



Advanced Information Technology Public Company Limited: AIT

Analyst Briefing Q4 2021

3 March 2022



Management Team



Mr. Siripong Oontornpan
Chairman of the Executive
Board and the President



Mr. Asawin Kangvolkij
Senior Executive Vice President
Finance Division



Ms. Sureerat Prachayanukul
Executive Vice President
Financial Controller Department

Investor Relations



Ms. Sarin Chandranipapongse



Ms. Rita Thappaman

AIT's Financial Highlights 2021

AIT's Business and Update 2022

AIT's Outlook 2022 – 2023

Appendix

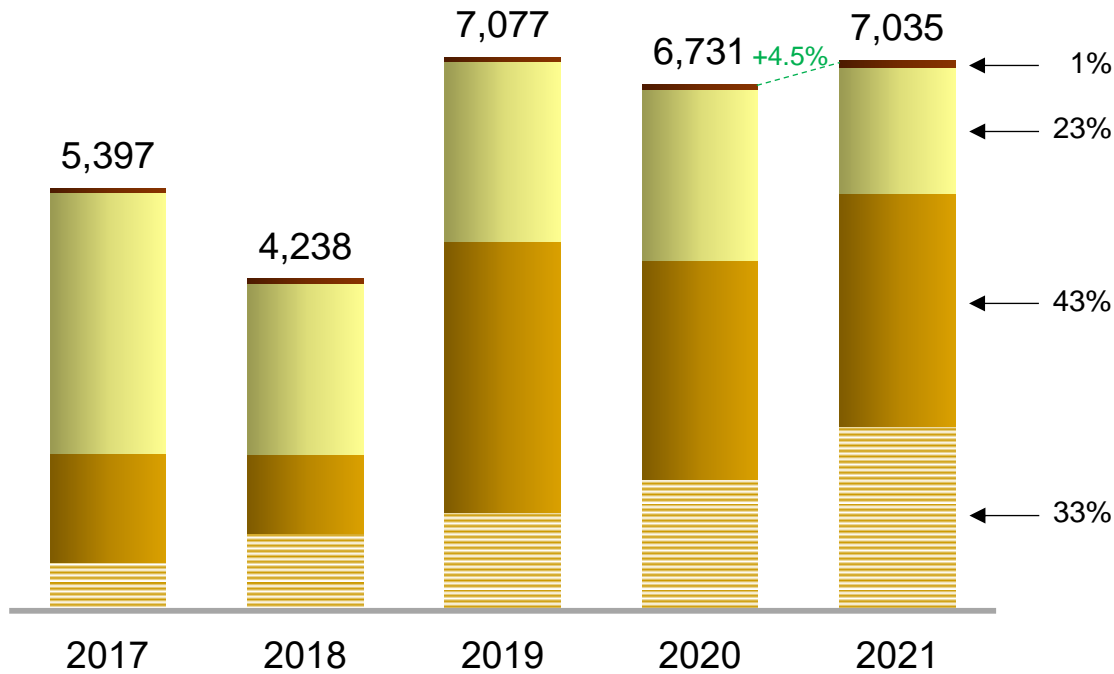
AIT's Financial Highlights 2021



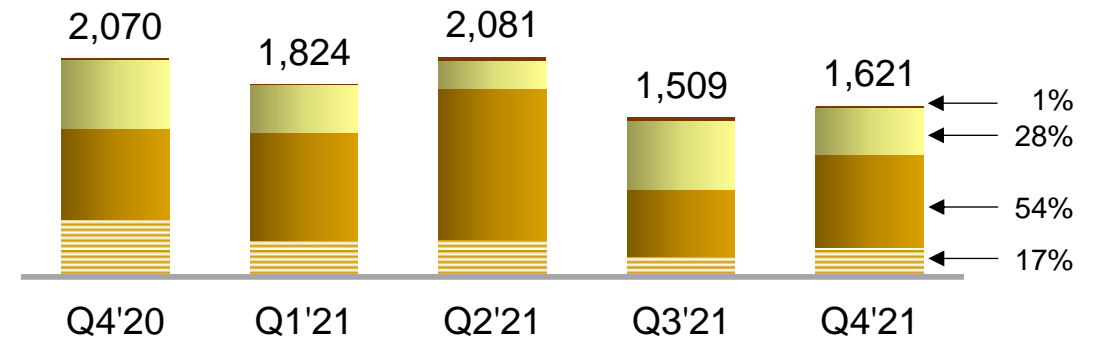
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Total Revenues by Customer

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)

