significantly reduced, and strategic location selection can bring new and exciting shopping opportunities to international markets for all to experience.

5. By uncovering groundbreaking insights, this collaboration redefines the potential of data-driven decision-making that enables businesses to determine prime locations, campaign timing, and tailor consumer-specific messages.

About DataSpark
DataSpark is a leader in processing large geo-spatial temporal mobility data to deliver intelligence on people and places by adhering to the highest data privacy standards. Understanding how people move, where they go and what they do enables organisations to strategically outline their plans around where people live, work and play. As a leading provider of mobile data solutions for the telecoms industry, the company offers innovative solutions that optimise the telco's networks, reduce costs, and improve performance. Learn more at www.dsanalytics.com.

About Visa
Visa (NYSE: V) is a world leader in digital payments, facilitating transactions between consumers, merchants, financial institutions and government entities across more than 200 countries and territories. Our mission is to connect the world through the most innovative, convenient, reliable and secure payments network, enabling individuals, businesses and economies to thrive. We believe that economies that include everyone everywhere, uplift everyone everywhere and see access as foundational to the future of money movement. Learn more at www.visa.com.sg.

Annex A.6

NCS and Singapore Institute of Directors collaborate on Generative AI-powered contextual search engine, transforming information access for members

1. NCS and Singapore Institute of Directors (SID) have partnered to develop a prototype for an innovative Generative AI-powered contextual search engine, SIDgpt, aimed at catering to the specific needs of SID members in matters of directorship and governance.

2. Leveraging NCS' cutting-edge Generative AI technologies, the collaboration integrates these tools with SID's extensive knowledge base encompassing articles on best practices, board matters, case studies, and corporate governance guidelines, including those related to the Singapore Company Act and SGX Listing regulations.

3. During the pilot phase, SID members can engage with SIDgpt website to explore various scenarios, analyse case studies, and seek guidance on corporate governance matters. This interactive engagement fosters a deeper understanding of directorship issues and empowers members with personalised and instant knowledge for informed decision-making.

4. The insights garnered from the pilot phase will guide SID in leveraging Generative AI for improved member services. Plans may include devising a sustainable business model to ensure the continued availability of this valuable service to SID members, facilitating data-driven decision-making, as well as supporting continuous learning and professional development in the field of directorship and governance.

About Singapore Institute of Directors
The Singapore Institute of Directors (SID) is Singapore's national association for company directors. Established in 1998, our mission is to transform boards and empower board directors to be champions of good governance. SID works with regulators and partners to serve as the voice for directors and facilitates consultations and feedback sessions on regulatory matters.

In advocating for good governance, SID advances thought leadership and benchmarking research and indices on corporate governance and directorship issues. As secretariat of Climate Governance Singapore, we are at the forefront of efforts to drive climate action on boards.

SID builds competencies and capabilities to enhance boardroom skills of directors for informed decision-making. An accreditation programme serves to set standards for and showcase best practices of good governance. The organisation supports members on their directorship journey with courses, workshops, advanced masterclasses, forum discussions and pit-stops.

SID connects and strengthens the ecosystem with initiatives such as mentoring and networking. Listed public companies, family businesses, startups and nonprofit organisations are part of SID's growing network. The Governance for Good Alliance is an initiative by SID to bring together key stakeholders who help advance SID's vision for every board director to be a champion of good governance. Learn more at www.sid.org.sg.

Annex A.7

NCS and Globe to empower telcos and other enterprises on their digital transformation journey

1. NCS and Globe, a leading digital platform in the Philippines with major holdings in telecommunications, fintech, and healthtech, have inked an MOU that fortifies their current engagement on improving Globe's Enterprise architecture and ICT capabilities.

2. Telcos such as Globe are undergoing a massive transformation in their business models and their services portfolio. This continued engagement advances both companies' shared vision of harnessing technology to bring transformative impact to Telcos and enable them to build the telco of the future with right expertise, and specialised solutions.

3. NCS and Globe will work together on Globe's digital transformation agenda, starting with transforming their Enterprise Architecture from "Telco to digital company with telco assets" for improved operational flexibility, efficiency and time-to-market.

