



Advanced Information Technology Public Company Limited: AIT

Analyst Meeting #1/2023

22 February 2023

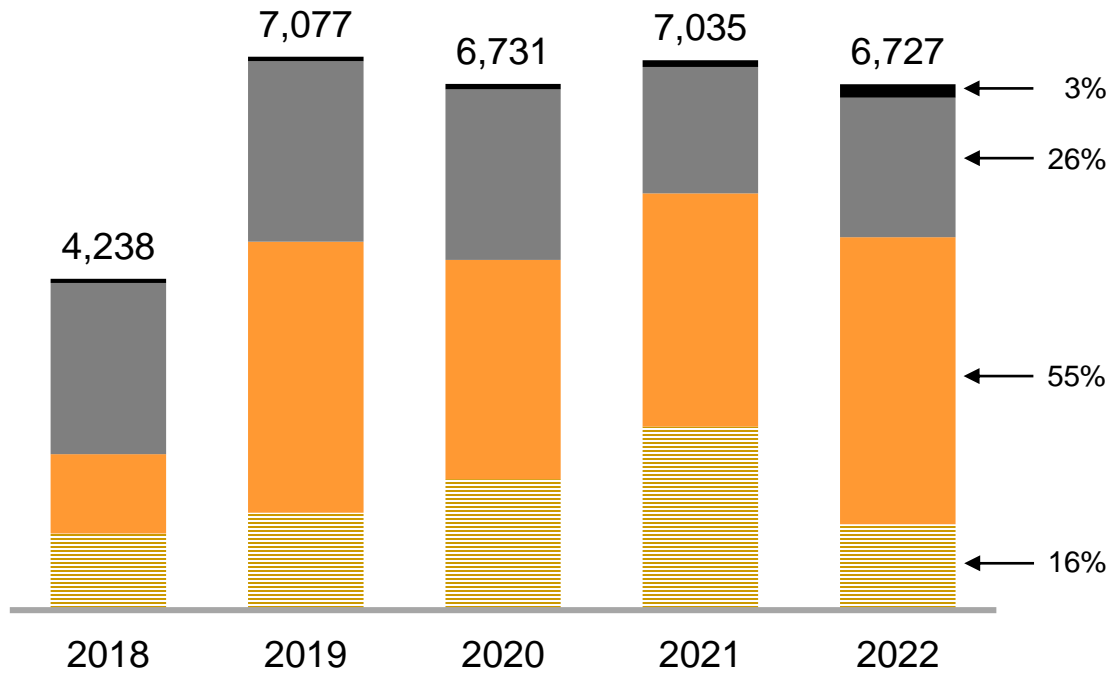


Agenda

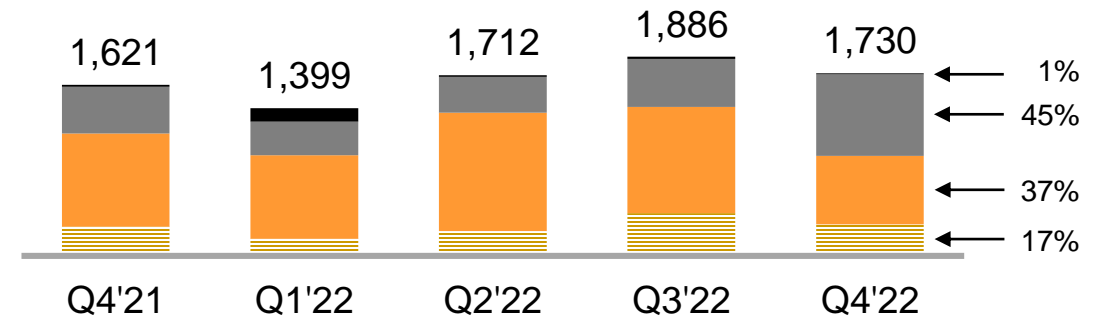
- AIT's Financial Highlights 2022
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Total Revenues by Customer

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)



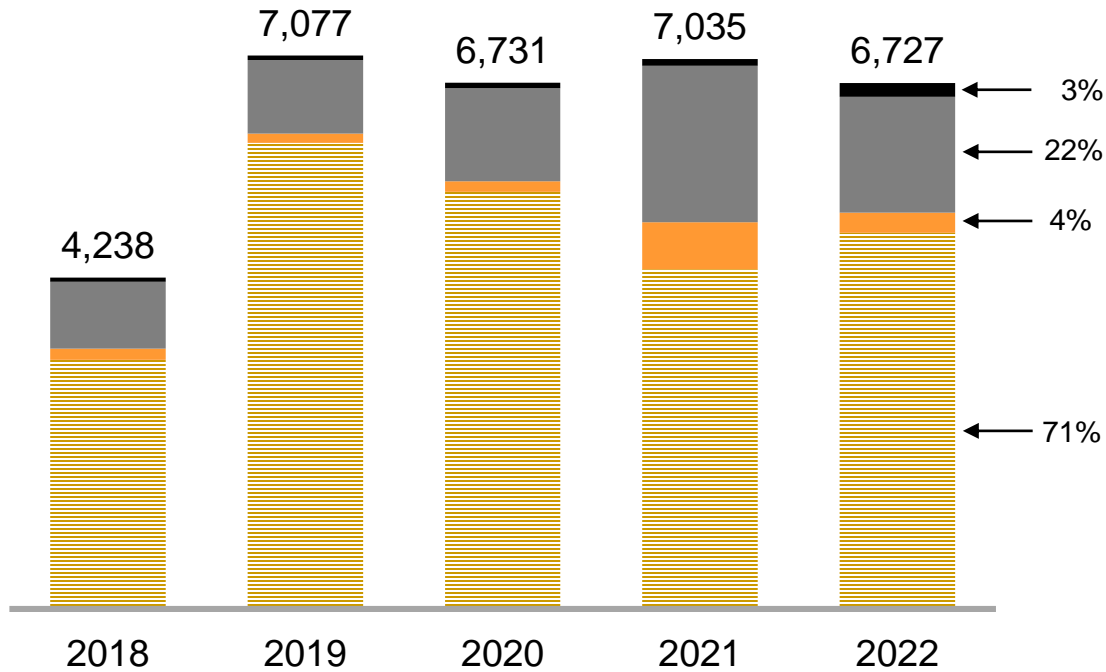
Nation Telecom PLC.
 Government Agencies & State Enterprises
 Private
 Others