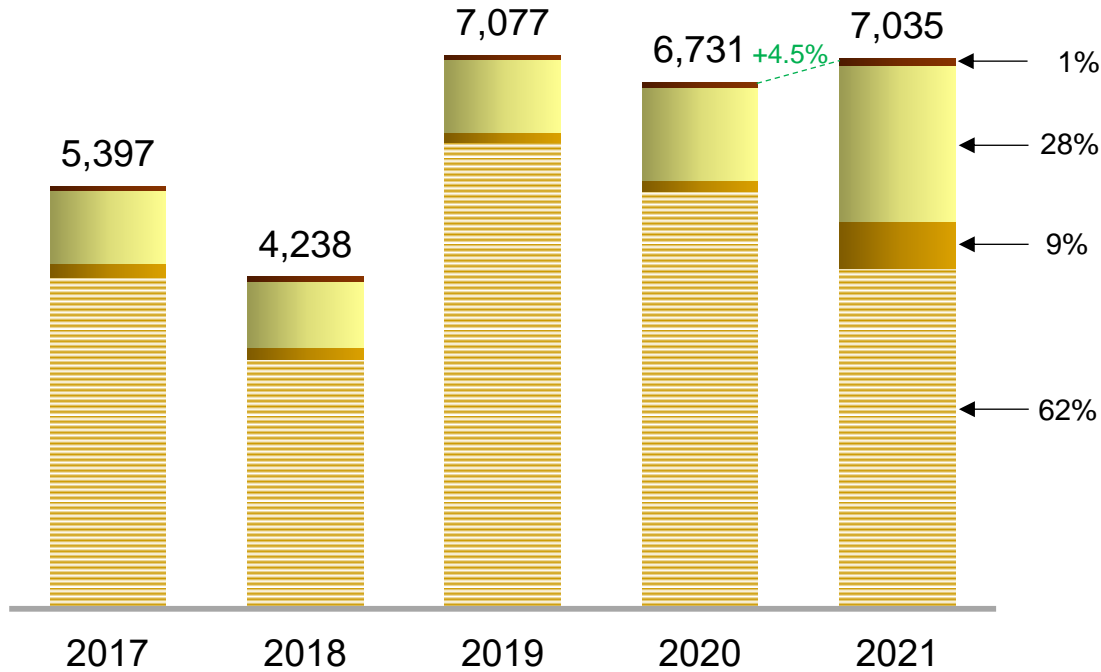


Nation Telecom PLC.
 Government Agencies & State Enterprises
 Private
 Others

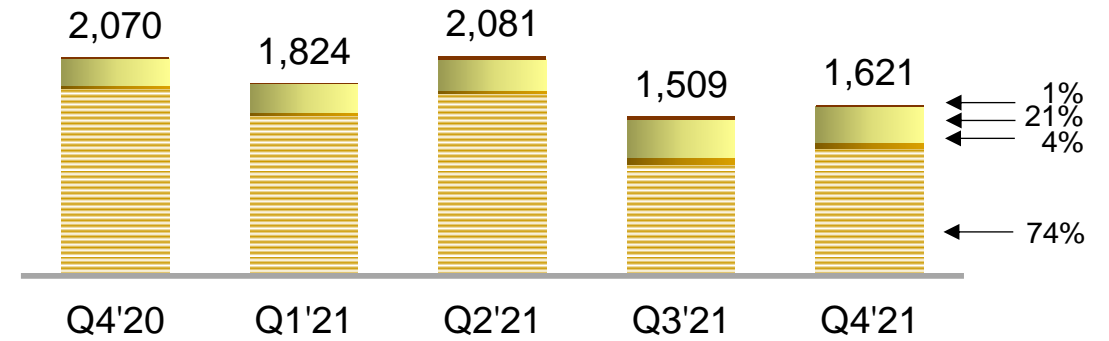


Total Revenues by Sources

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)

