

## **InFocus secures up to AUD 1.7 million in new potential revenues amidst operational scale up**

InFocus Group Holdings Limited (ASX: **IFG**) (the **Company** or **InFocus**), a data analytics and software solutions company, is pleased to provide an operational update on its business units Onify and Prodigy9.

### **Key Points:**

- Ongoing investment within Prodigy9 and Onify to increase sales, marketing, and operational teams in Thailand
- Early results from a new marketing team appointed at the end of July have seen two key contracts won in the healthcare and logistics sectors, with the potential to generate AUD 1.7 million in revenue over the next two years
- Highlight recent contracts include:
  - a Master Services Agreement with Alyssa Global Health – the developer and operator of a cloud-based hospital information and management platform – where InFocus is providing technology and engineering resources
  - a Master Services Agreement with Forward Insight – the developer and operator of a cloud-based logistics optimisation platform and network, based in Thailand – where the Company is providing engineering and strategic consultancy services
- Recent contracts won present revenue opportunities of up to AUD 850,000 per annum as these projects scale up over the coming months
- InFocus Digital Ventures business unit to foster further innovation in frontier technologies, building upon our significant enterprise services capabilities within Prodigy9 and Onify

Chief Executive Officer, Ken Tovich commented:

“We have been quietly investing towards further growth at Onify and Prodigy9 whilst also restructuring our operations to ensure these businesses are positioned for scale.

“The early success of our new marketing initiatives, with two significant Master Services Agreements already secured in healthcare and logistics, validates this strategy. These wins highlight the strength of our teams in Thailand and demonstrate the potential for InFocus to build a robust, recurring revenue base in high-growth sectors across the region.

“More broadly, InFocus continues to build a dual-growth model that balances the stability of its enterprise services with the innovation of InFocus Digital Ventures (**IFGDV**). Enterprise contracts secured through Onify and Prodigy9 provide proven delivery capability, credibility, and recurring revenue streams, while IFGDV offers a launchpad to experiment with next-generation products in AI, blockchain and data that the Company can own and scale.

“By linking these two pillars, we are creating an integrated innovation engine where enterprise engagements showcase execution strength and digital ventures deliver long-term growth potential.”

### **Operational scale up at Onify and Prodigy9 under new leadership**

With Chakrit Wichian, the founder of Prodigy9, now leading both of the Company’s software and platform development consultancy brands, the Company has focused on a scale-up of operations across these brands to increase engineering team and marketing headcount.

Demand for IFG’s engineering capability has remained consistently high, ensuring minimal downtime and maximising the efficiency of headcount growth. This high utilisation not only underpins near-term revenue visibility but also demonstrates the scalability of IFG’s delivery model, where incremental hires are quickly absorbed into contracted work. By adopting a Master Services Agreement model for recent client engagements and shifting away from project-based engagements, InFocus is working towards securing a baseline of long-term sticky revenues.

Since July, InFocus has also trialled the establishment of a dedicated marketing team within the Company, shifting away from primary reliance on executive leadership’s business development efforts. To that end, the Company appointed Sawit Soothipunt as Head of Business Development with over 30 years of distinguished performance in the digital transformation of SE Asia. His experience includes Director and VP of Digital Transformation at IBM Thailand, VP Enterprise Business at Huawei, and Senior Management roles at Oracle and Microsoft.

Early results from Sawit and other dedicated marketing resources have been promising, with two highlight recent Master Services Agreements being won through these marketing efforts.

### **Infocus secures AUD 1.5 million in future potential revenues from healthcare and logistics sectors**

The first of these Master Services Agreements recently won is with Alyssa Global Health (**Alyssa Global**), a developer and operator of a cloud-based hospital information and management platform based in Southeast Asia.

Under the Master Service Agreement with Alyssa Global, InFocus is providing technology and engineering resources to support the continued development of Alyssa’s core hospital ERP system. The system underpins mission-critical hospital workflows, including patient registration, medical records and care plans, ward and bed management, pharmacy, radiology, operating theatre scheduling, billing, inventory and procurement, and hospital support services. The first of these resources has now been brought online with further scale-up dependent on new hiring of engineering resources by InFocus over the coming months.