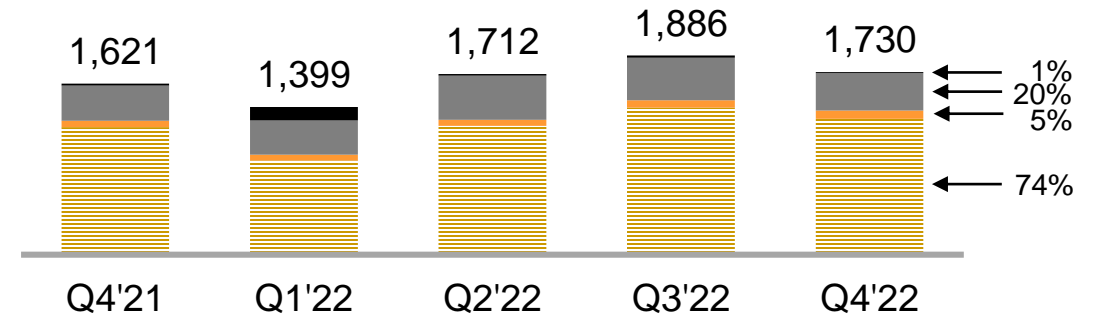
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Total Revenues by Sources

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)



Project Sales
 Rental
 Service
 Others

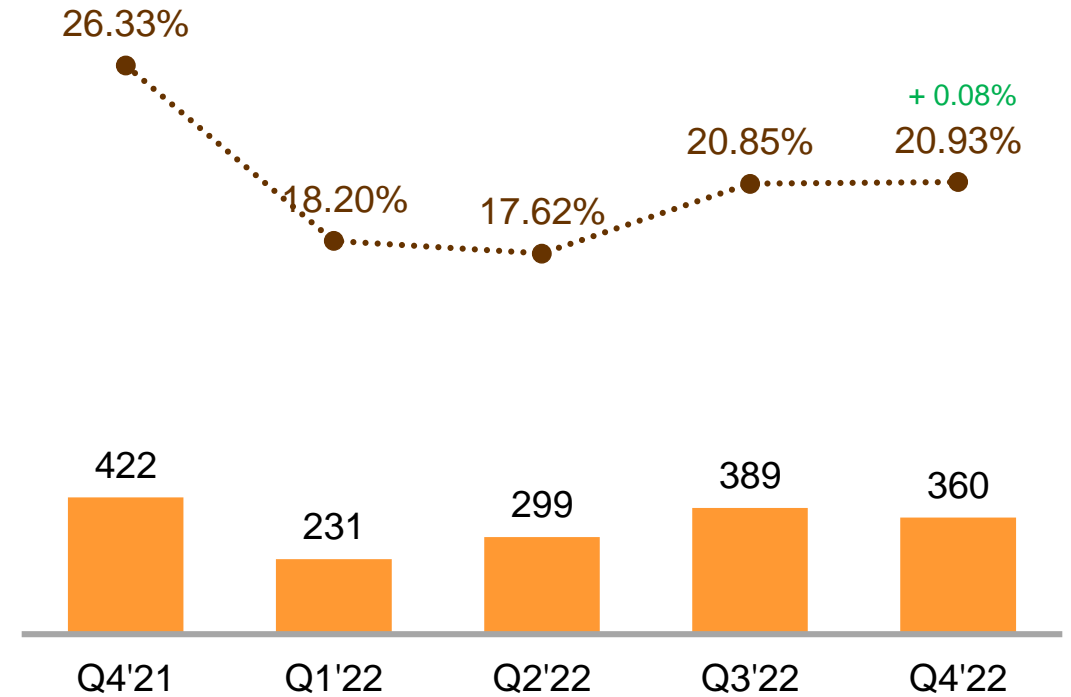
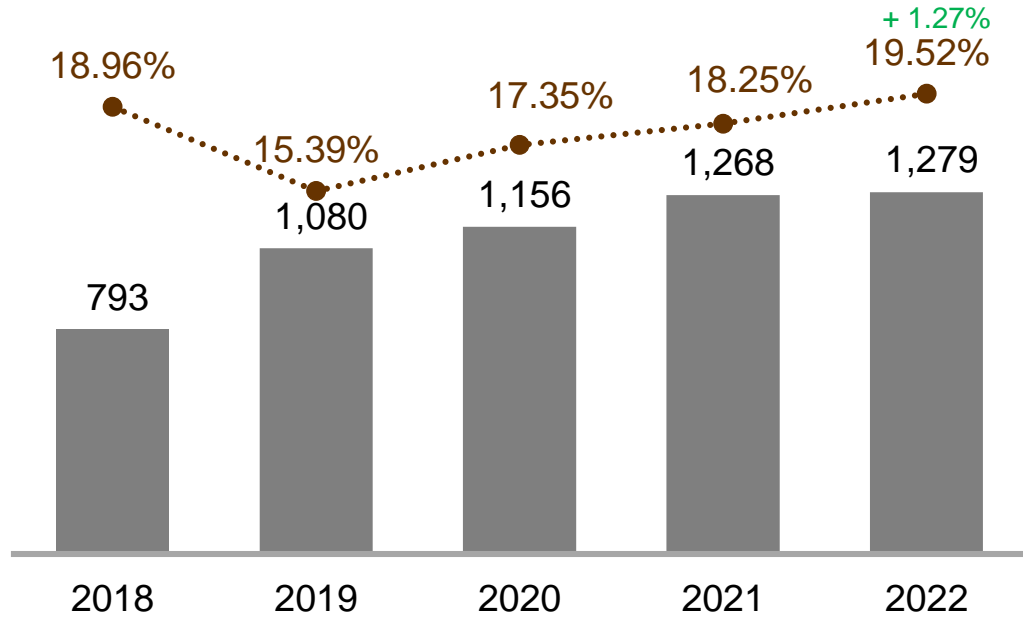


