



# Advanced Information Technology Public Company Limited: AIT

Analyst Meeting Q3-2022

23 November 2022

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

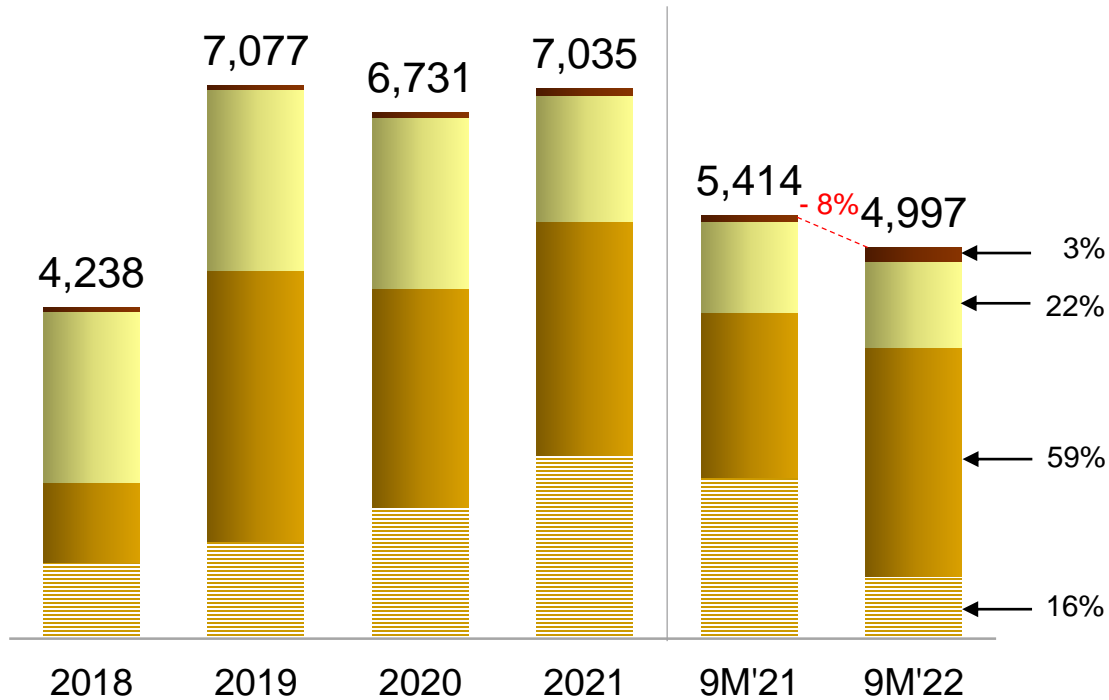
- 1** Financial Highlight
- 2** Business Update & Outlook
- 3** Q & A
- 4** Appendix

# Financial Highlight

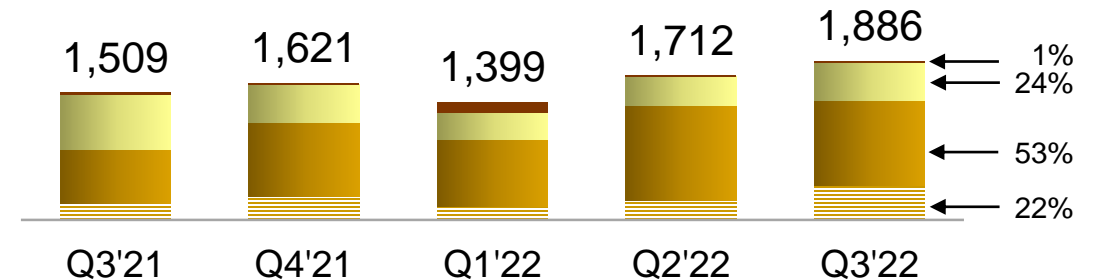


# Total Revenues by Customer

Annual Revenues (THB. Mil)