At full pace, InFocus expects that annual revenues would be in the order of AUD 200,000 to AUD 400,000 per annum over an expected at least two year delivery timeframe with Alyssa Global.

The second highlight contract is with Forward Insight – a Thailand-based developer and operator of a logistics software platform specialising in cloud-managed and networked fleet management systems, which is the first of its kind in Thailand and potentially the first also in other parts of Asia. Forward Insight is building out its innovative solutions in partnership with InFocus as a Software as a Service (SaaS), which will see InFocus participate in its deployment, ongoing operations & maintenance and continuous growth build out.

InFocus's engagement with Forward Insight is of a more strategic nature, providing both engineering resources as well as consulting to Forward Insight on its systems architecture, core feature-set, target audience, and expanded target audience, which includes cross-applicability into other industries and a fractional Chief Technology Officer (CTO) role to ensure the technical success of the project.

Also structured as a Master Services Agreement, InFocus expects an ongoing ramp-up of activities with potential revenues in the order of AUD 300,000 to AUD 450,000 over the next two years.

InFocus considers healthcare, logistics, insurance, finance and other similar sectors where digital transformation is rapidly accelerating to be key focus areas for our service offerings as we look to expand on our diversified and long-term revenue base across Southeast Asia.

**A dual growth model across enterprise services and digital ventures, cornerstoned by frontier technologies expertise**

With the recent launch of InFocus Digital Ventures and the funding agreement from Mythos Venture Partners – a leader in the digital assets sector in Southeast Asia – InFocus is cultivating a dual growth model where its core capabilities in enterprise services and its activities in the frontier technologies space, such as artificial intelligence, digital assets, and blockchain, can be applied to new products and services that present long term growth potential. These activities are intended to work in tandem as an integrated innovation engine for InFocus.

Engaging Mythos Group as an advisor to the Company (see ASX release 1 September 2025) provides the Company with deep insight into the Southeast Asian blockchain, digital assets, and Web3 ecosystem, which will assist the Company in crafting its next-generational products and services approach.

The first AUD 2.5 million committed by Mythos for InFocus Digital Ventures remains in transit. As the Company receives these funds it will acquire Monochrome Bitcoin ETF interests (CBOE:IBTC) pending future divestment and use of those funds towards its digital ventures strategies and other working capital. IBTC provides the Company with exposure to Bitcoin and permits the Company to either redeem ETF interests for the underlying Bitcoin or sell the ETF interests for AUD.

**Contractual terms**

The Company has moved to standardise its client engagements into standard form Master Services Agreements (MSAs), which reduces the contractual complexity of its engagements and enables a faster client onboarding process. As a result, there are no other material non-confidential terms that warrant disclosure to the market. Revenue expectations are driven based on contractual and operational understandings between the clients and InFocus pursuant to the scope of work statements issued by the client and agreed with InFocus business units from time to time. These are point-in-time estimates to the best of the Company's knowledge and may be subject to acceleration, deceleration, or other changes as these projects develop, which will be reported in future disclosures by the Company, including quarterly reports.

ENDS

This announcement has been approved by the Chief Executive Officer of InFocus Group Holdings Limited.

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**About InFocus Group Holdings Limited**

InFocus Group Holdings Limited (**IFG**) is a data intelligence and software solutions company with proven expertise in data analytics as well as software and platform development. IFG operates four business units: InFocus Analytics, the Frugl Grocery app, and software development consultancy houses Onify and Prodigy9. InFocus has also recently launched InFocus Digital Ventures, a business unit specialised in frontier technologies such as digital assets and artificial intelligence. Together, these business units provide IFG with enterprise-scale capabilities across data analytics, business intelligence, software and platform development, cybersecurity, artificial intelligence and machine learning, and team augmentation, and an engine for developing next-generation products and services.

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