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Gross Profit

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

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



■ Gross Margin

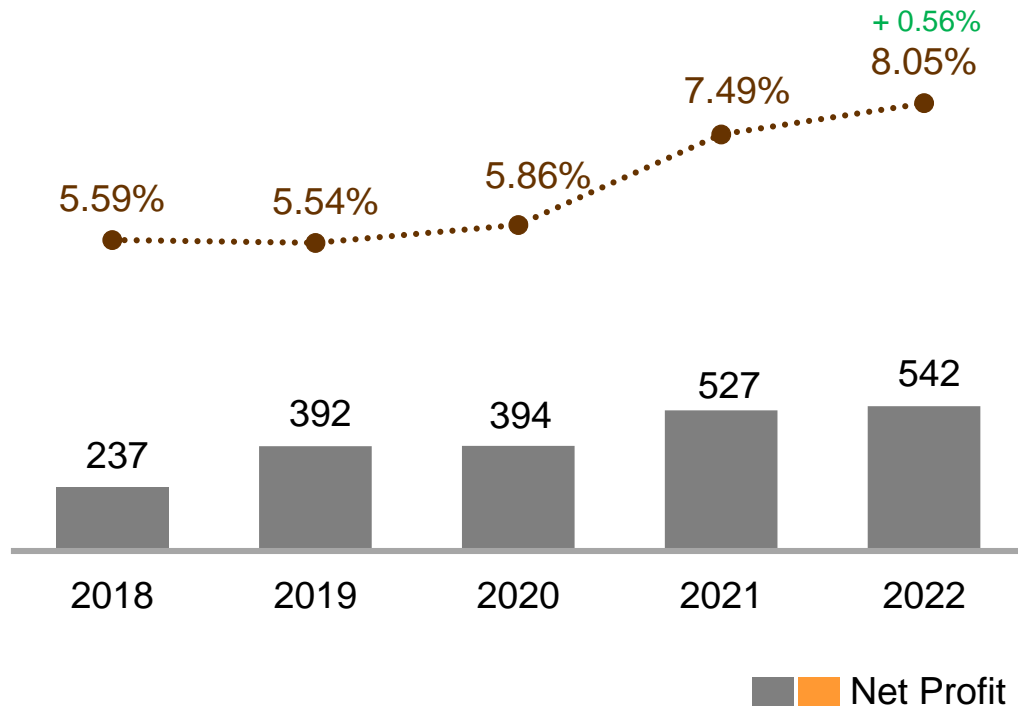
.....●..... Gross Profit Margin



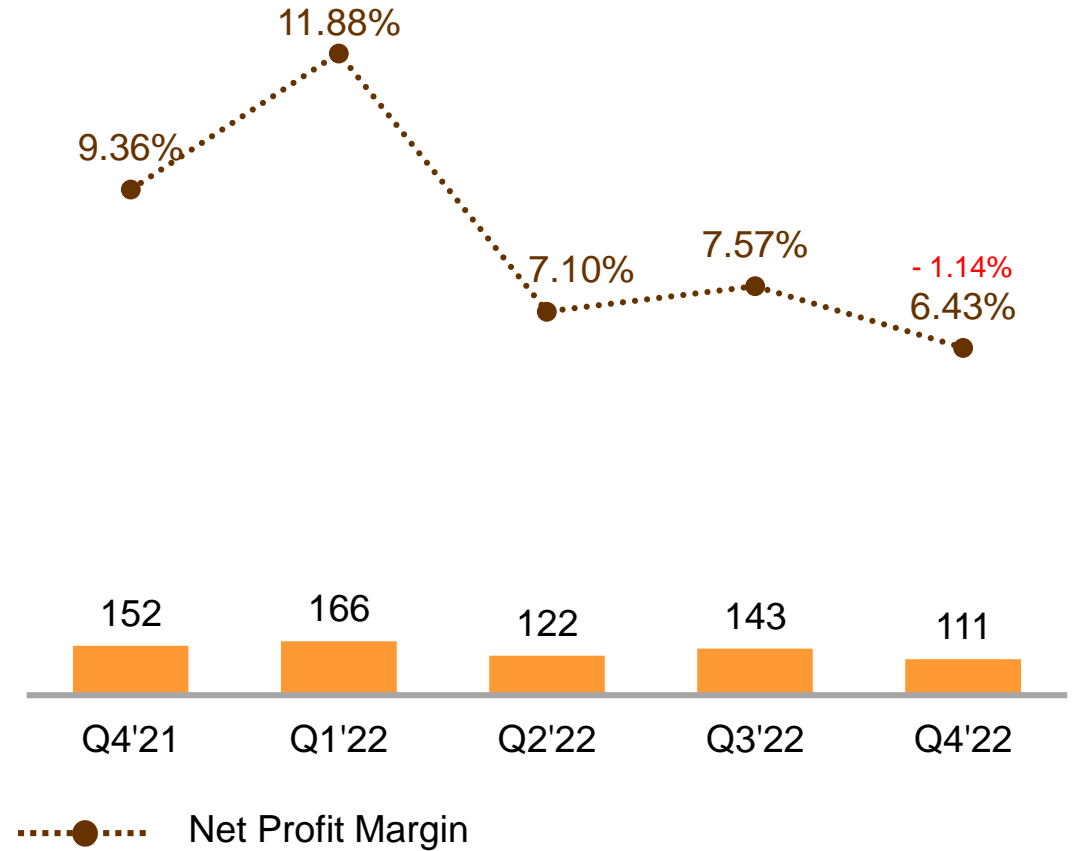
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Net Profit

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

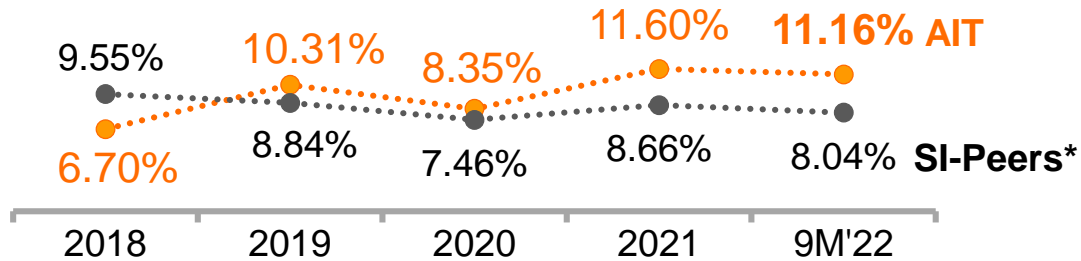


Quarterly NP (THB.mil) and NPM (%)