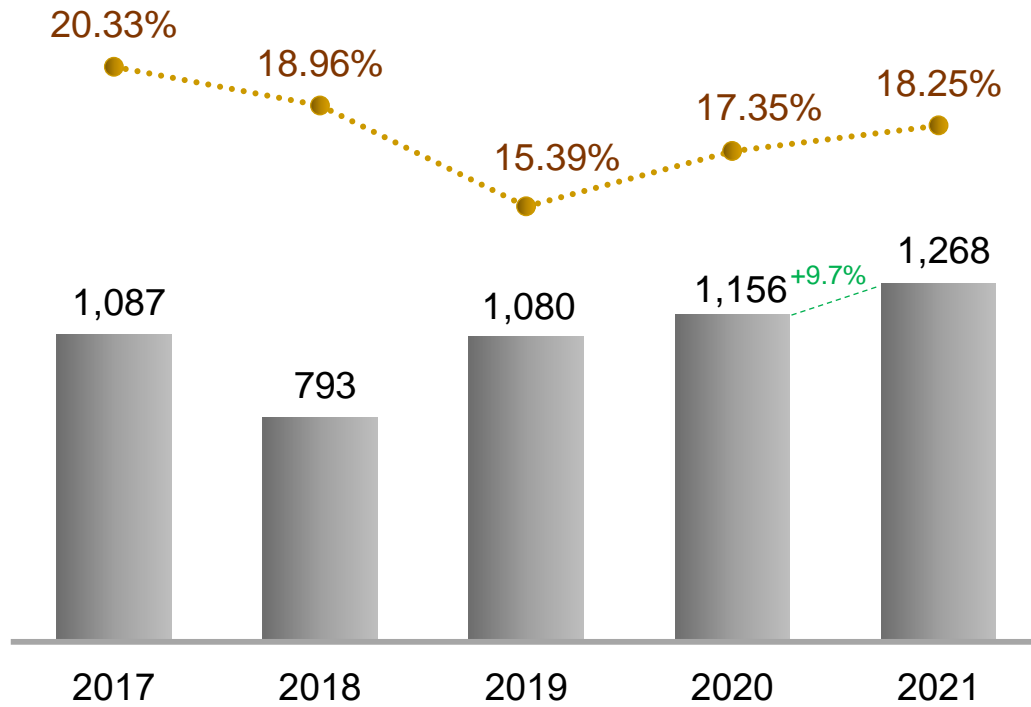


Project Sales
 Rental
 Service
 Others

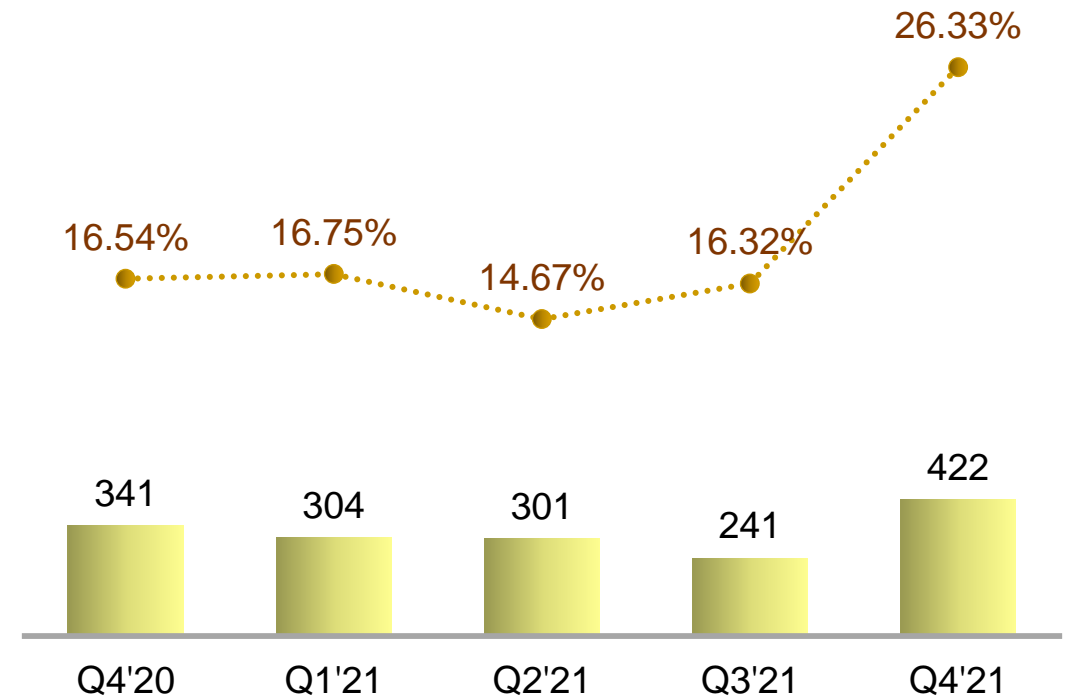


Gross Profit

Annual GP (THB.mil) and GPM (%)



Quarterly GP (THB.mil) and GPM (%)



