



Advanced Information Technology Public Company Limited

Analyst Meeting

20 May 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

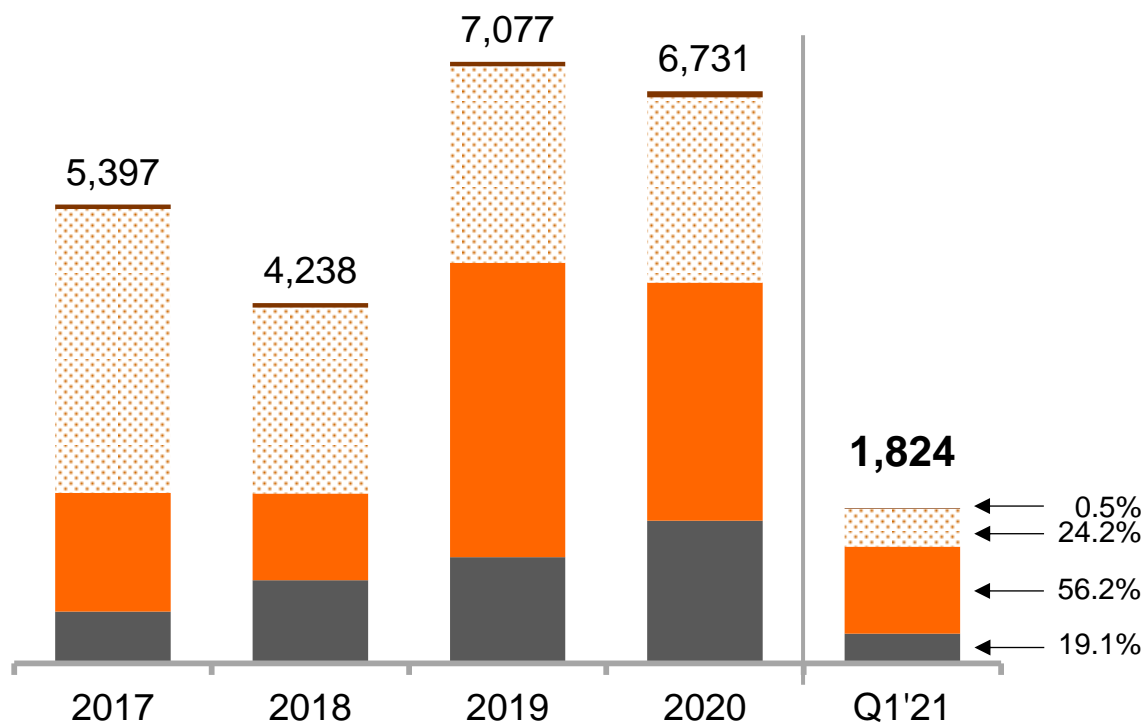
AIT's Outlook 2021 – 2022

Appendix

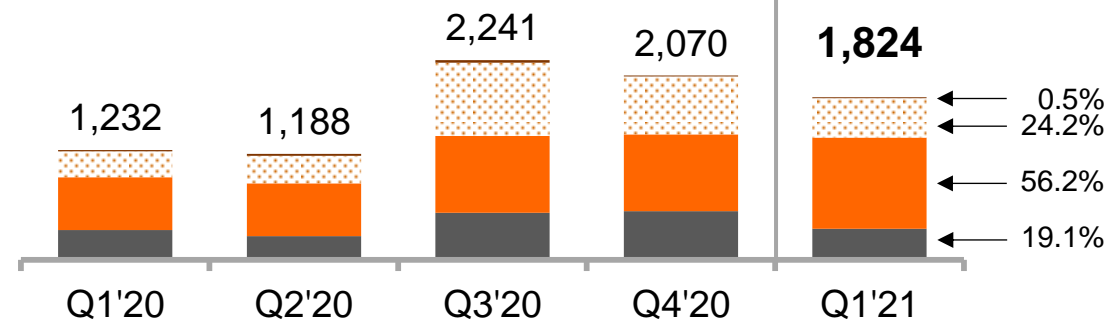
AIT's Financial Highlights

Total Revenues by Customer

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)