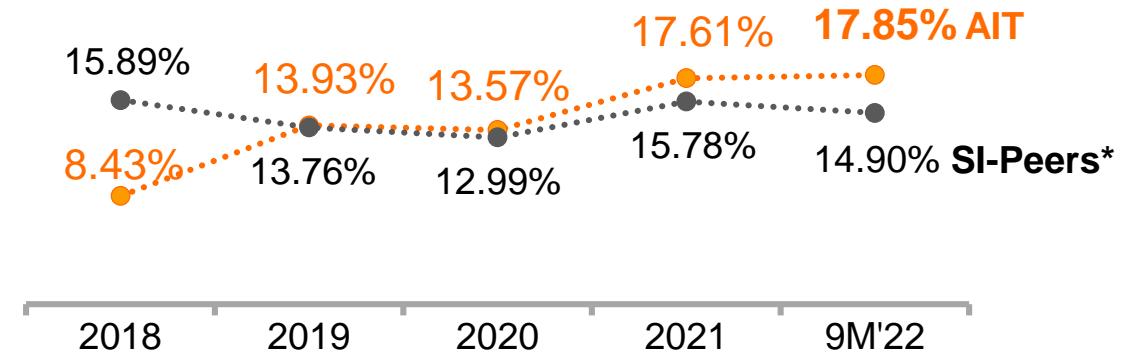


Financial Ratio

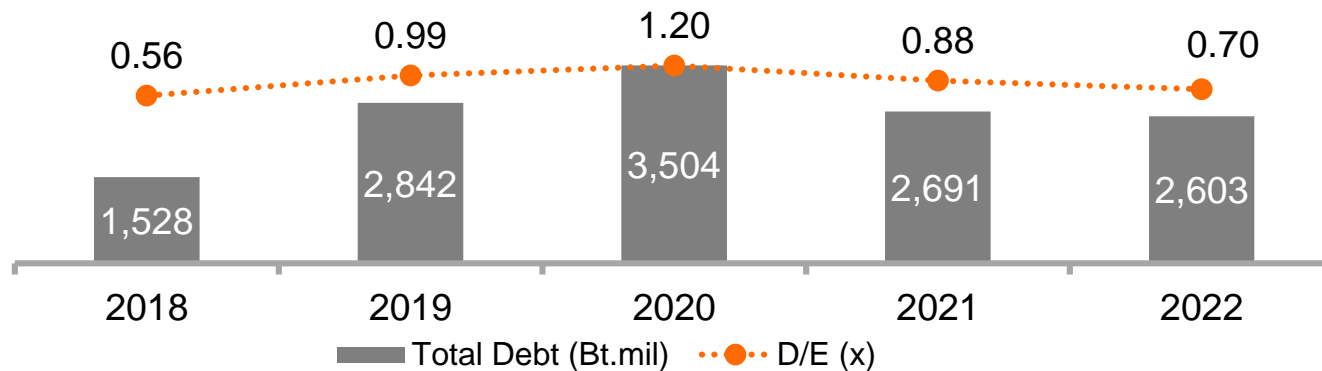
Return on Asset (%) ; ROA



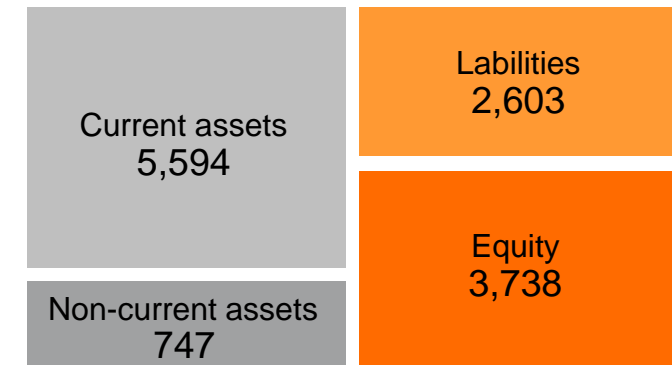
Return on Equity (%) ; ROE



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



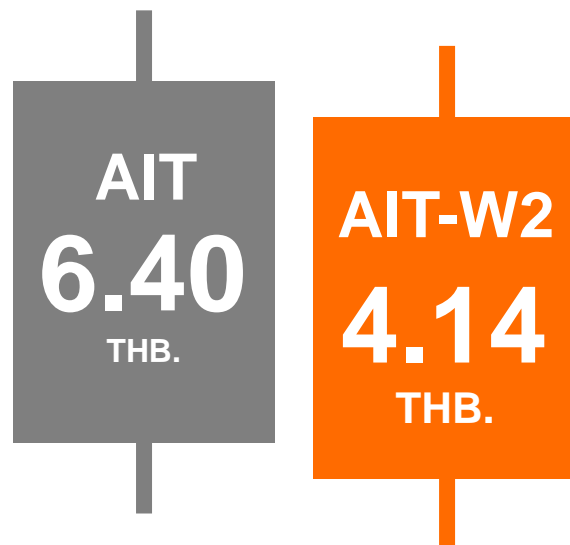
Financial Structure Y'22 (THB.mil)



*SI Peers haven't announced their performance yet. Thus, their yearly ROE and ROA are not comparable at this time.

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Stock information



Share information	
P/E	14.63 Times
P/BV	2.35 Times
Par value:	THB. 1.00
Listed share:	1,331,13 mil. Shares
Market capitalization:	THB. 8,519.20 mil
Dividend yield:	5.33 %

*Source: www.set.or.th as of February 16, 2023

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Revenue Target



Revenue Target 2023
7,000 Mil.Baht

Key Strategies

- **Customer Focus:** ขยายพื้นที่การขายและเพิ่มฐานลูกค้า เน้นขายแบบ Consultancy Selling
- **Efficiency Focus:** นำเทคโนโลยีมาใช้ในการบริหารงานภายในแบบ Fully Automation
- **Profit Focus:** บริหารต้นทุนให้มีประสิทธิภาพสูงสุด

Events Notification

AIT-W2

Period for the notification of the intention to exercise the warrant : **24-30 March 2023**

