



# Advanced Information Technology Public Company Limited

Analyst Meeting Q3/2021

22 November 2021

The information contained in our presentation is intended solely for your personal reference only. In addition, such information contains projections and forward-looking statements that reflect our current views with respect to future events and financial performance. These views are based on assumptions subject to various risks and uncertainties. No assurance is given that future events will occur, that projections will be achieved, or that our assumptions are correct. Actual results may differ materially from those projected.



# Agenda

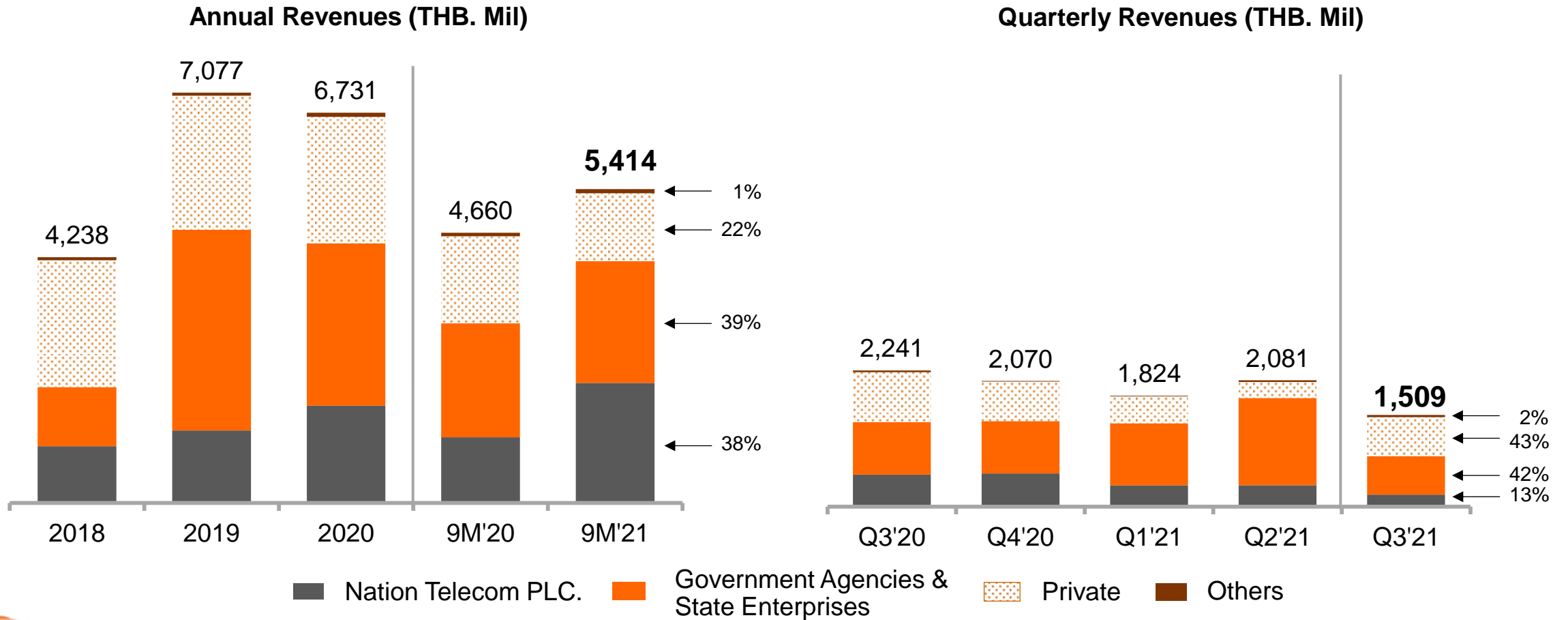
AIT's Financial Highlights

AIT's Outlook 2021 – 2022

Appendix

# AIT's Financial Highlights

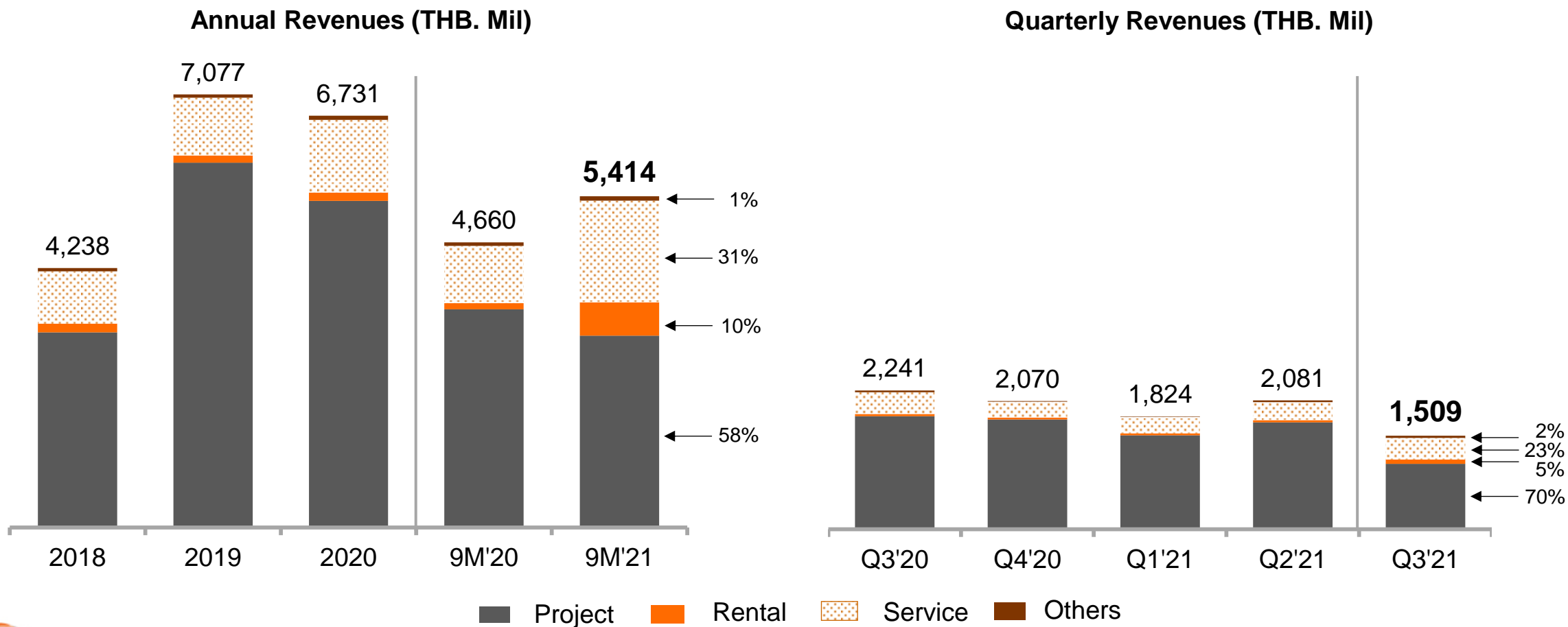
## Total Revenues by Customer



Financial Statements in which equity method is applied

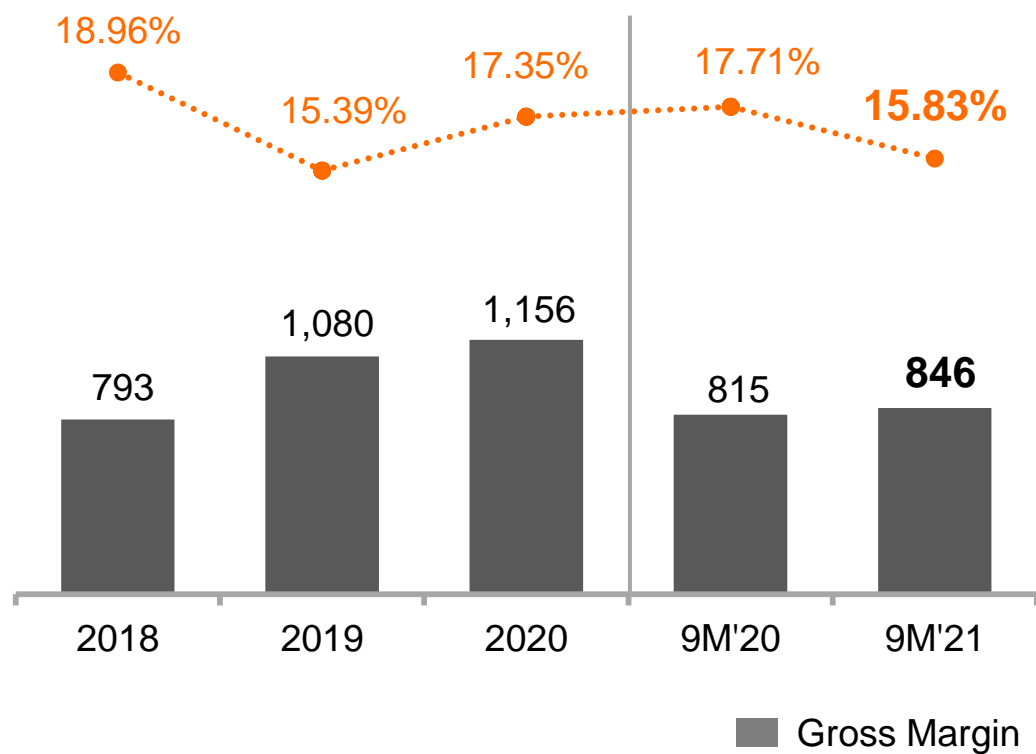
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## Total Revenues by Sources