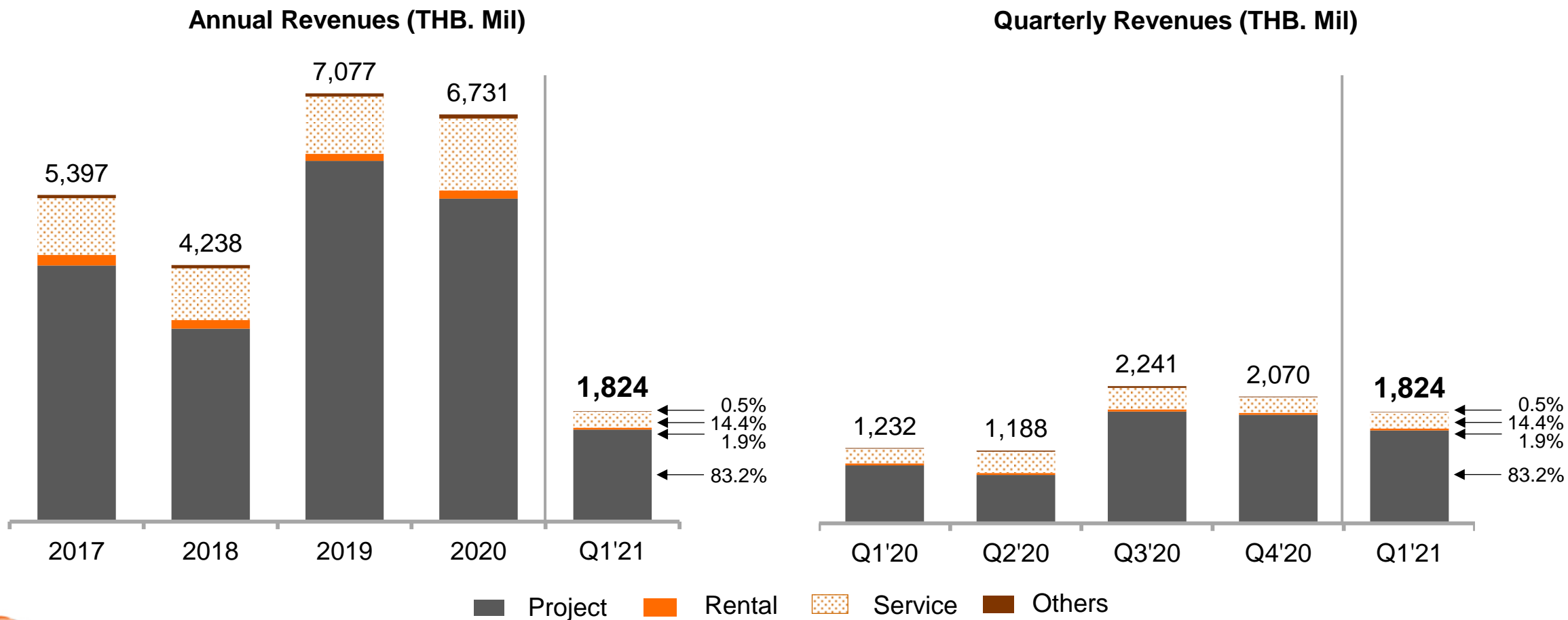
Nation Telecom PLC.
 Government Agencies & State Enterprises
 Private
 Others