Exercise Date : **31 March 2023**

Exercise Price : **2.00 baht/share**

Number of unexercised warrants : **216,266,810 units**

** Number of exercised warrants : 299,520,866 units*



Annual General Meeting

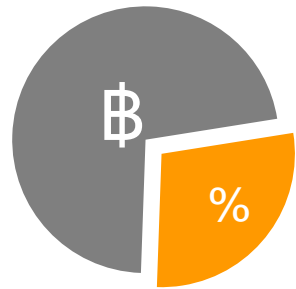
E-AGM 2023: **11 April 2023**

Time: **2 pm – 4 pm.**

XM: **2 March 2023**

**by broadcasting live from AIT's Building*

Events Notification



Dividend

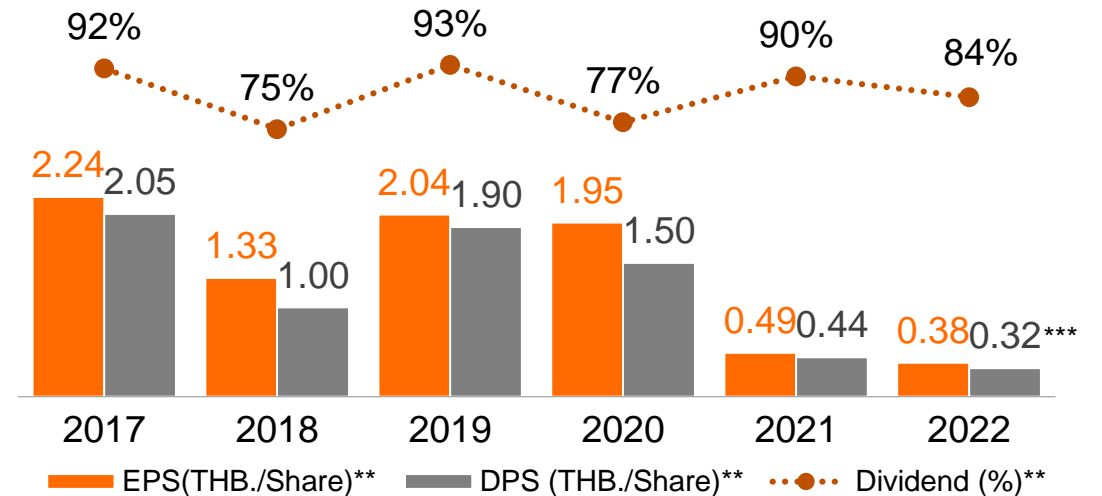
0.17 Baht

The Company will make an extra dividend at the rate of **0.17** Baht (Seventeen satang) with company's share par value 1 baht

XD: **20 April 2023**

Dividend Payment: **9 May 2023**

Dividend*



Noted:

- * Dividend policy is not less than 40% of normal net profit
- ** Separate Financial Statement
- *** The Company paid an interim dividend of **0.15** baht per share on September 9, 2022. The profit will be allocated to shareholders in the form of dividends for the year 2022 at the rate of **0.17** baht per share in May 9, 2023. However, such dividend payment must be approved by the 2023 Annual General Meeting of Shareholders. Therefore, the company makes a total dividend at the rate of **0.32** Baht for the year 2022.

Investment Update



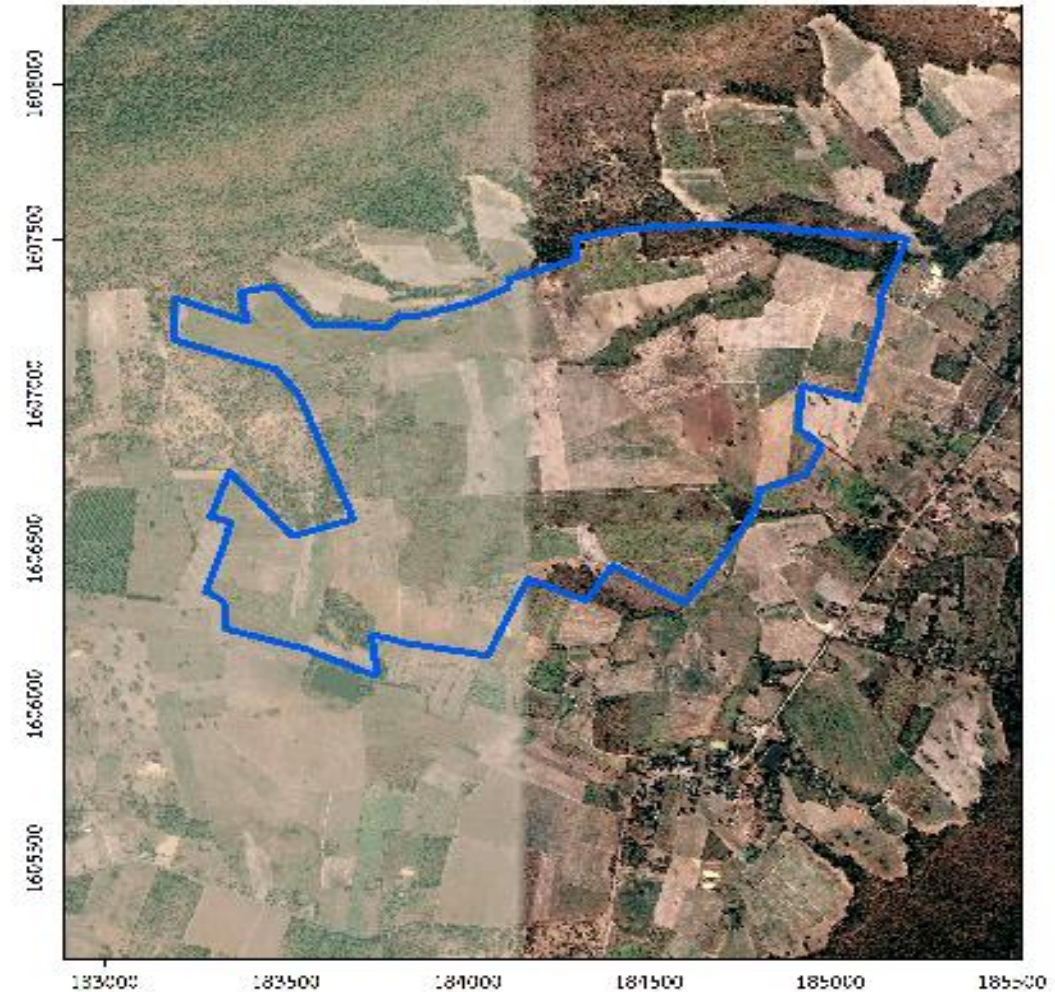
Investment in Business of Carbon Credit Trading and Economic Teak Plantation

Total invested amount : 176.8 million baht.

Number of areas : 942 Rai.