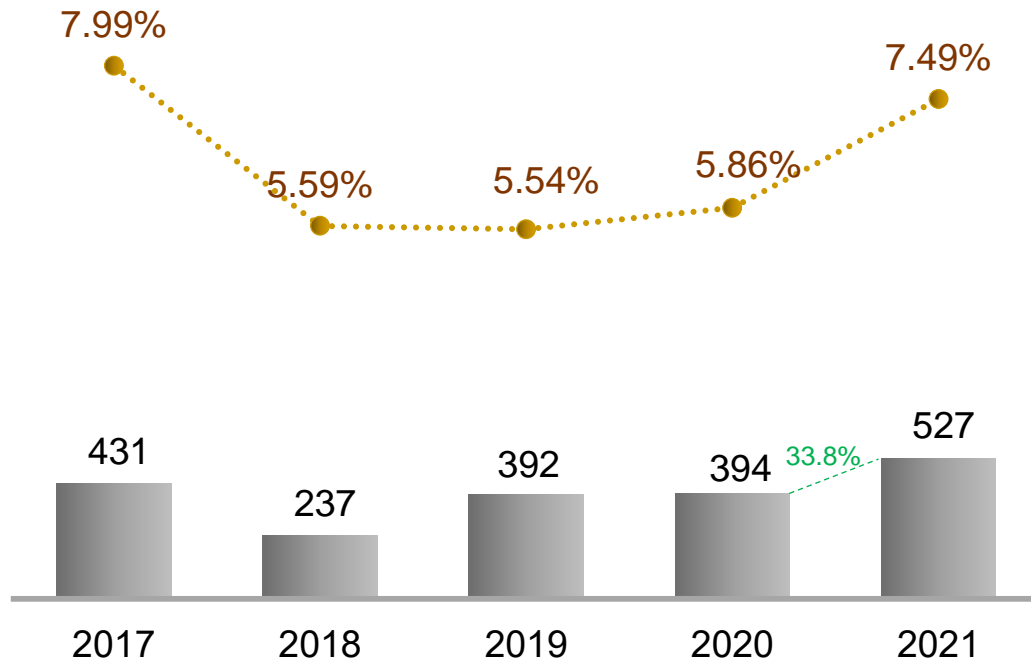
■ Gross Margin

● Gross Profit Margin

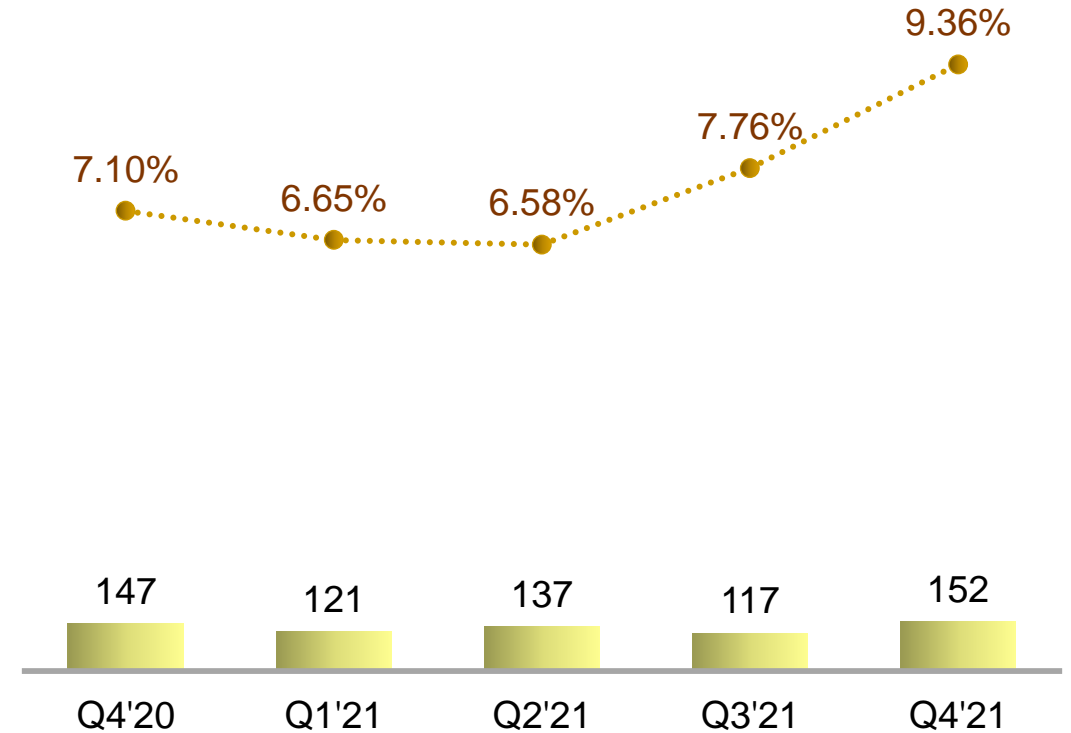


Net Profit

Annual NP (THB.mil) and NPM (%)



Quarterly NP (THB.mil) and NPM (%)



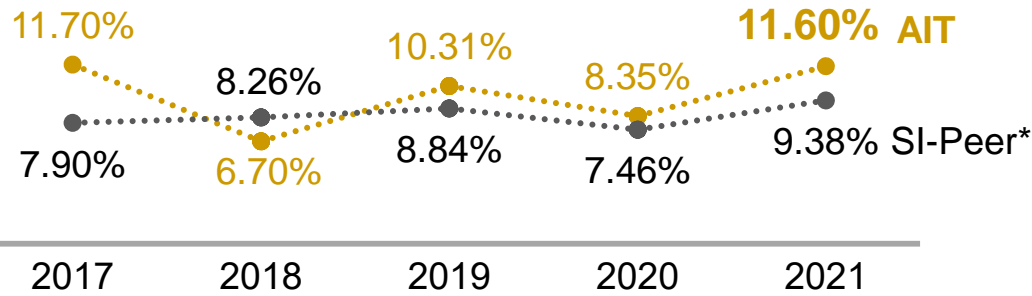
Net Profit

Net Profit Margin

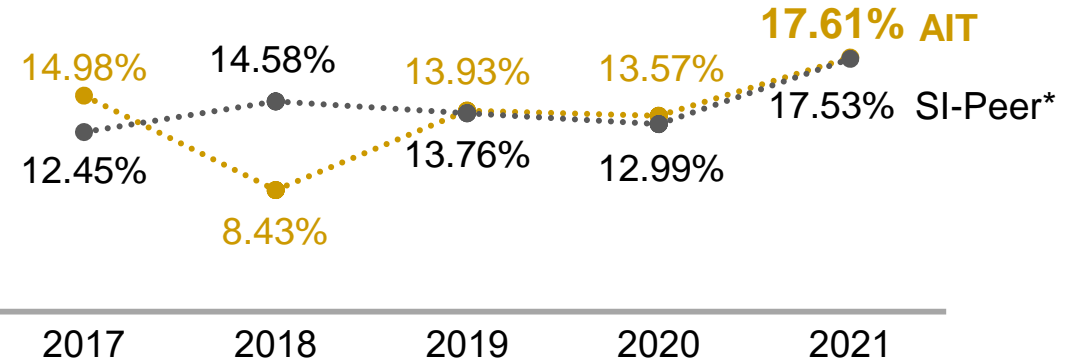


Financial Ratio

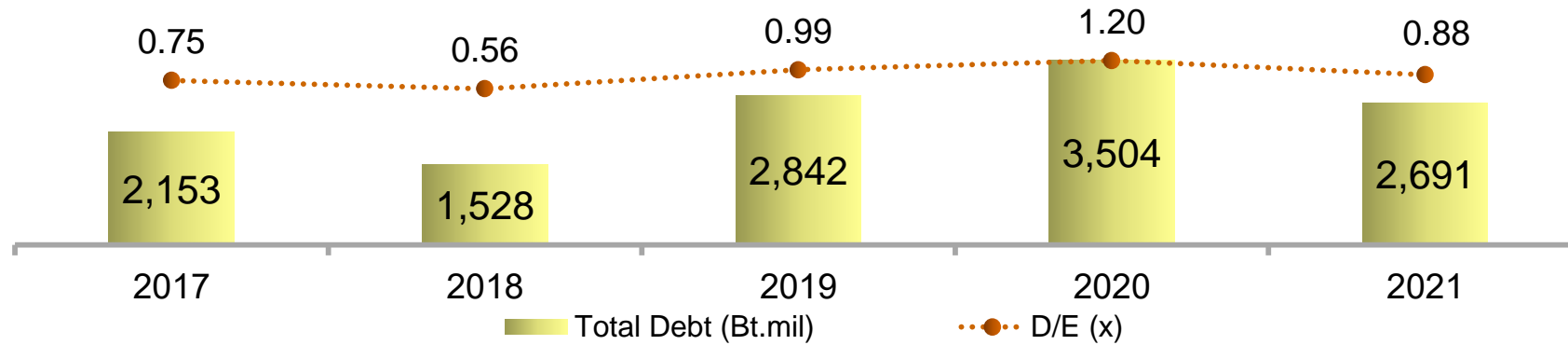
Return on Asset (%) ; ROA



Return on Equity (%) ; ROE



Total debt (Bt.mil) and D/E ratio (x)