Financial Statements in which equity method is applied

Lifelong **Trusted** Partner

Total Revenues by Sources

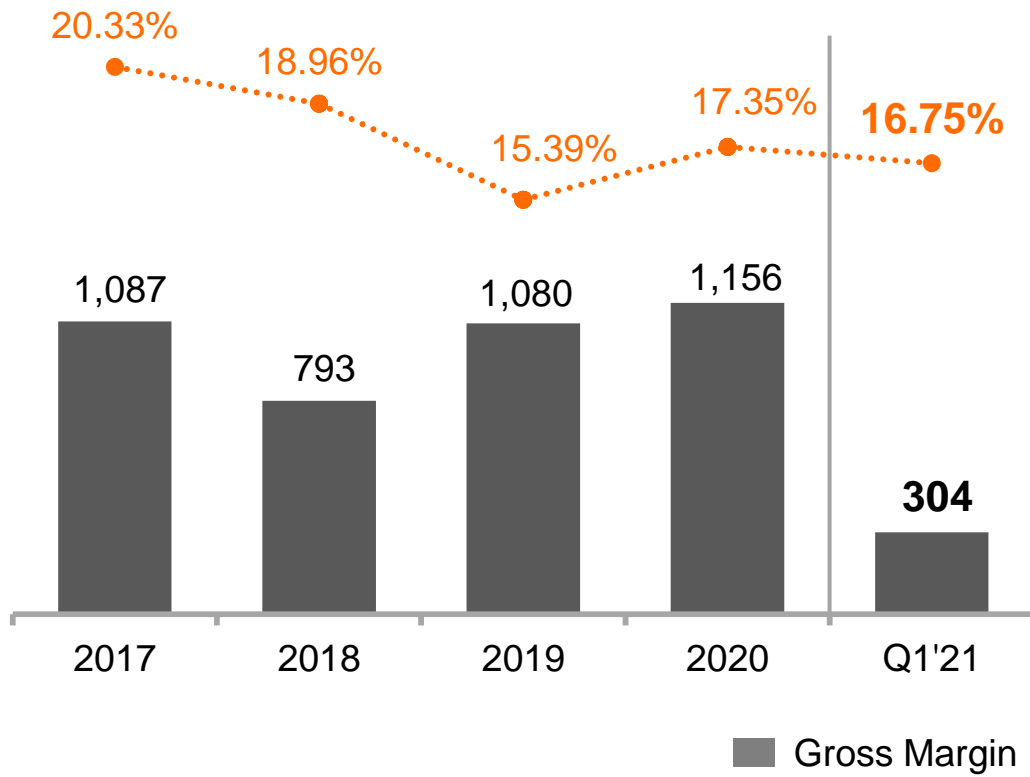


Financial Statements in which equity method is applied