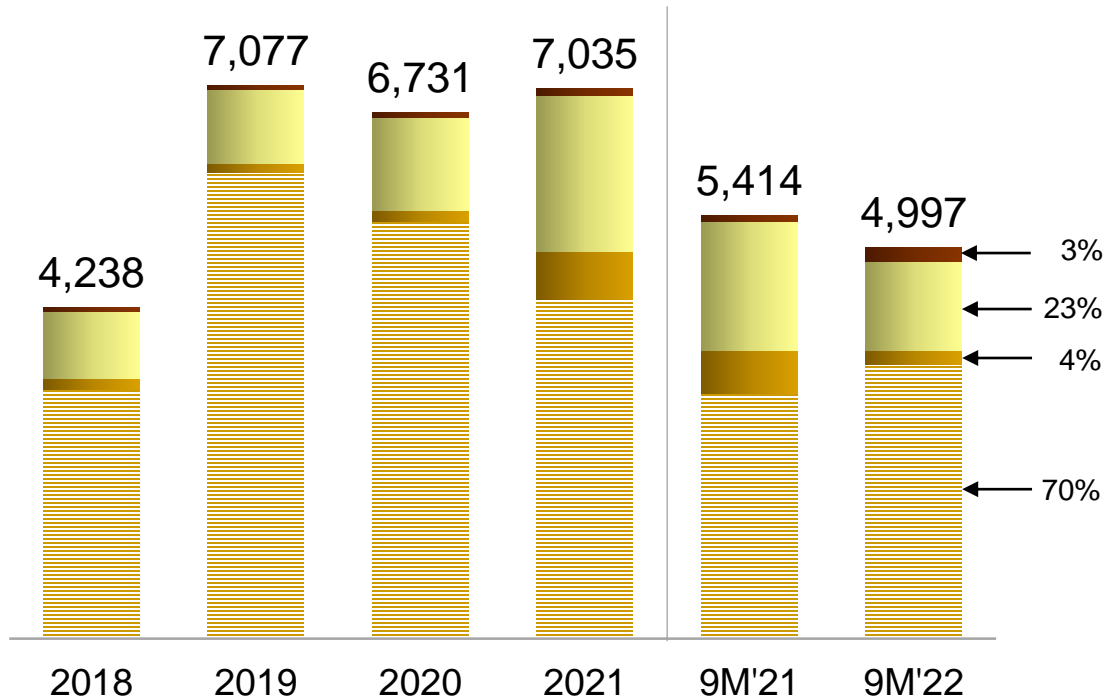
Quarterly Revenues (THB. Mil)



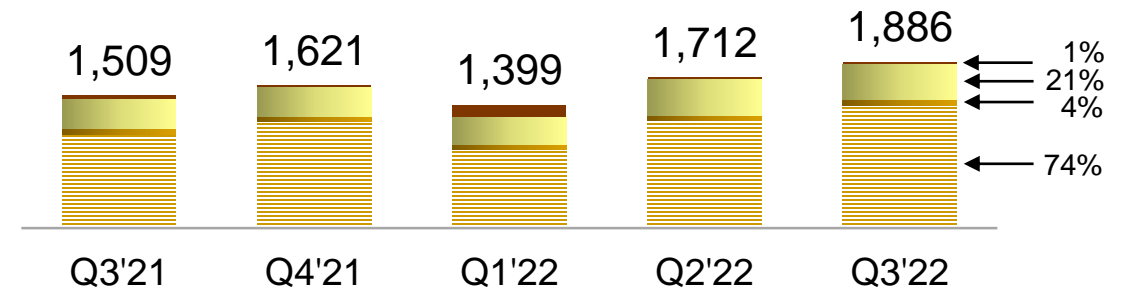
 Nation Telecom PLC.
  Government Agencies & State Enterprises
  Private
  Others

# Total Revenues by Sources

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)