Source: www.set.or.th as of February 28, 2022

*SI-Peer = System Integration Peer

AIT's Business and Update 2022

Revenue Target 2022

7,400
Mil.Baht



Events Notification



AIT 30yrs Anniversary

New VISION

“เป็นบริษัท Professional ICT Solution Provider
ชั้นนำของประเทศที่เติบโตอย่างมั่นคง”



AIT sold 33.33% of its shares in Genesis Data Center Company Limited, a joint venture company with WHA and ITEL to operate the data center project, to ETIX Everywhere Holding France (ETIX) at a price of Baht 137 million in January 2022.

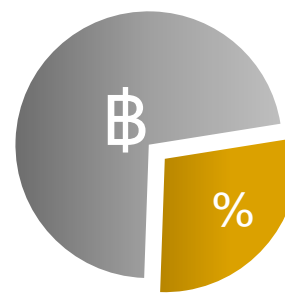
Events Notification

AGM Annual General Meeting

E-AGM 2022: **11 April 2022**

Time: **2 pm – 4 pm.**

by broadcasting live from AIT's Building



Dividend

0.30 Baht

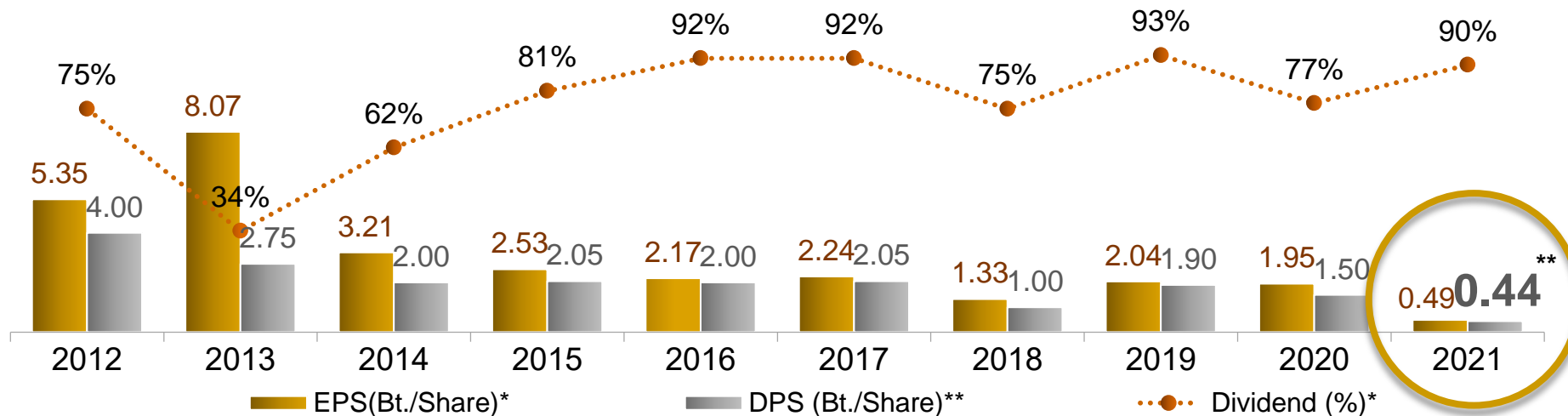
The Company will make an extra dividend at the rate of 0.30 Baht (Thirty satang) with company's share par value 1 baht

XD: **21 April 2022**

Dividend Payment: **9 May 2022**

Dividends

Dividend policy is not less than 40% of normal net profit



Noted:

* Separate Financial Statement

** In 2021 the Company will make an extra dividend at the rate of 0.30 Baht with company's share par value 1.00 baht, and in view of the fact that the Company had made an interim dividend at the rate of 0.70 Baht with Company's share par value 5.00 Baht. Therefore, if calculated from company's share par value 1.00 baht, the company makes a total dividend at the rate of 0.44 baht for the year 2021.