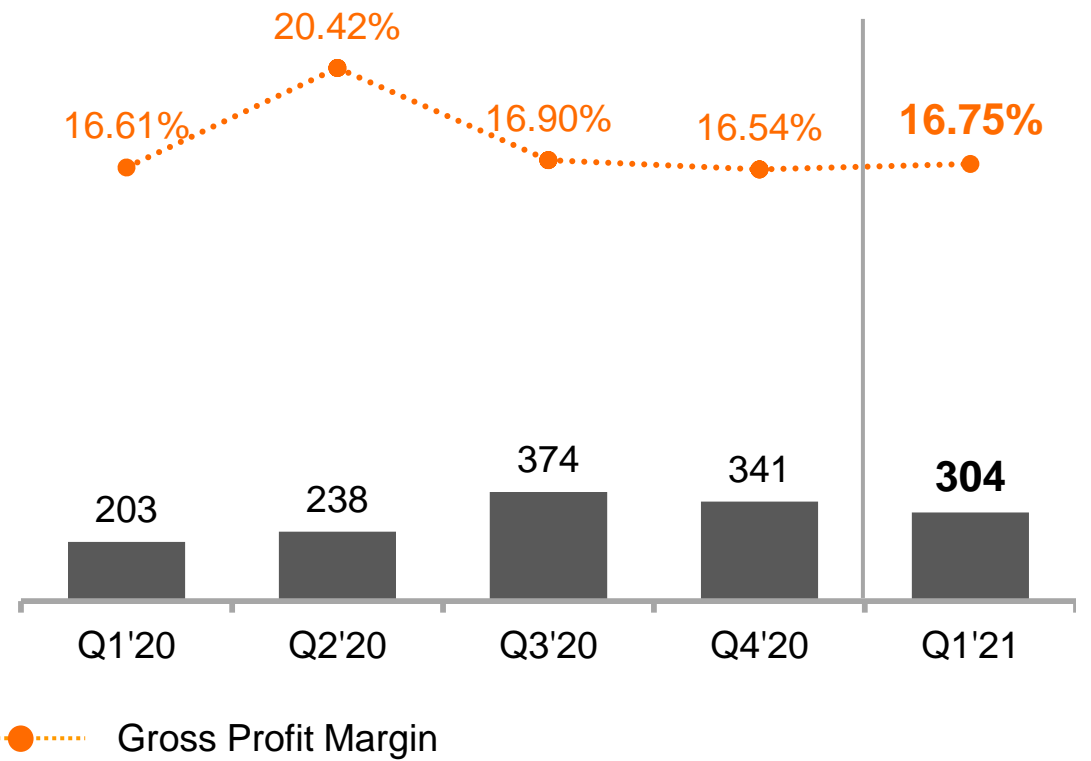
Lifelong **Trusted** Partner

Gross Profit

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

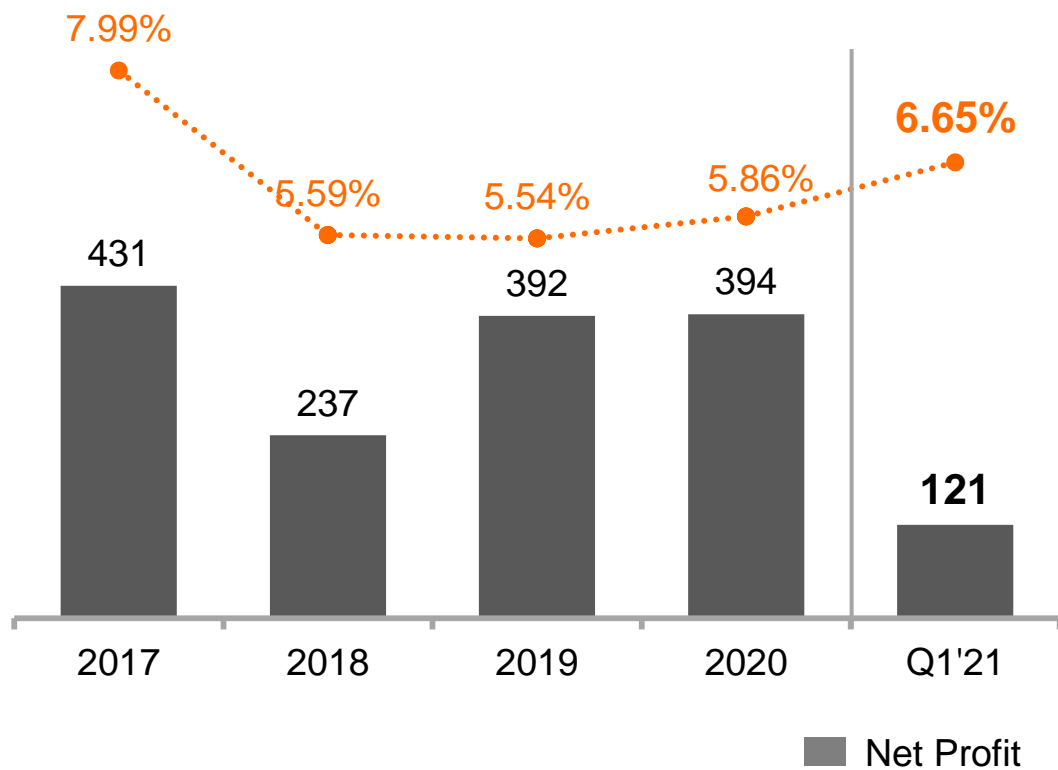


Quarterly GP (THB.mil) and GPM (%)