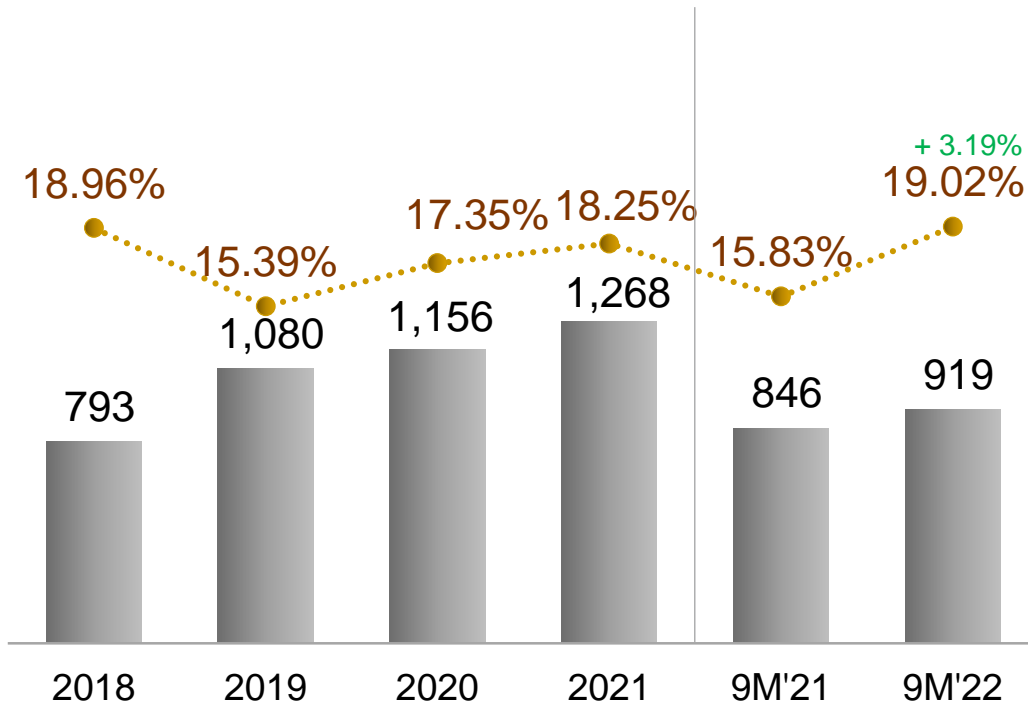


Project Sales
  Rental
  Service & Maintenance
  Others

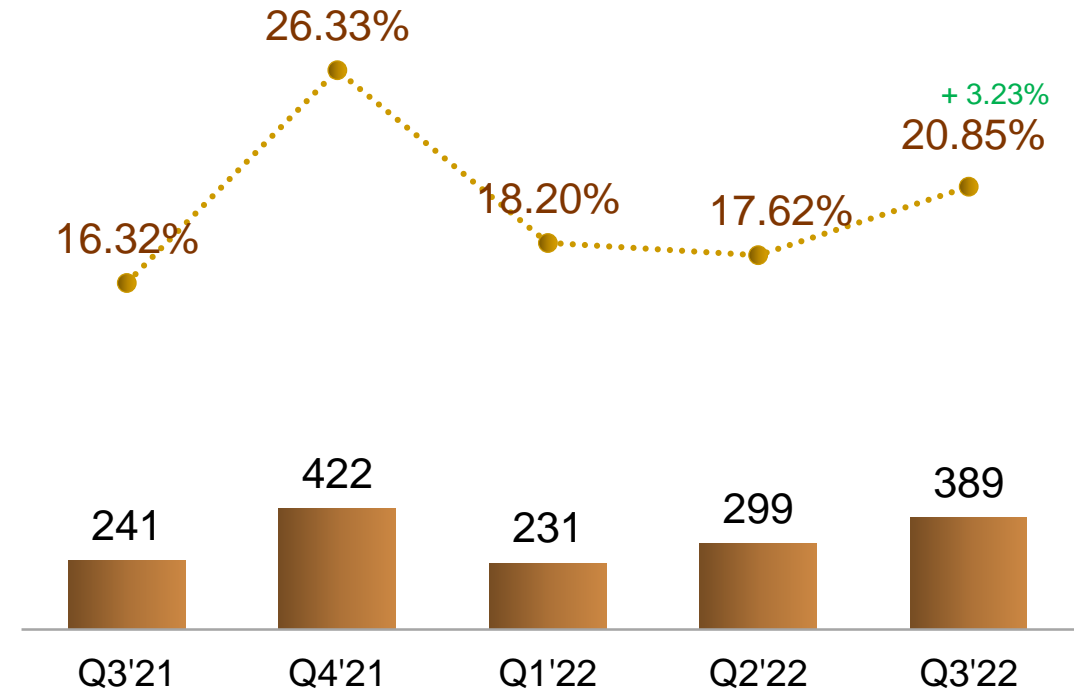


# Gross Profit

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