*** Source: www.set.or.th as of February 28, 2022

Share information****

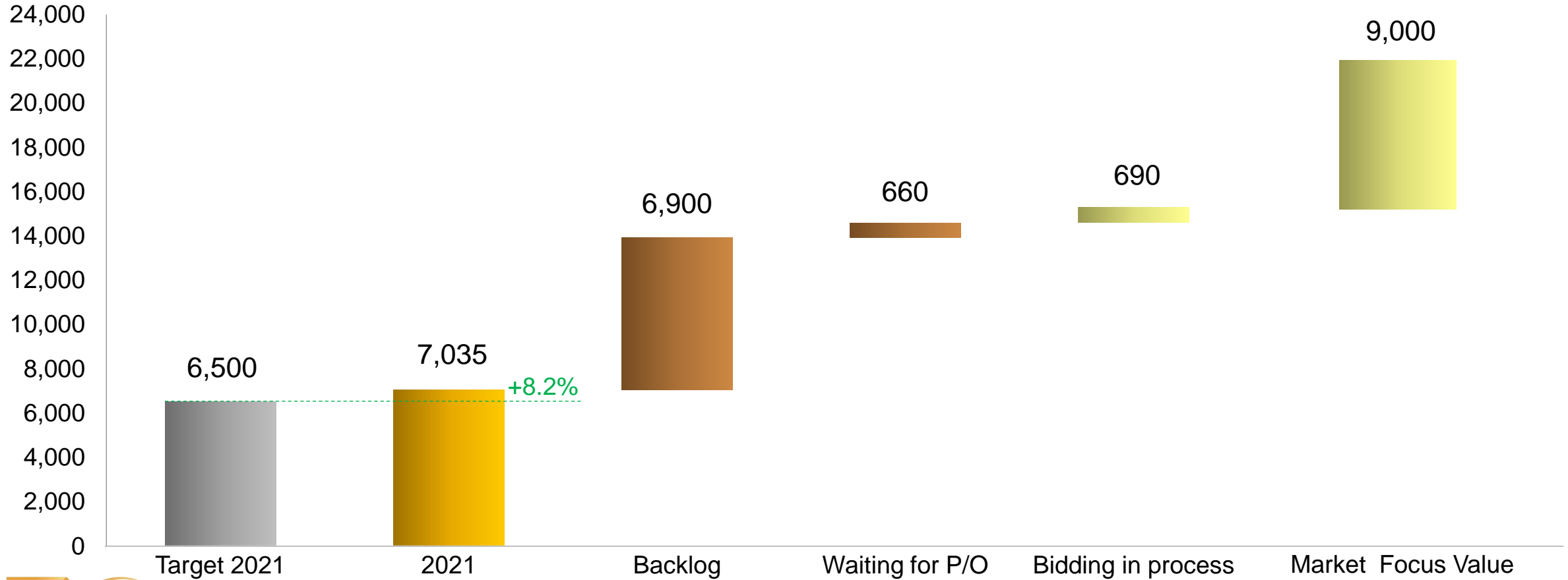
Par value:	Bt. 1.00	AIT price:	Bt. 7.05
Listed share:	1,031,60 mil. Shares	AIT-W2 price:	Bt. 4.08
Market capitalization:	Bt. 7,272.81 mil	P/E	13.80 Times
Dividend yield:	6.24 %	P/BV	2.38 Times



AIT's Outlook 2022 – 2023

AIT's Outlook 2022 – 2023

Revenue (THB.mil)



Source: Company estimation updated on March 1, 2022

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Key Project Highlight

SRT D-Ticket

State Railway of Thailand



Project value: Bt.860 Million
Project Start: Y2019
Project Duration: 5.2 Years

ICT Parliament Phase 2

The Secretariat of the
House of Representatives



Project value: Bt.807 Million
Project Start: Y2021
Project Duration: 1.5 Year

SSO Wan Link

Social Security Office



สำนักงานประกันสังคม

Project value: Bt.420 Million
Project Start: Y2021
Project Duration: 3 Years

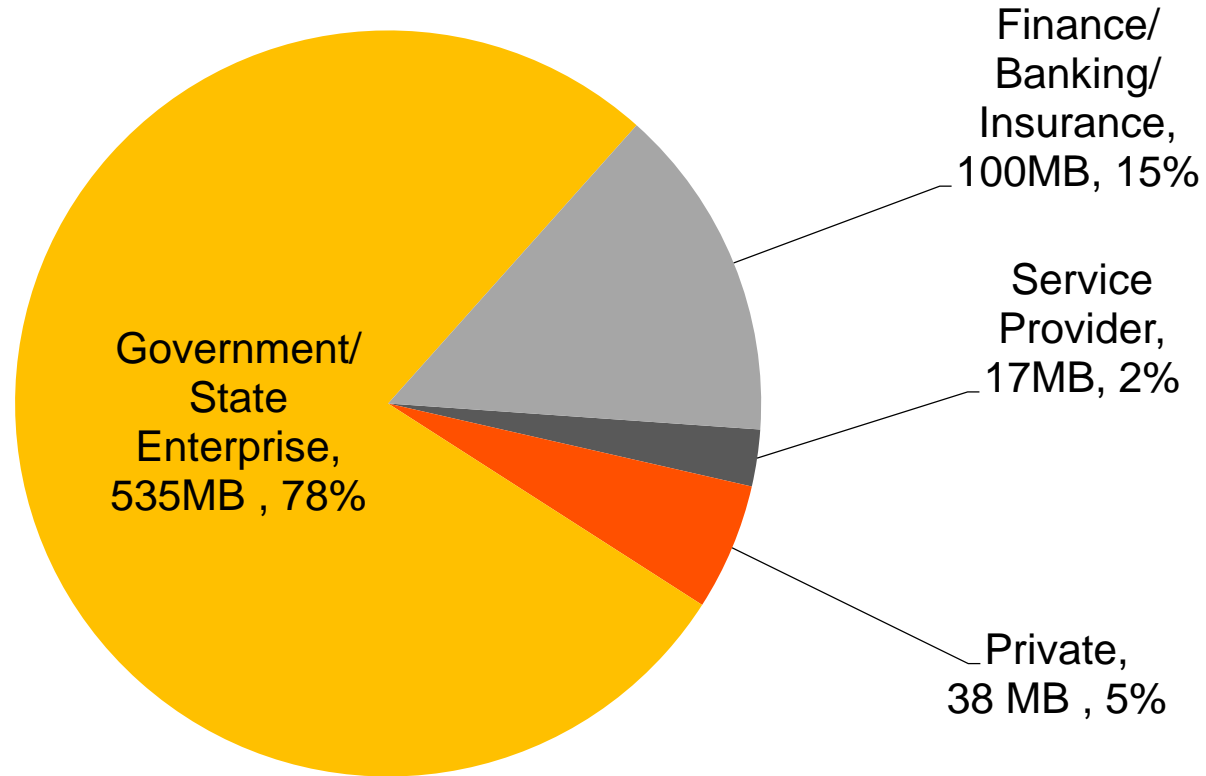
Train Tracking and Freight Management System (TOMs)