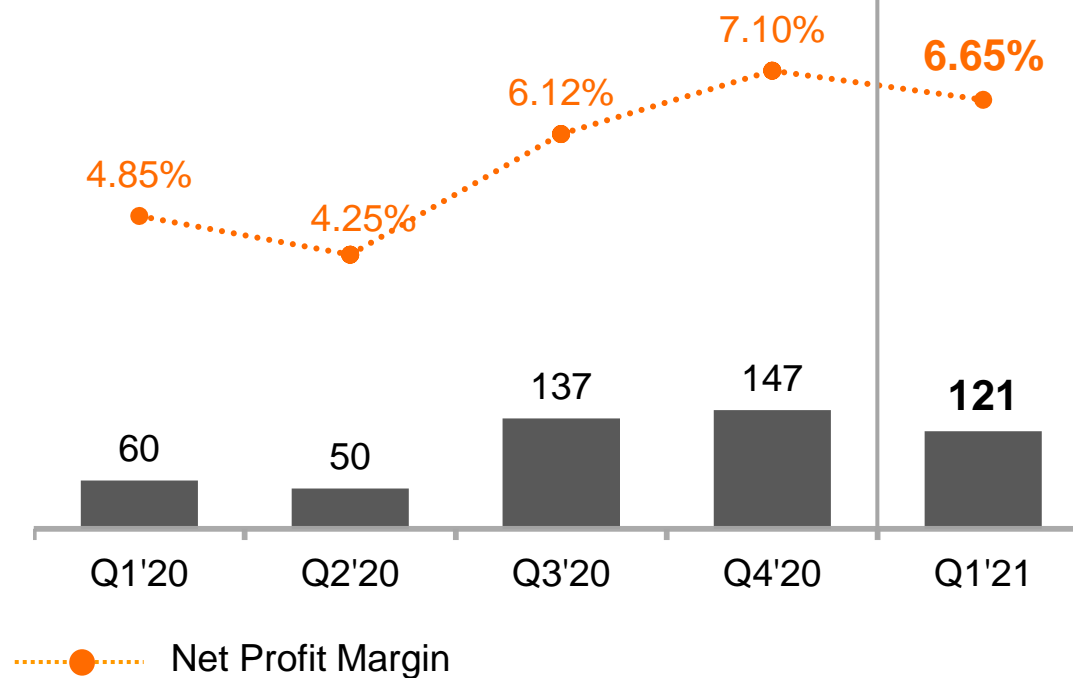


Net Profit

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

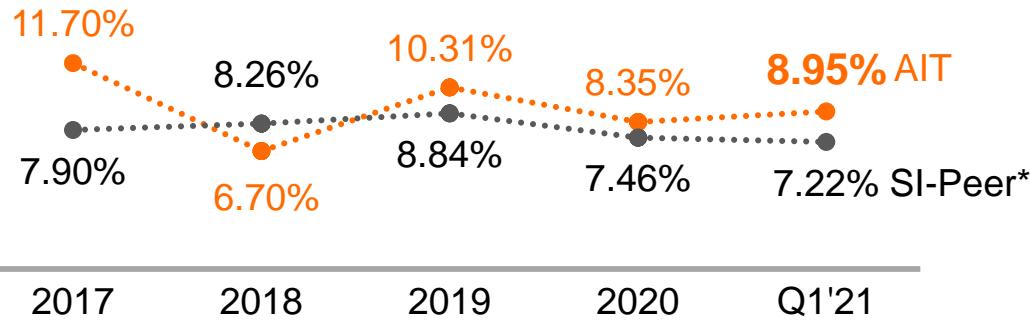


Quarterly NP (THB.mil) and NPM (%)