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



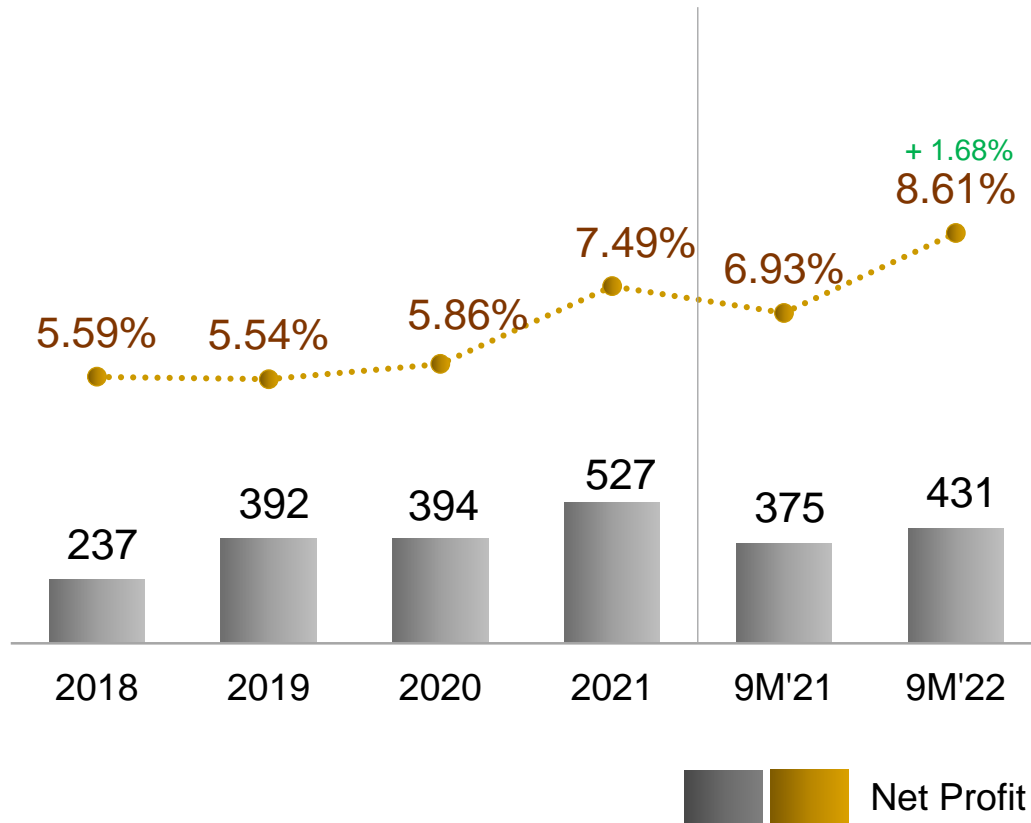
Gross Margin
 

 Gross Profit Margin

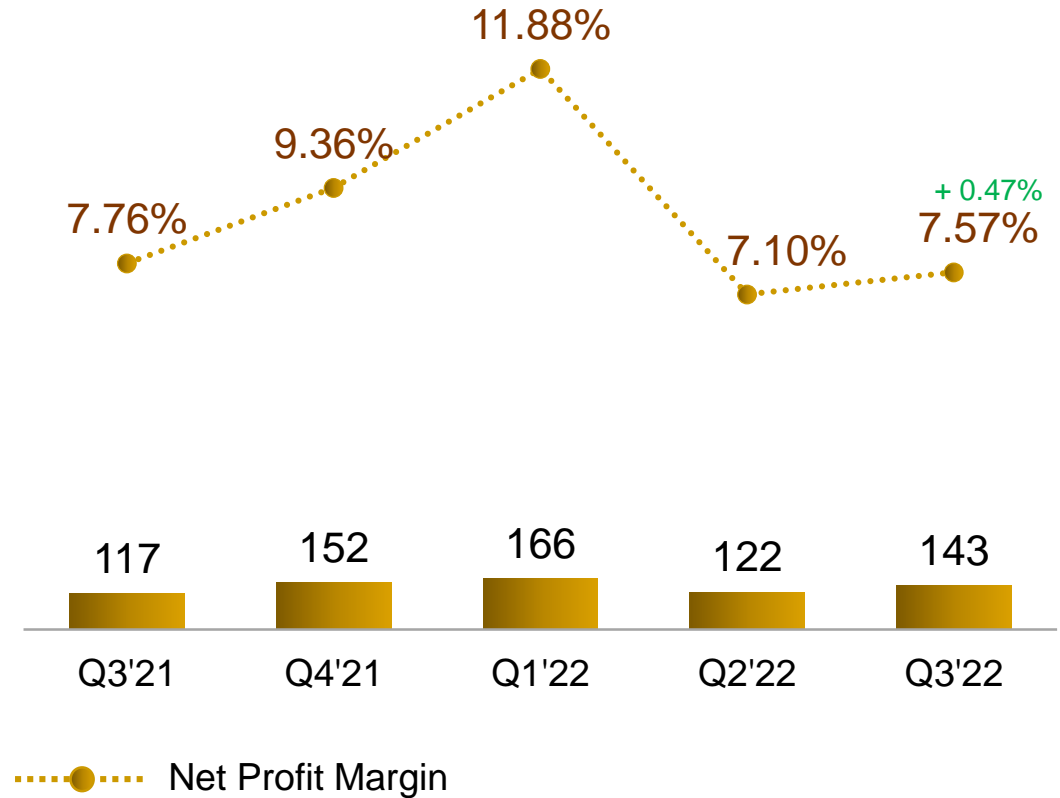


# Net Profit

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