State Railway of Thailand



Project value: Bt.440 Million
Project Start: Y2022
Project Duration: 1.5 Year

Bidding in Process



Total 690 mil.Baht



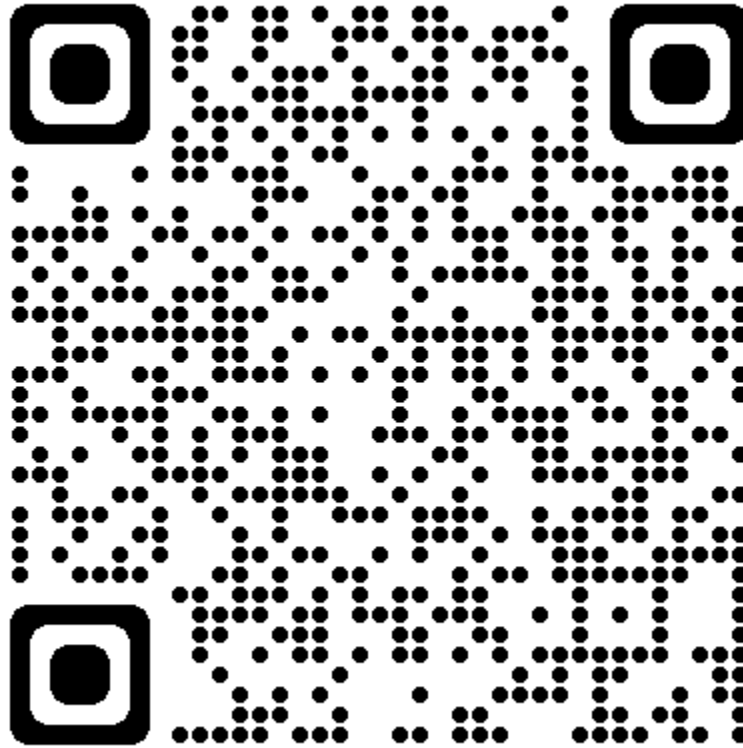
Source: Company estimation updated on March 1, 2022

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Q&A

IR Survey

3 March 2022



<https://forms.gle/ui9VvfvebHWFJ7NK7>



“Lifelong Trusted Partner”

Thank you

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For further information and enquiries, please contact

Investor Relations Unit

Tel: +662-275-9400 #3603

Email: ir@ait.co.th



Appendix

Our Businesses

AIT is a leading systems integrator (SI) and ICT solution provider in Thailand, providing services in both the private and the public sector. Our service provides turn key project including project consulting, project planning, system design, implementation, installation, training and maintenance.

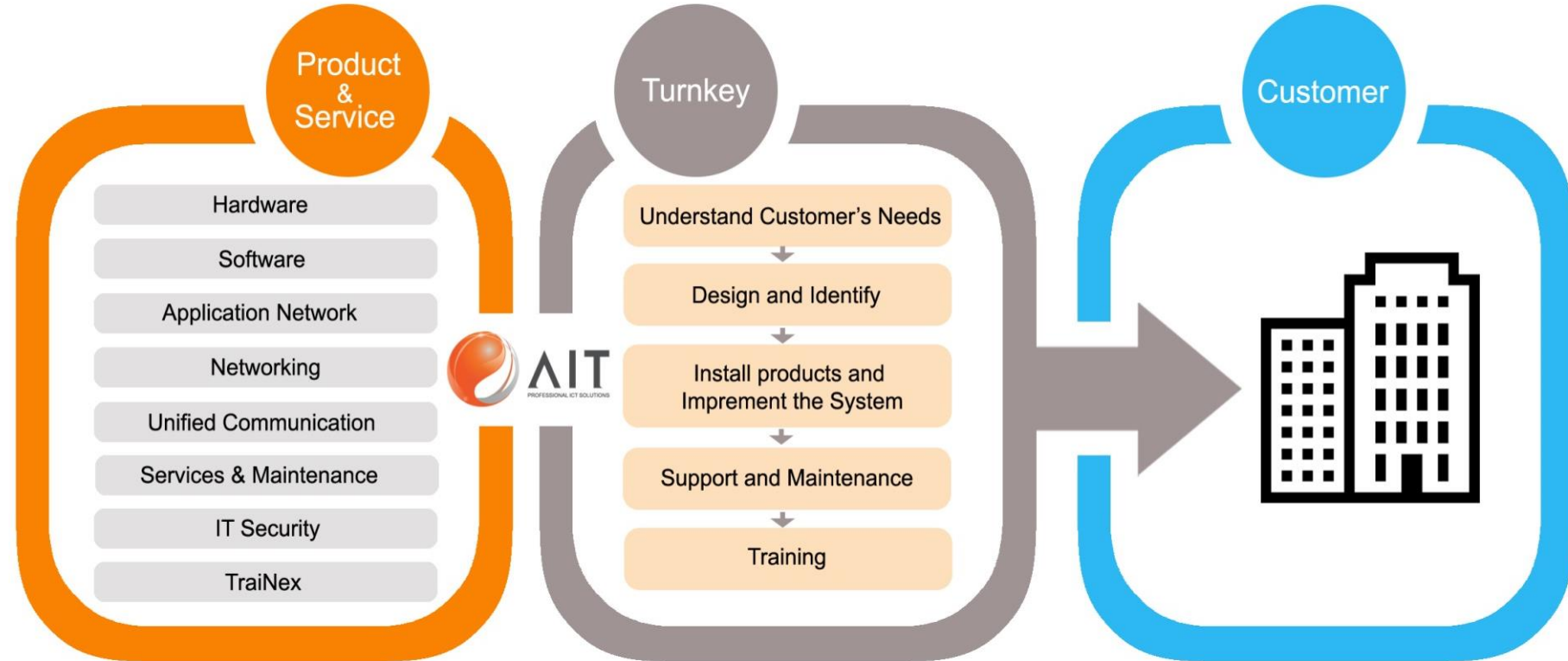


Diagram: The Business Operations of the System Integrator

TRAINEX Training Center



Located on the 16th floor of CW Tower B.