Location : Khon Buri Subdistrict,
Khon Buri District,
Nakhon Ratchasima

ภาพถ่ายทางดาวเทียม พื้นที่โครงการ
บริเวณตำบลครบุรีใต้ อำเภอครบุรี จังหวัดนครราชสีมา



คำอธิบายสัญลักษณ์
พื้นที่โครงการ (พื้นที่รวม 942 ไร่)

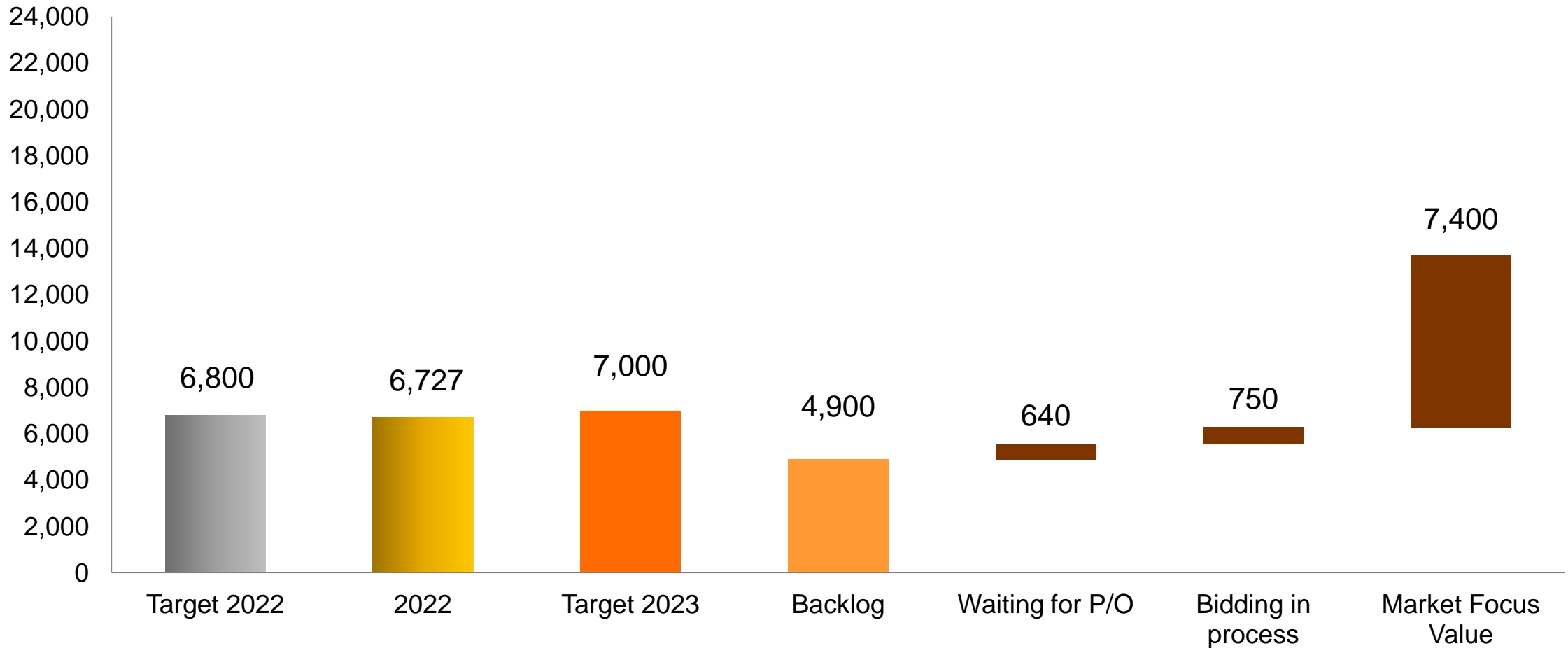


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AIT's Outlook 2023 – 2024

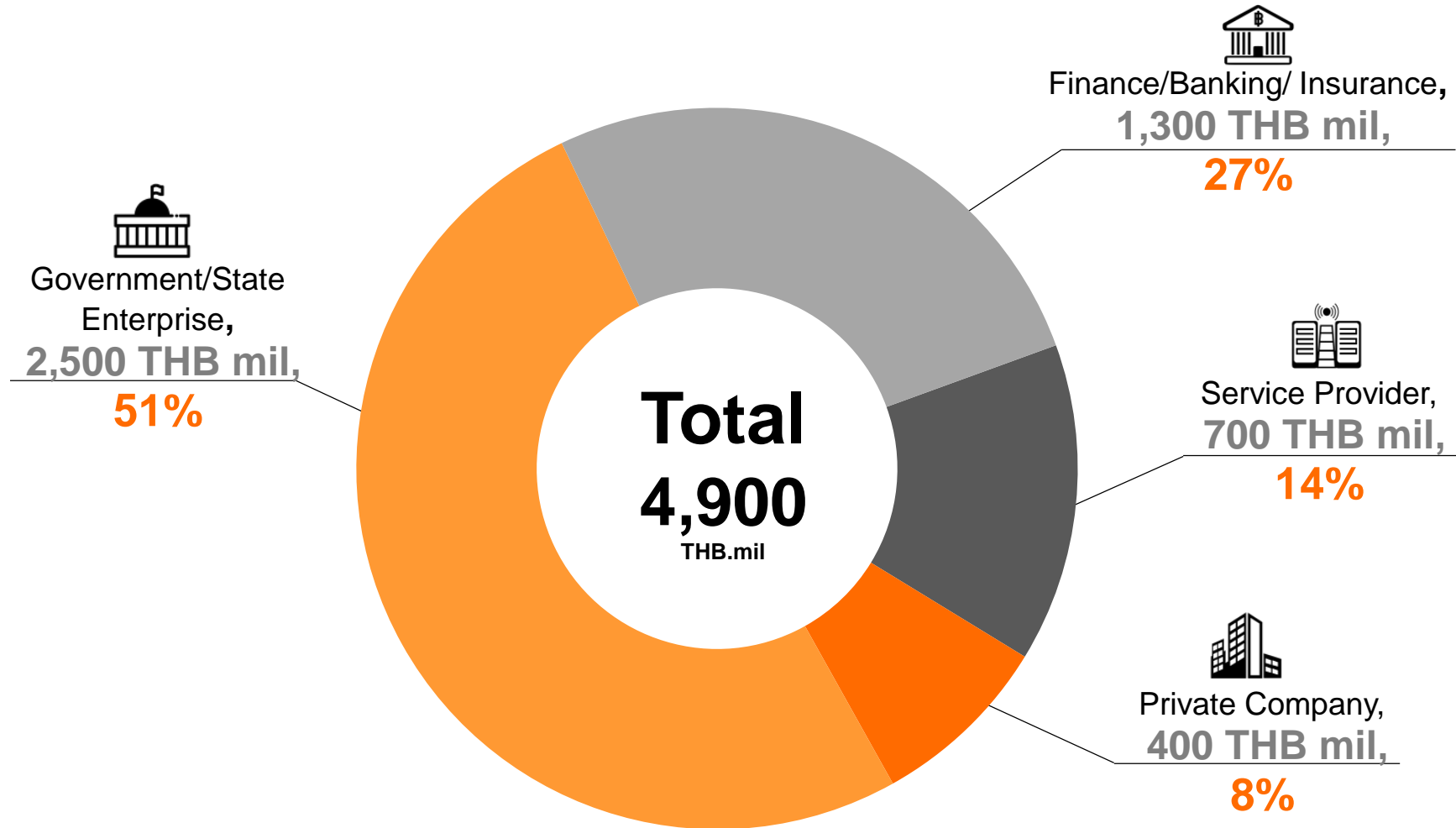
Revenue (THB.mil)