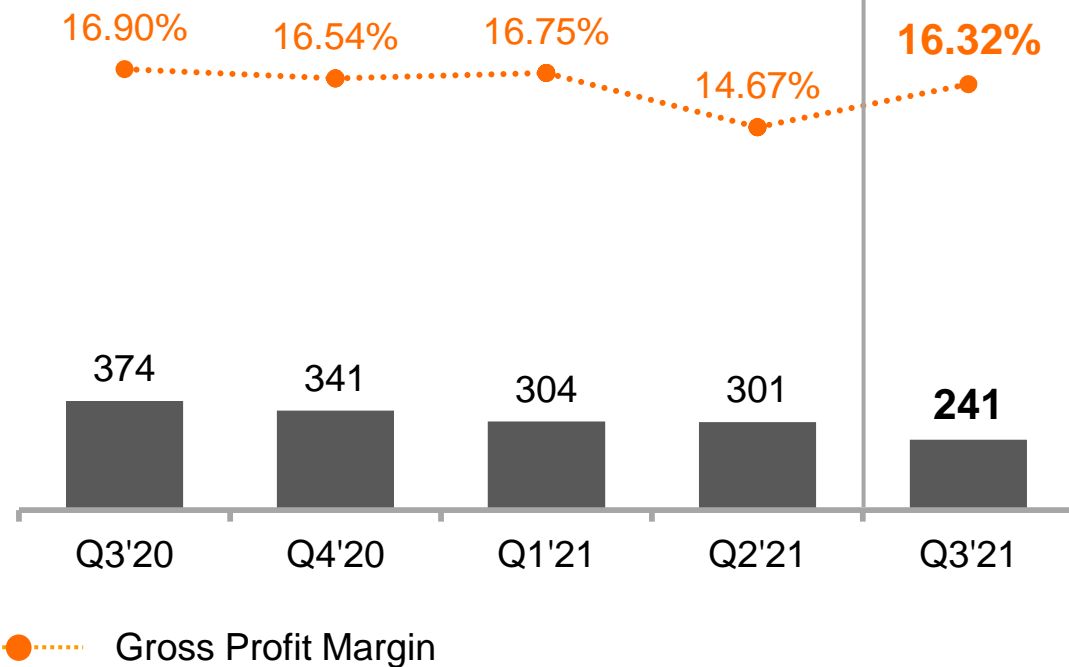


## Gross Profit

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

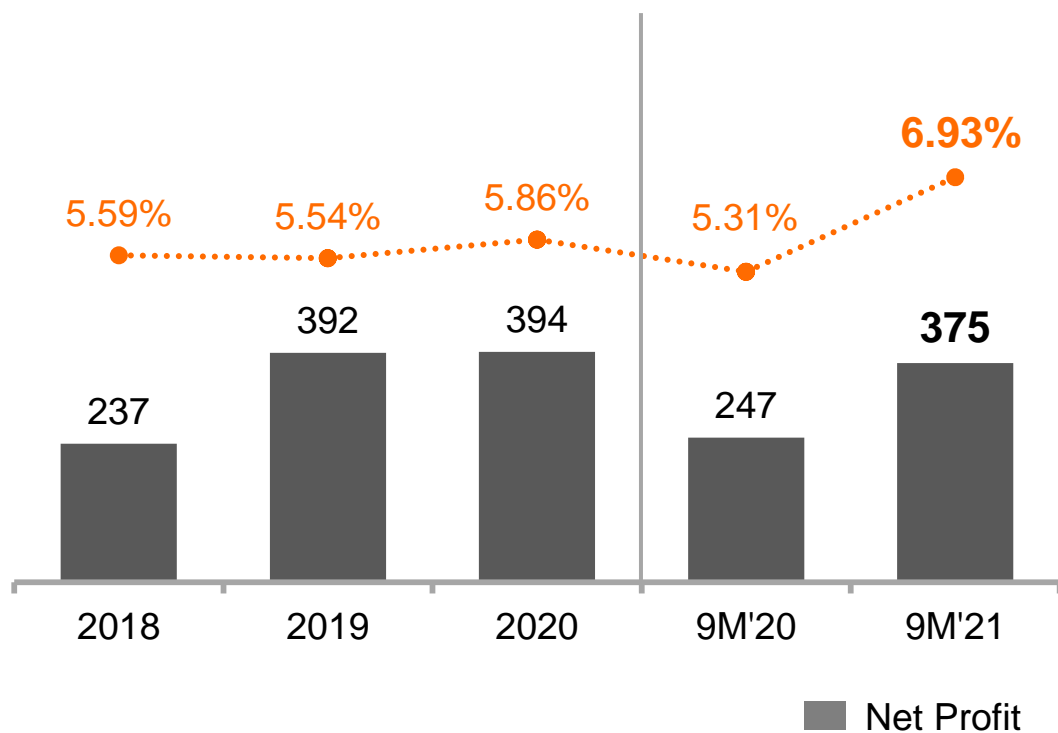


Quarterly GP (THB.mil) and GPM (%)