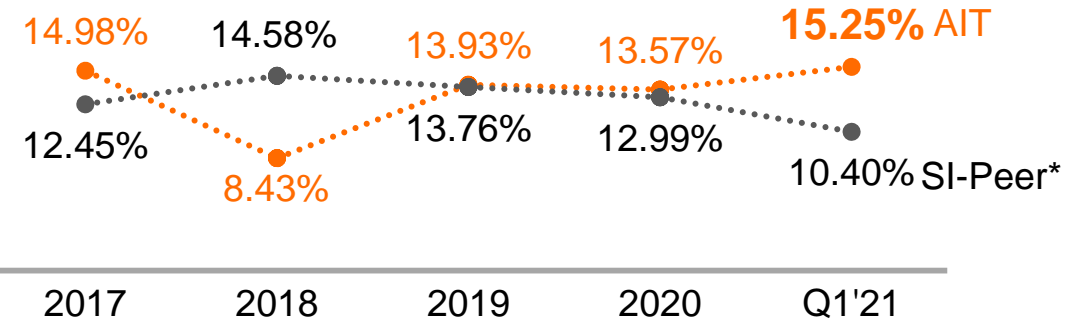


Financial Ratio

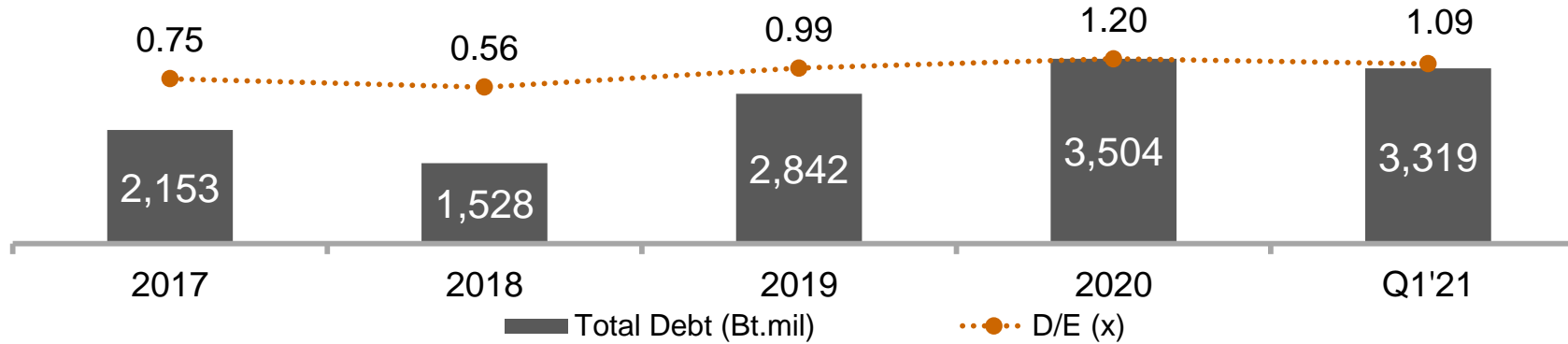
Return on Asset (%) ; ROA



Return on Equity (%) ; ROE



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

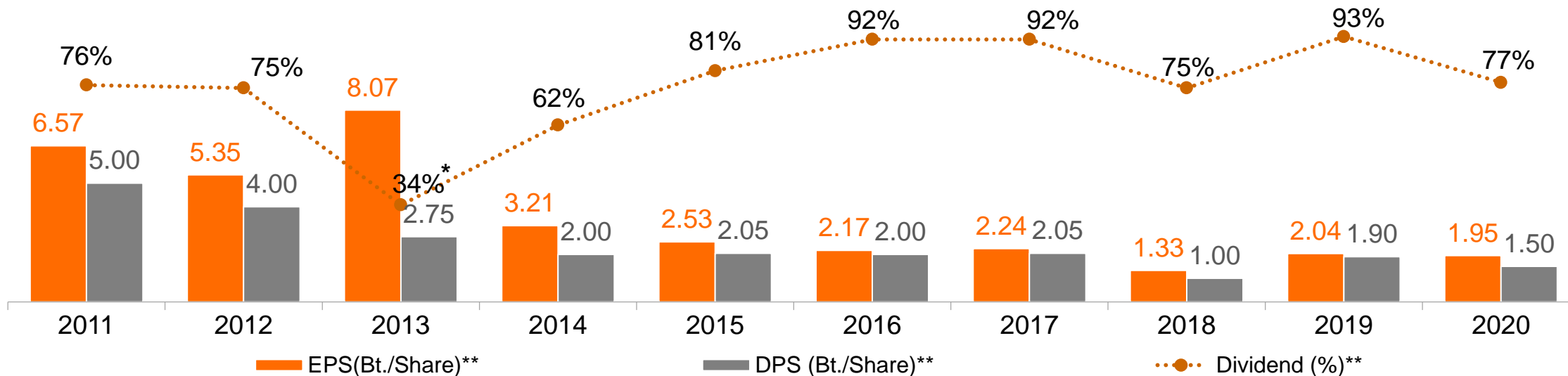


Source: www.set.or.th as of May 14, 2021

*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. 21.90 per share
Listed share:	206.32 mil. Shares	P/E	9.91 Times
Market capitalization:	Bt. 4,518.43 mil	P/BV	1.48 Times
Foreign limited:	25.00%	Dividend yield:	10.67 %