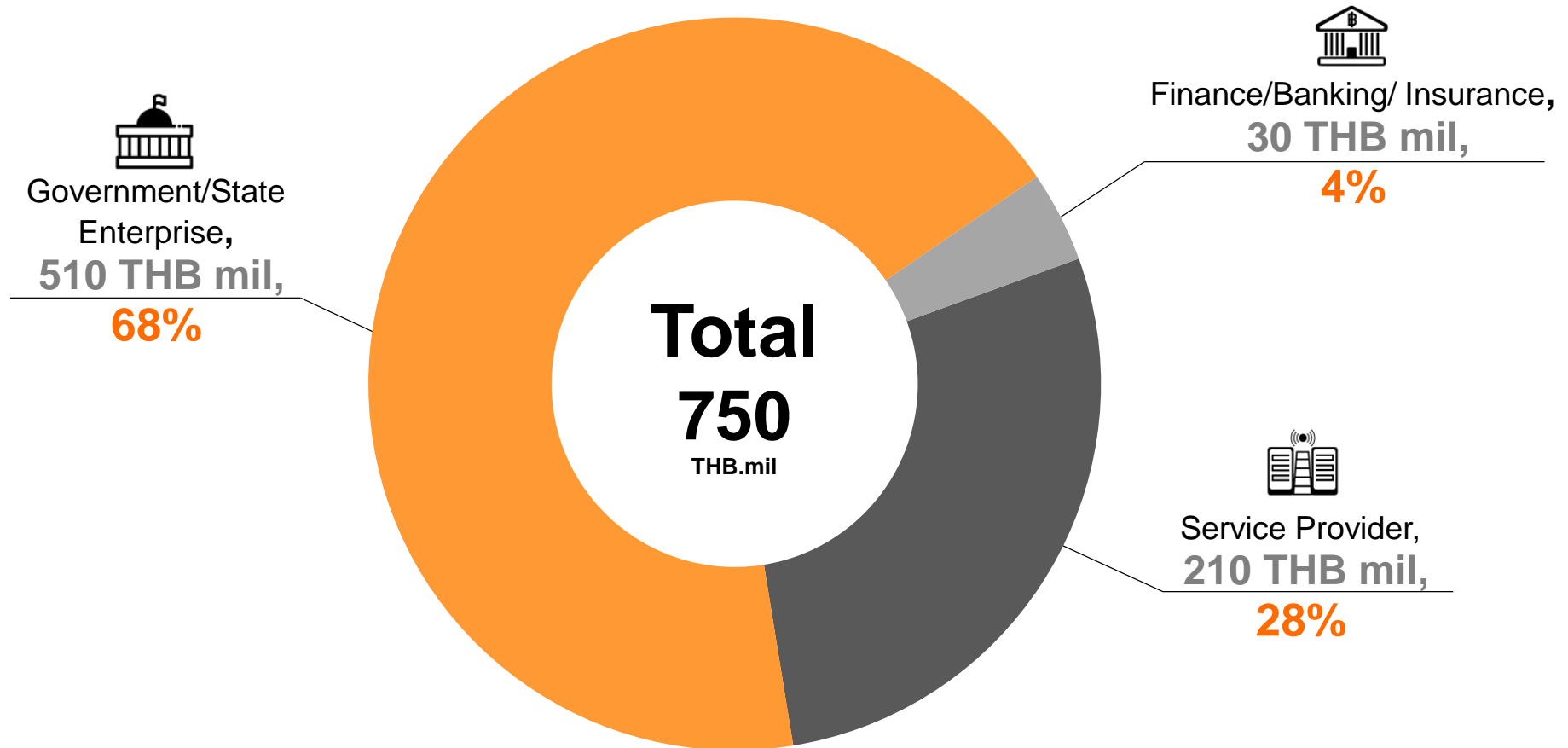
Source: Company estimation updated on February 16, 2023

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Project in Backlog



Bidding in Process



Q & A



“Lifelong Trusted Partner”

Thank you

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For further information and enquiries, please contact