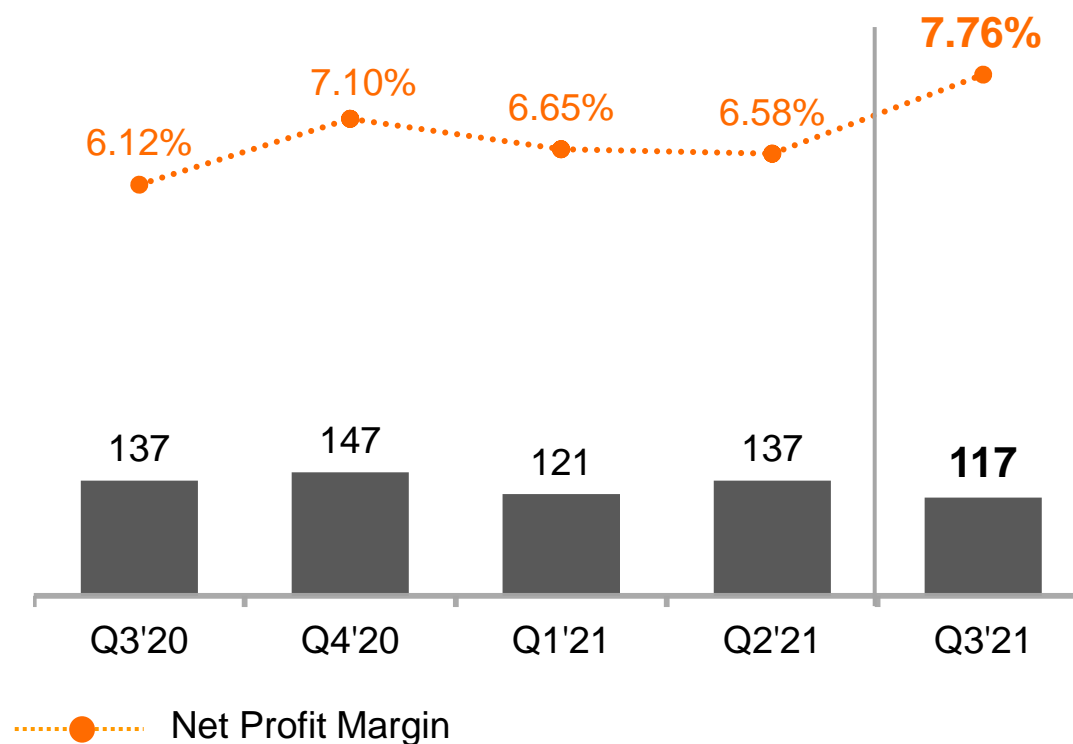


## Net Profit

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



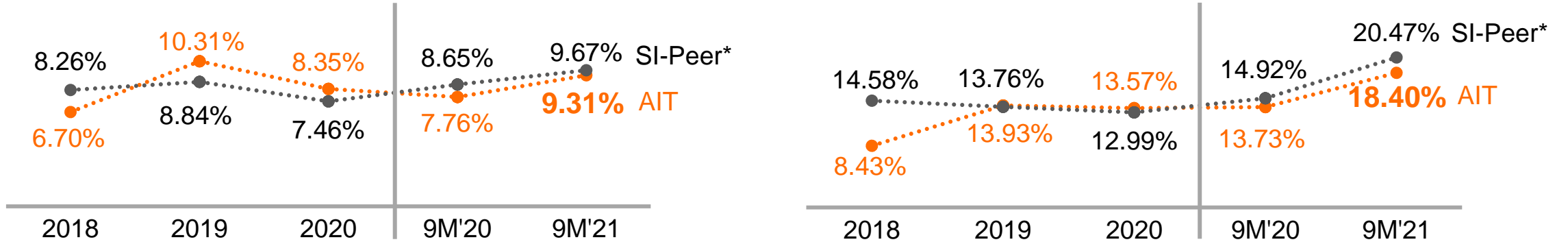
Quarterly NP (THB.mil) and NPM (%)



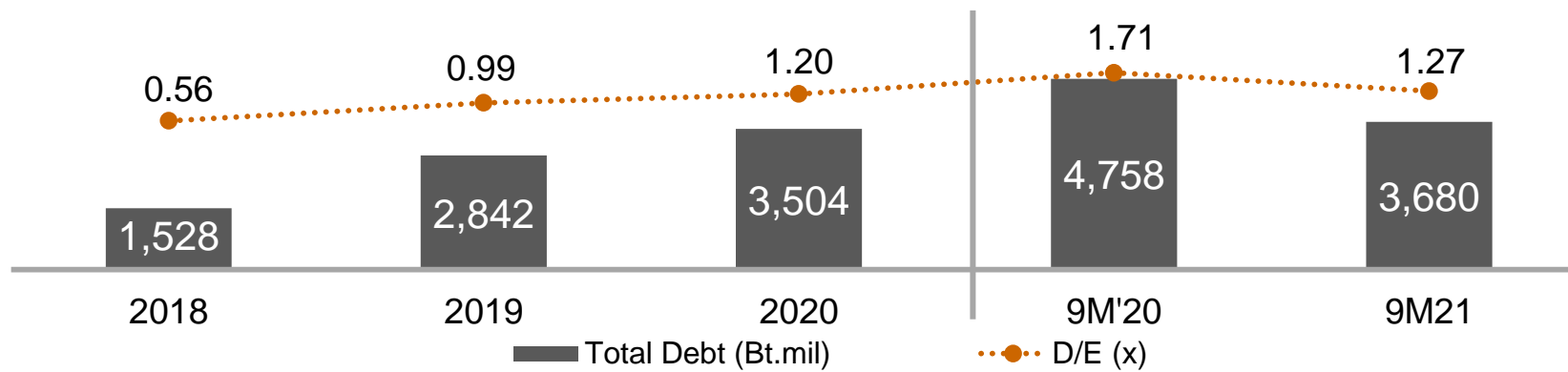