Training courses such as CCNA, CCNP, etc.



Cisco Training LAB Room



Cisco Telepresence Room



Comptia Training

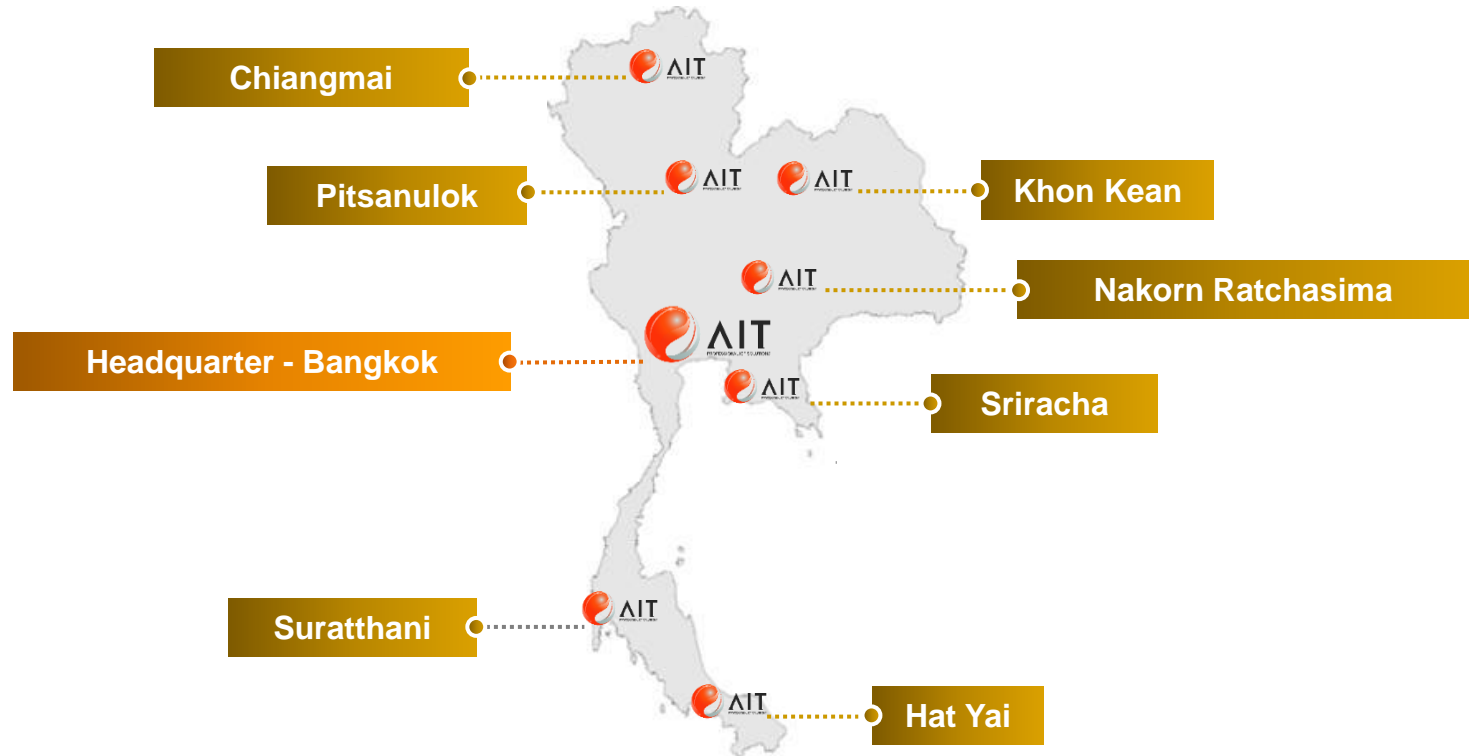


More detail: www.trainex.co.th

Nationwide Support Centers



Headquartered in Bangkok and our nationwide supporting network in 7 locations allow us to deliver a standardized project with supporting quality throughout the country.



Loxley and AIT Holding Co., Ltd. (LAH)



- Established November 8, 2012 Joint Venture Between Advanced Information Technology Plc. (AIT) and Loxley Wireless Co.,Ltd
- The registered capital is 200 million baht, as ratio equals 50% of the paid-up
- Investment in Lump sum turnkey contracts for the installation of telecommunication works, electricity plants and sales of related equipment
- LAH investments in The Submarine Fiber Optic Cable Project in Myanmar which there is project value of 2,000 Million Baht

Campana Group Pte., Ltd. (Campana)



- Incorporated in Singapore and associated of LAH, AIT and Others.
- As 31 December 2021, LAH's shareholding in Campana is 11.63% and also AIT's is 4.71% of its registered share capital.
- Operator in the submarine optical fiber network project in Myanmar, there are consist of The submarine fiber optic cable (SIGMA) and The fiber optic cable on the ground (TARO).
- The MYTHIC has changed name to SIGMA Project.
- The TARO has been already opened for servicing since the beginning of the year 2018
- More detail, please visit <https://www.campanaworks.com/>