Investor Relations Unit

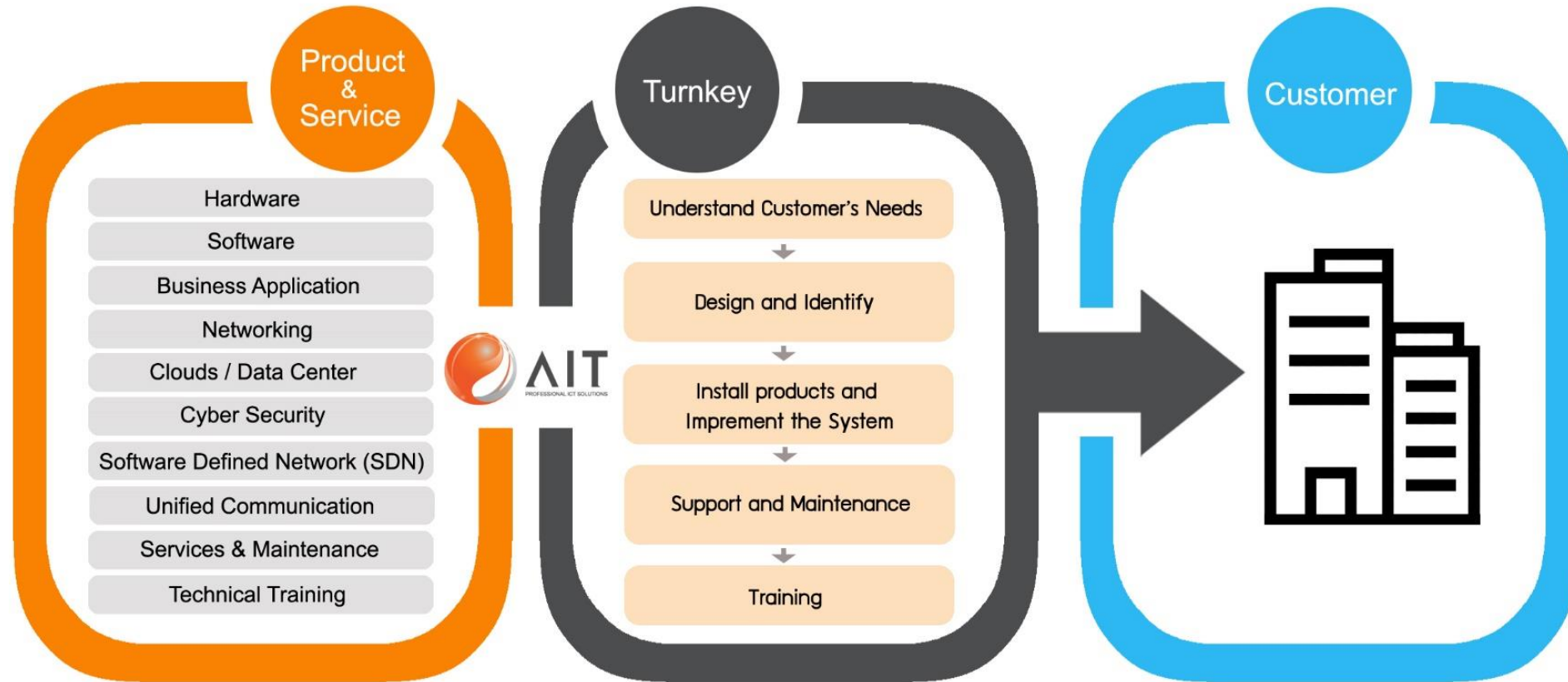
Tel: +662-275-9400 #1104

Email: ir@ait.co.th

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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.

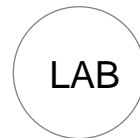
TRAINEX Training Center



Trainex Training Center is an Information Technology Training, IT Certificate and Soft Skill Center of the Company. The Company has established this center to provide training services to the Company's project clients and personnel of different departments of general companies. The services offered by our training center range from standard training courses, official courses for various products available in the market.



Located on the 16th floor of CW Tower B.



Cisco Training LAB Room



Comptia Training



Training courses such as CCNA, CCNP, etc.



Cisco Telepresence Room



More detail: www.trainex.co.th

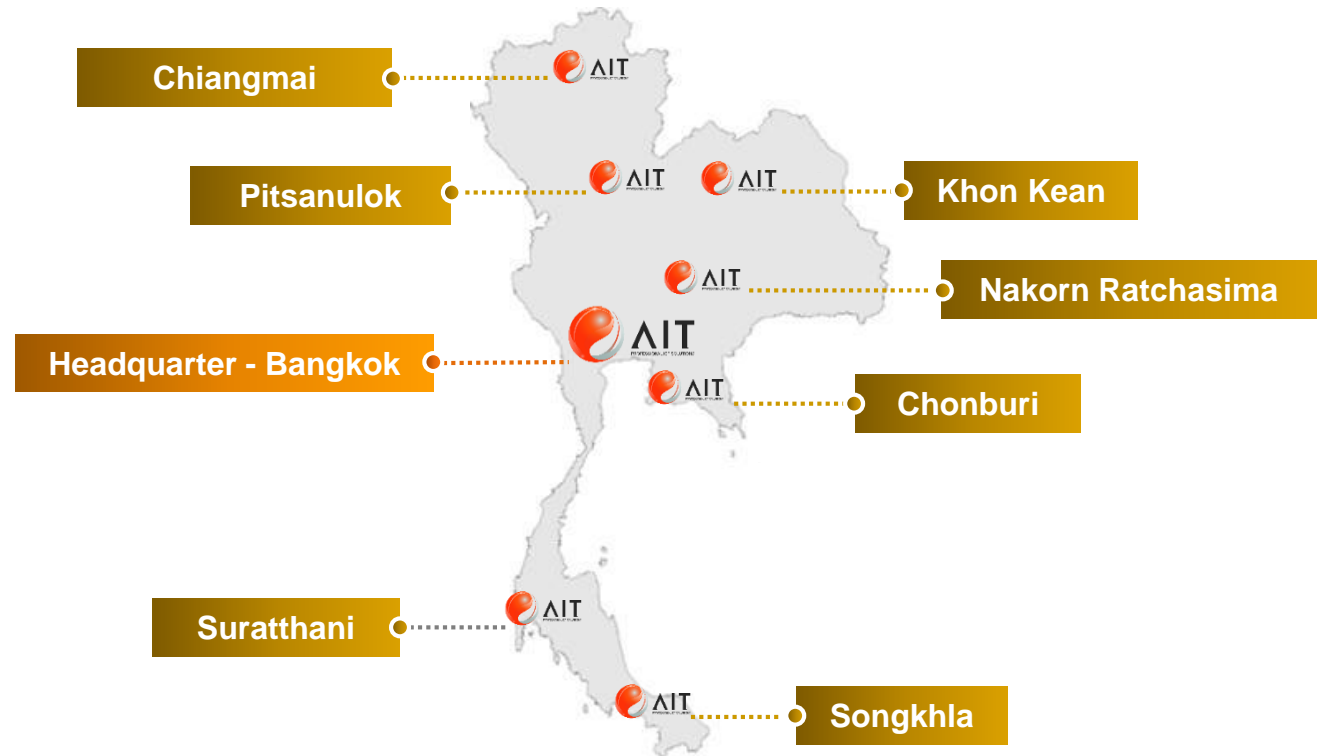


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Nationwide Support Centers



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



Join 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

Non-listed equity instruments



Campana Group Pte., Ltd. (Campana)

- Incorporated in Singapore and associated of LAH, AIT and Others.
- As 31 December 2022, LAH's shareholding in Campana is 10.76% and also AIT's is 4.36% 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/>



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