Financial Ratio

Return on Asset (%) ; ROA

Return on Equity (%) ; ROE



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



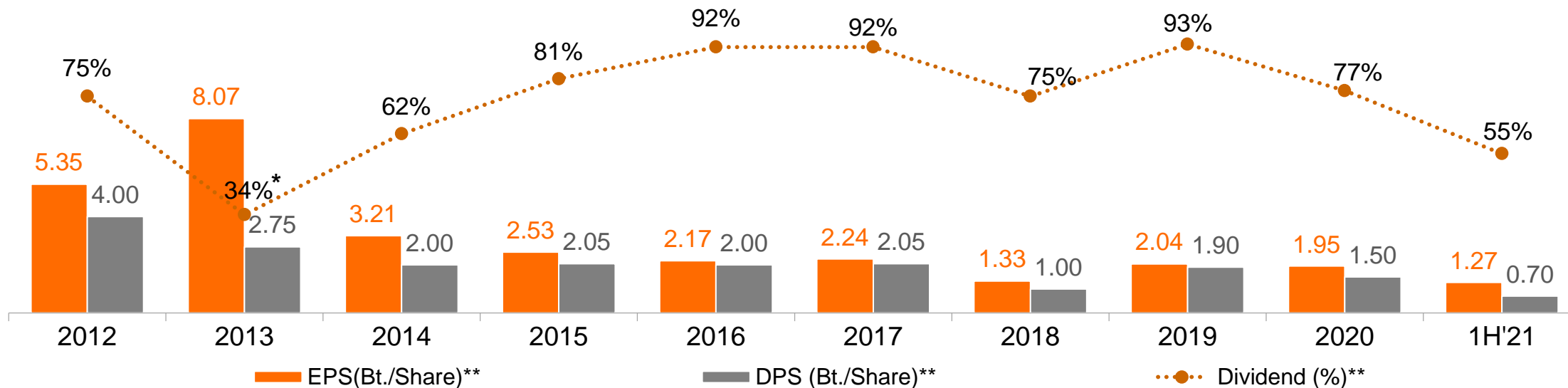
Source: www.set.or.th as of November 18, 2021