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

** Separate Financial Statement

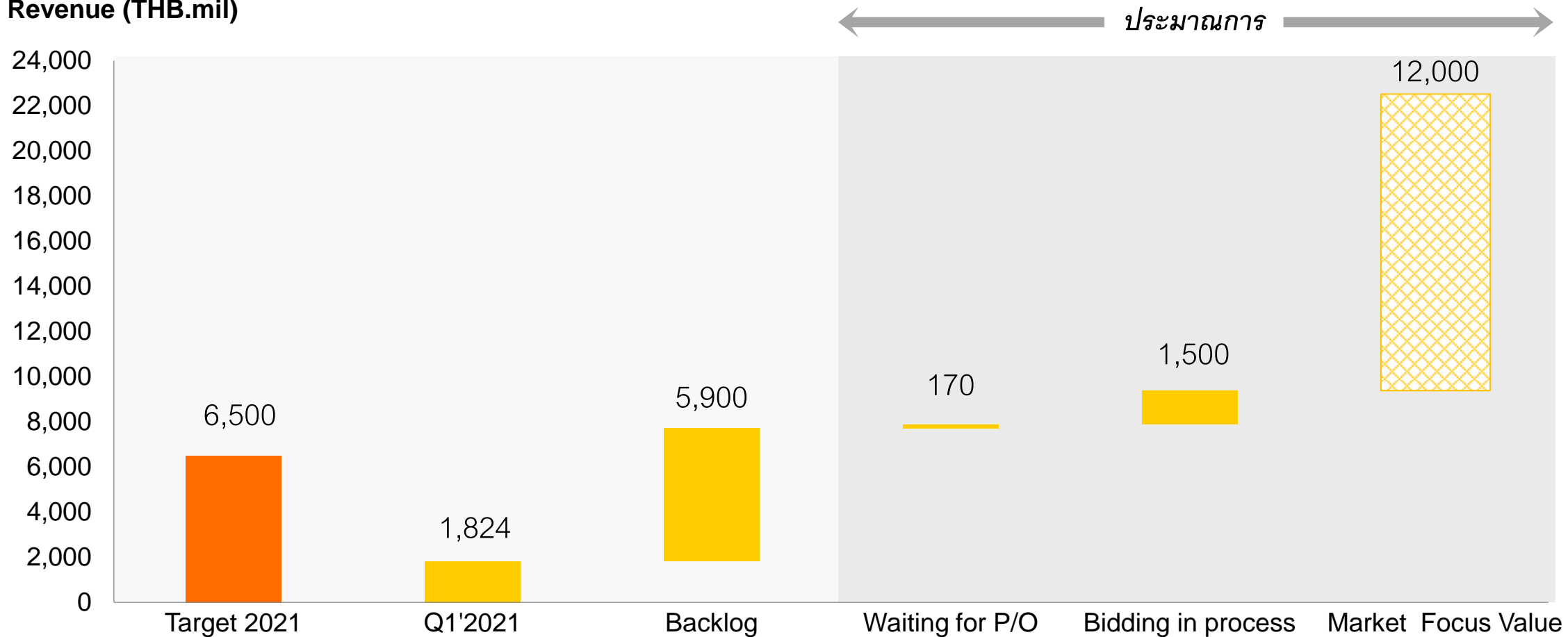
*** Source: www.set.or.th as of May 14, 2021



