



fram^ quarterly operational investor newsletter #1 – Q3 2018

The fram^ group never sleeps and we work hard to achieve daily, weekly and monthly milestones set throughout the organization. Due to strong progress across both the Standing Teams and the Venture Builder we are currently expanding into additional office space in our current office building in Ho Chi Minh City – yet another place for our group of digital businesses to create memories and write internet history in South East Asia!



fram^ - Standing Teams

Our Standing Teams division in Ho Chi Minh City and Da Nang has been very busy working on team expansions and bringing in new clients during the third quarter, both from our core geographies and new geographies like Hong Kong (with e.g. telecom operator PCCW being the latest addition).

Client satisfaction across all our teams of IT-developers remains high - with 8 out of 10 being the lowest score among all the teams in our latest monthly client survey. However, actions speak louder than words and in this regard we are happy that we also can witness team expansions as a confirmation of this positive client sentiment and feedback.

The development team working with our German client Personio will be enjoying some cold beers at the October fest in Munich as a token of appreciation for very strong development efforts during the year.



SmartBuddy Sri Lanka

www.smartbuddy.lk

SmartBuddy

The strong team in SmartBuddy in Sri Lanka has now launched the online platform and started the onboarding of a range of strategic partners from the finance and insurance industries. Partners already include the Sri Lankan Red Cross and Ceylinco General (the largest non-life insurance company in the country). In addition, SmartBuddy engages in multiple additional dialogues with leading insurance and finance companies.



SmartBuddy Vietnam

www.smartbuddy.vn

SmartBuddy

SmartBuddy Vietnam has, since the strategic partnership was signed with the country's largest non-life insurance group, PVI, built an offline sales force with a strong positive response from the market. The latest strategic partnership to come onboard the SmartBuddy platform is Asia Commercial Bank (ACB), Vietnam's largest private bank. The team is currently engaging with all market leading banks and insurance companies for more strategic partnerships.



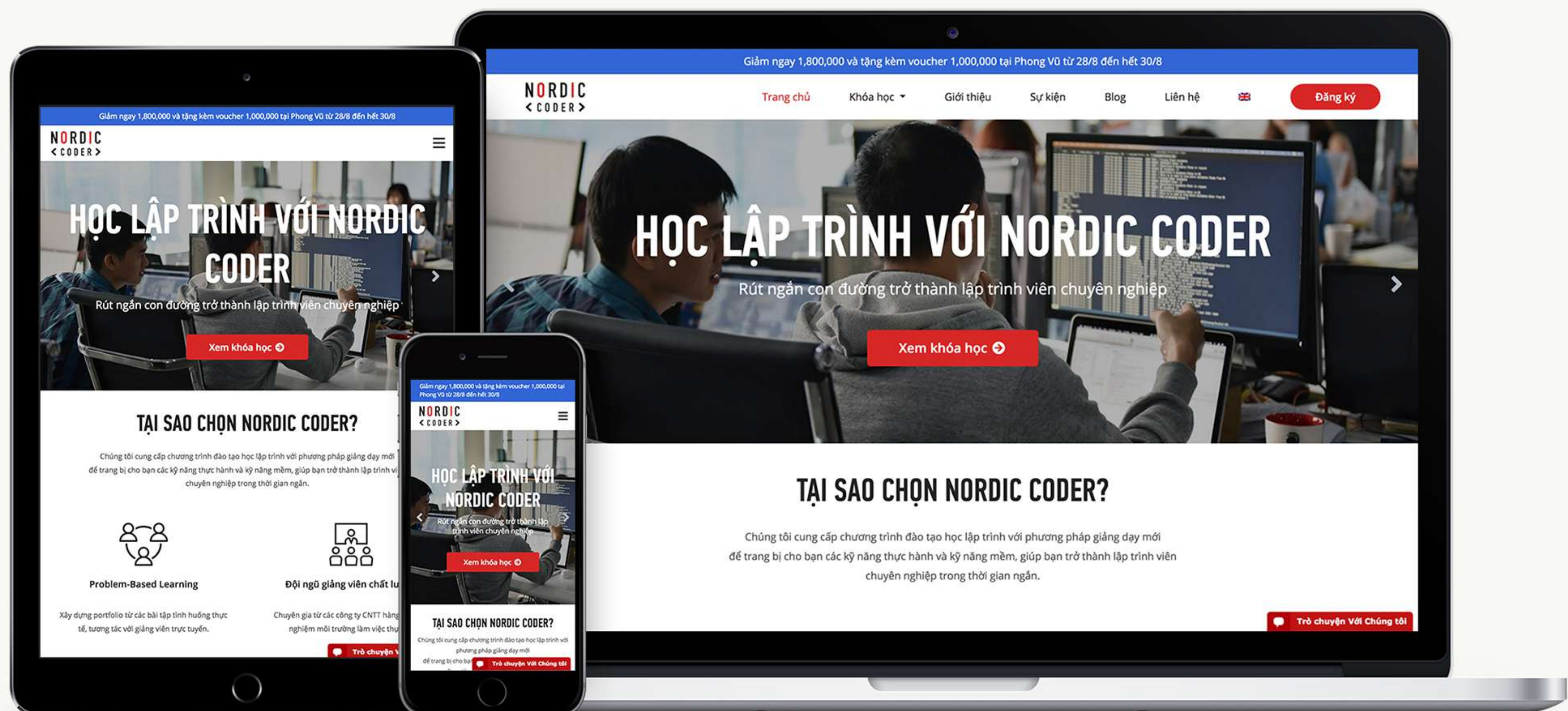
Nordic Coder

www.nordiccoder.com

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After a successful tech event the 24th of August 2018 organized by Nordic Coder, students are signing up for our very first class which will start 8th of September 2018. The first batch of students will therefore graduate in November where new exciting job opportunities await with the enhanced skills. Nordic Coder will have multiple courses running in parallel with everything from technical skills to soft skills.





Carmudi Vietnam

www.carmudi.vn



The Carmudi team has been preparing for the launch of the “Inspection & Car Auction” business line that will be launched in September 2018. This addition to the product line is in line with successful peers around the world (primarily in China) that will move the business model strategically closer to the actual car transaction, expanding its charging potential.