\*SI-Peer = System Integration Peer



## Stock Information and Dividends

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



### Share information\*\*\*

Par value:	Bt. 5.00	Stock price:	Bt. 44.25 per share
Listed share:	206.32 mil. Shares	P/E	17.48 Times
Market capitalization:	Bt. 9,129.70 mil	P/BV	3.15 Times
Foreign limited:	25.00%	Dividend yield:	3.39 %

Noted : \* The Company increased its registered capital from 68.7 to 206.3 Mil Shares


\*\* Separate Financial Statement

\*\*\* Source: www.set.or.th as of November 18, 2021



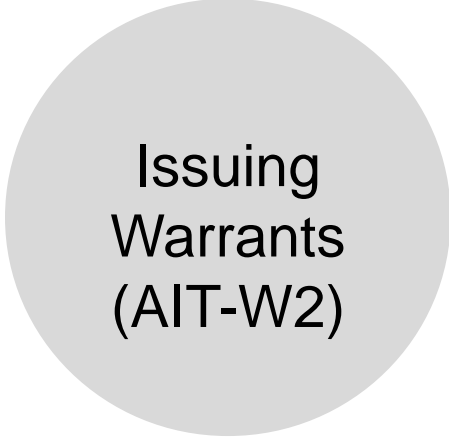
# AIT's Outlook 2021 – 2022

## Events Notification



### Changing share par value

- Changing AIT'S share par value from 5 Baht per share to 1 Baht per share
- Increasing share liquidity to shareholders.



### Issuing Warrants (AIT-W2)

- Allocating existing shareholders of 2 existing shares for 1 unit of the warrant.
- Enabling financial flexibility when AIT-W2 are excised
- Warrants exercise at ratio of 1 :1
- Warrants exercise price at 2 Baht per share
- RD: 10 January 2022



### Capital Increase

- Accommodating the exercised right to purchase the Company's ordinary shares No.2 (AIT-W2).