AIT's Outlook 2021 – 2022

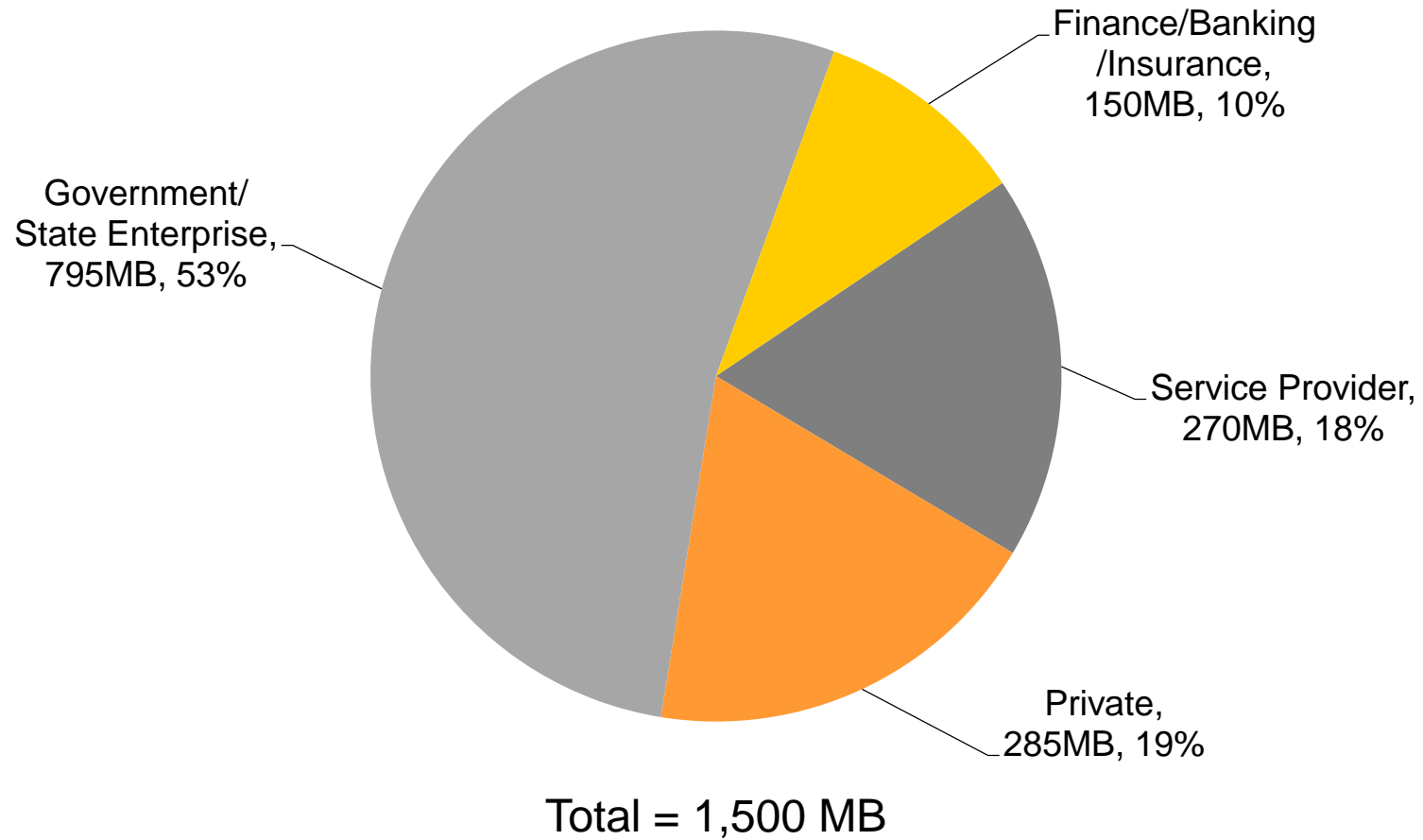
Outlook 2021-2022

Revenue (THB.mil)



Source: Company estimation updated on May 14, 2021

Bidding in Process



Q&A

Analyst Meeting Survey



“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.
- 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/>

Additional Investment in Campana



Shareholders	Before the transaction		After the transaction	
	No. of share	(%)	No. of share	(%)
1. Founder	81,901	10.11	81,901	9.93
2. Tello Capital Pte. Ltd.	182,529	22.53	182,529	22.14
3. Eden Group Co., Ltd	203,619	25.14	203,619	24.70
4. Mitsui & Co., Ltd	208,000	25.68	208,000	25.23
5. Loxley & AIT Holding Co., Ltd	105,597	13.04	105,597	12.81
6. AIT	28,365	3.50	42,795	5.19
Total	810,011	100.00	824,411	100.00

- In the past, AIT had an indirect investment in CAMPANA through LAH of 79 Million Baht and also a direct investment of 85 Million Baht
- Recently, AIT invests in 1.80 Million US Dollars which equals to 56.09 Million Baht and representing 125 US Dollars per share which equals to 14,400 shares.
- Thus, AIT has invested approximately **220 Million Baht** in CAMPANA.

There are 2 projects consist of

- The SIGMA Project; The submarine fiber optic cable, which is expected to start service around the year 2021
- The TARO Project; The fiber optic cable on the ground, has been already opened for servicing since the beginning of the year 2018

In order to remain the shareholder proportion in Campana not less than **5%** and also provide good returns in the next **5** years.



The Board of Directors Meeting of Advanced Information Technology Public Company Limited ("AIT") no. 6/2020 held on November 3, 2020 has resolved to approve the additional investment in CAMPANA.