4. With NCS continuing its role as a key solution partner, Globe aims to further the digital aspirations of companies and enterprises in the Philippines that will bring tangible transformative benefits to local communities.

About Globe Group
Globe Telecom, Inc. is a leading digital platform in the Philippines, with major interests in telecommunications, financial technology, digital marketing solutions, venture capital funding for startups, entertainment, and virtual healthcare. The company serves the telecommunications and technology needs of consumers and businesses across an entire suite of products and services including mobile, fixed, broadband, data connectivity, internet and managed services.

In 2019, Globe became a signatory to the United Nations Global Compact, committing to implement universal sustainability principles. Its principals are Ayala Corporation and Singtel, acknowledged industry leaders in the country and in the region. It is listed on the Philippine Stock Exchange under the ticker symbol GLO. For more information, visit www.globe.com.ph. Follow @enjoyglobe on Facebook, Twitter, Instagram and YouTube.

Annex A.8 – NCS Impact 2023

Event: NCS Impact forum 2023
Date: 07 September 2023
Time: 9:30 AM to 4:00 PM
Location: Marina Bay Sands Expo & Convention Centre

The inaugural NCS Impact is a by-invite forum aimed at providing a platform for governments and enterprises to have conversations and exchange ideas on navigating challenges in an increasingly complex world. It also aims to foster collaboration in harnessing technology to advance communities.

Held at Marina Bay Sands Expo & Convention Centre, the forum included close to 50 speakers from private and public organisations, such as Chengtun Mining Group, Dell Technologies, GovTech, Insurance Australia Group, Johnson & Johnson, Microsoft, SAP, SingPost, Temasek Holdings, xFusion and many more. Along the theme of "Asking the Right Questions", the speakers shed light on the impact of the various socio-political, economic, and environmental turbulences, the pivotal role of technology in overcoming challenges, and how organisations can build resilience and trust while unleashing innovation.

NCS Impact forum gathered over 1,000 tech and innovation practitioners and CXOs across Asia Pacific, particularly from Singapore, Australia, China, Hong Kong, and within the Southeast Asia region.

There were four specialised tracks for sharing and dialogues with industry peers on issues that impact government, enterprise sectors, as well as discussions on the rise of platform economy leading to new business models, and the growing importance of sustainability in corporate agendas.

1. **Governments**: With governments beginning to explore and utilise AI, this specialised track highlighted the emerging significance of Generative AI in revolutionising / transforming public services, governance, and citizen engagement. It delved into the implications of AI and how it sets itself apart from previous technological revolutions.

2. **Enterprises**: The captivating world of metaverse and alternate reality is offering new dimensions of customer engagements. This specialised track deep dived into how digital experiences are transcending boundaries to reshape the way enterprises operate and discussed the critical need to establish a robust cybersecurity infrastructure to ensure digital trust in the customer journey.

3. **Platform Economy**: The success of platforms and platform companies has been driven by their ability to leverage partnerships and ecosystem collaborations to make room for entirely new value propositions and ways of looking at customer needs. This specialised track covered how some organisations have leveraged platforms, ecosystems, and partnerships to transform their business operating model.

4. **Sustainability**: With the growing importance of sustainability on corporate agendas, this specialised track surfaced topics on energy-efficient practices, green ICT towards net-zero and facilitate discussions on how businesses can balance achieving sustainability goals and profitability.

<u>About NCS</u>
NCS, a subsidiary of Singtel Group, is a leading technology services firm with presence in Asia Pacific and partners with governments and enterprises to advance communities through technology. Combining the experience and expertise of its 12,000-strong team across 69 specialisations, NCS provides differentiated and end-to-end technology services to clients with its NEXT capabilities in digital, data, cloud and platforms, as well as core offerings in application, infrastructure, engineering and cybersecurity. NCS also believes in building a strong partner ecosystem with leading technology players, research institutions and start-ups to support open innovation and co-creation. For more information, visit ncs.co.

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