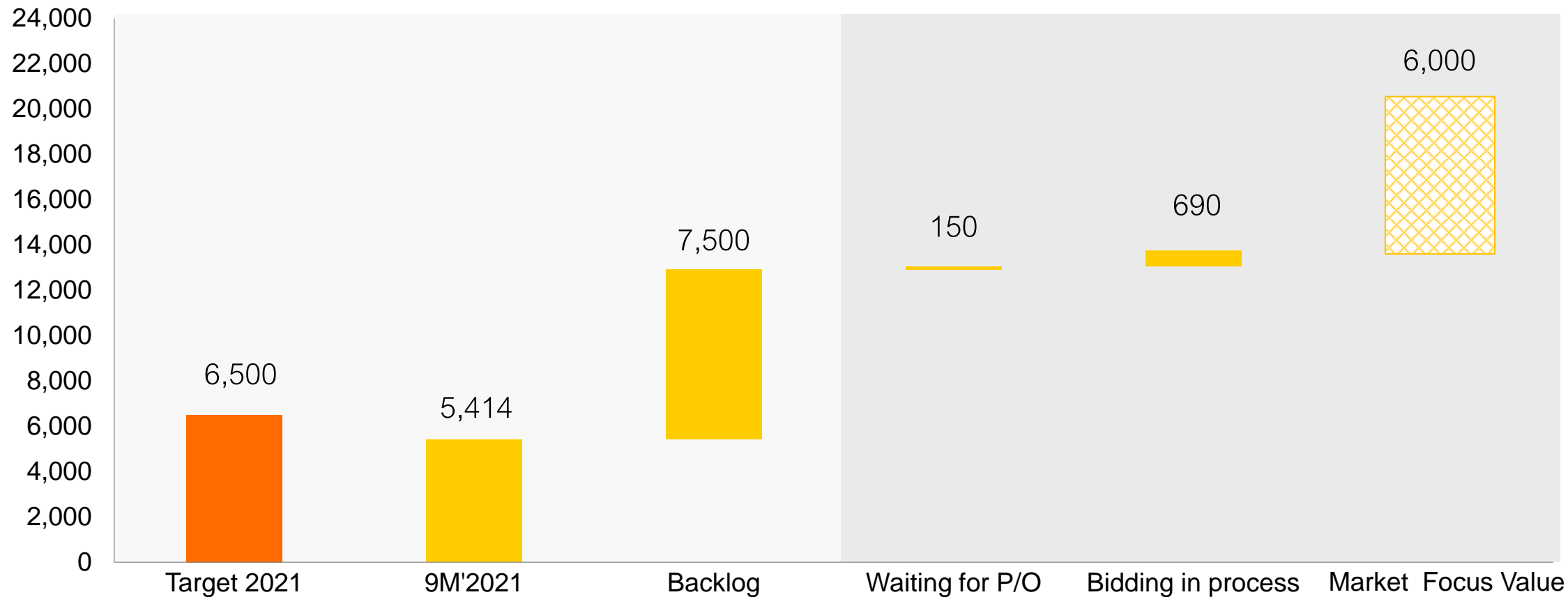
### The Extraordinary General Meeting of Shareholders No.1/2021

E-EGM 21 December 2021

XM: 23 November 2021  
RD: 24 November 2021  
(online meeting only)

## Outlook 2021-2022

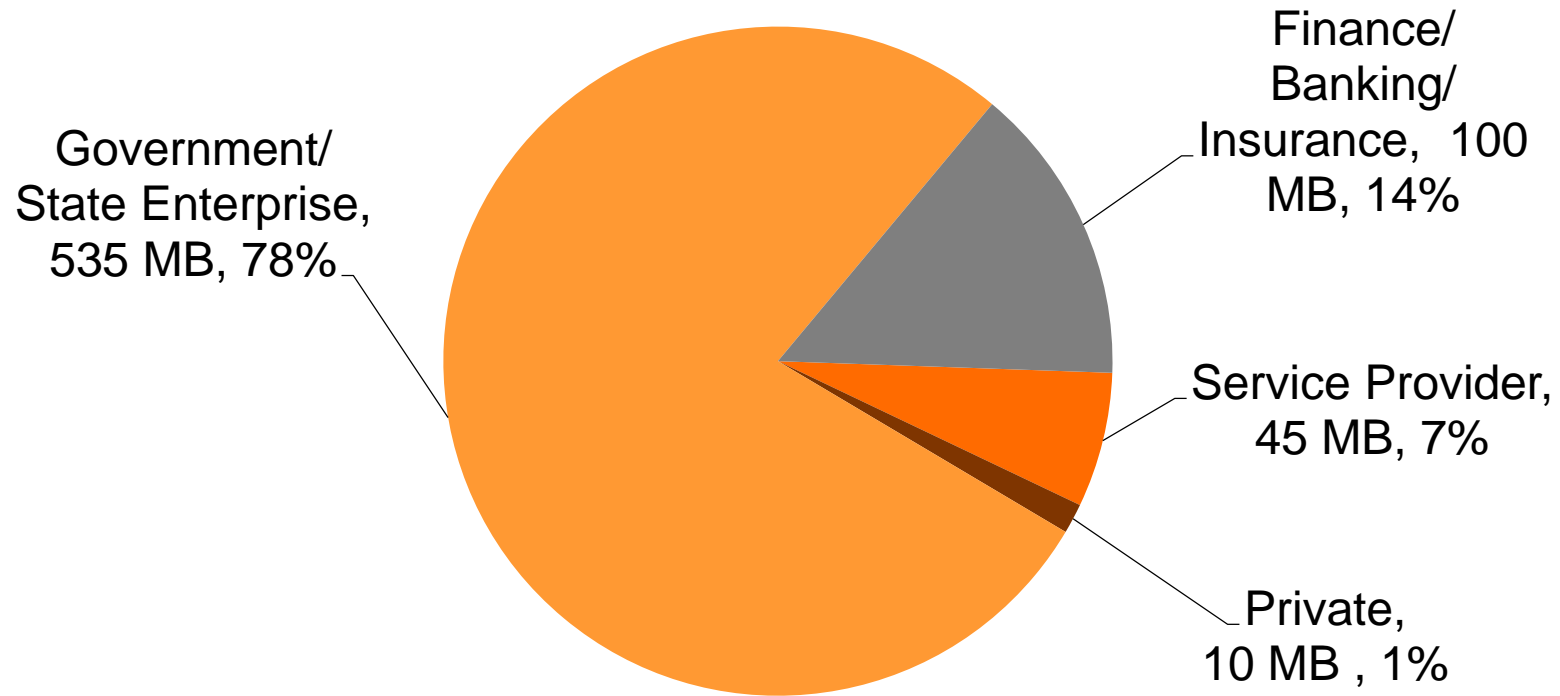
### Revenue (THB.mil)



Source: Company estimation updated on November 18, 2021

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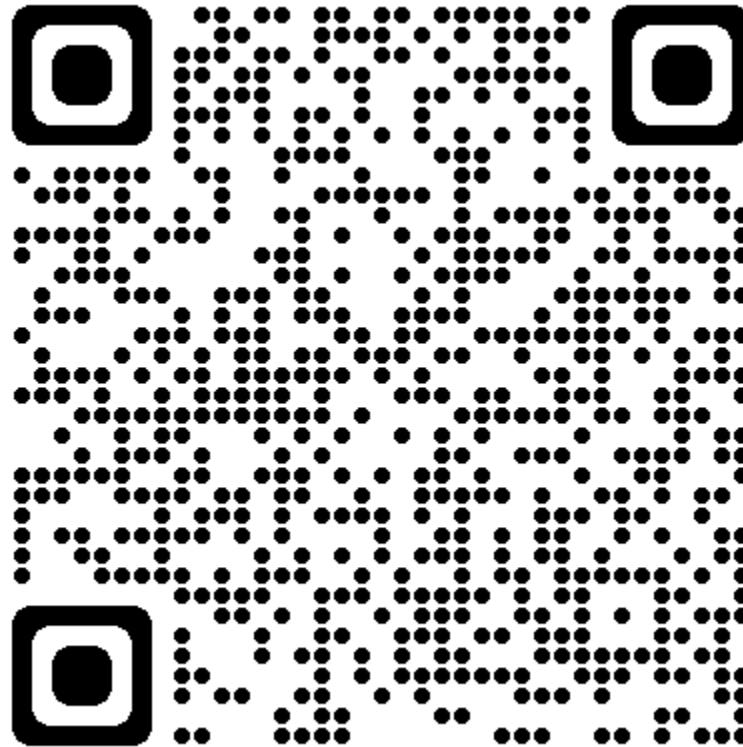
## Bidding in Process



**Total = 690 MB**

# Q&A

# Analyst Survey



Q3/2021

[https://docs.google.com/forms/d/1ByYxyTNIoLVyb-12hkwrIPDxbLAf\\_E0KNX3w4TQIW2c/viewform?edit\\_requested=true](https://docs.google.com/forms/d/1ByYxyTNIoLVyb-12hkwrIPDxbLAf_E0KNX3w4TQIW2c/viewform?edit_requested=true)

# “Lifelong Trusted Partner”

## Thank you

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## Joint Venture

### 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

### Genesis Data Center Co., Ltd. (Genesis)



- Established March 24, 2016 and Opened for servicing on January 1, 2018
- An investment in Data Center business with 2 partners as ITEL and WHA Infonite Holding Co.,Ltd
- In the investment total amount of 70,000,000 Baht as ratio equals to 1/3 of the paid-up
- Data Center project with 626 racks on a plot land size of 5,277 square meters
- located at 111/11-12 Moo 11 Tambon Bangchalong Aumpor Bangpre, Samutprakarn
- Genesis Data Center has been already opened for servicing since the beginning of the year 2018
- More detail, please visit <http://genesisdatacenter.co.th>

## Joint Venture of the company's Joint Venture

### Campana Group Pte., Ltd. (Campana)



- Incorporated in Singapore and associated of LAH, AIT and Others.
- As 31 December 2020, LAH's shareholding in Campana is 12.8% and also AIT's is 5.2% 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/>