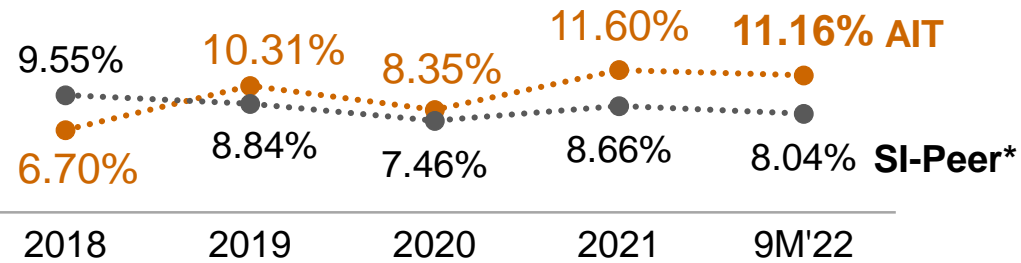


Quarterly NP (THB.mil) and NPM (%)

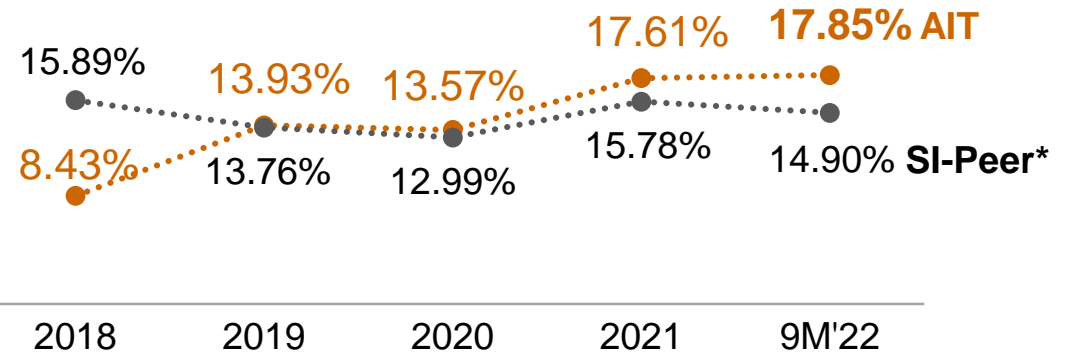


# Financial Ratio

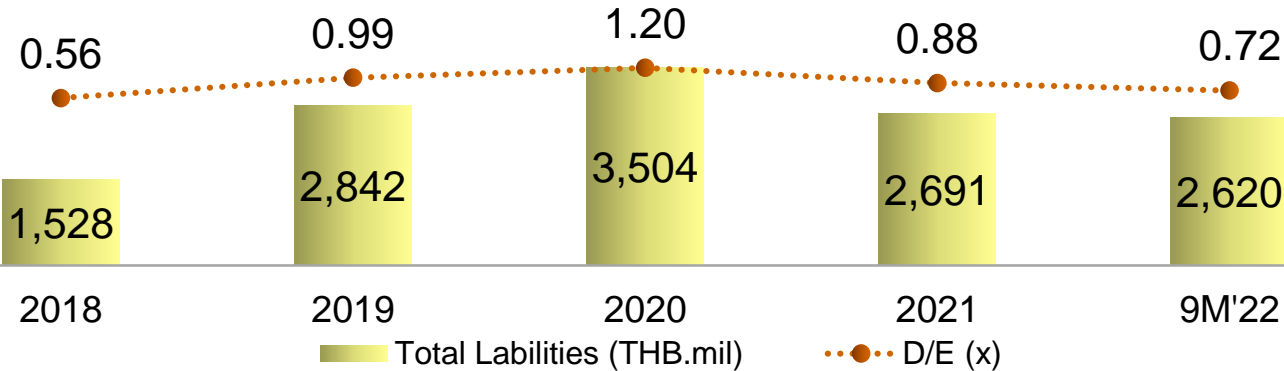
Return on Asset (%) ; ROA



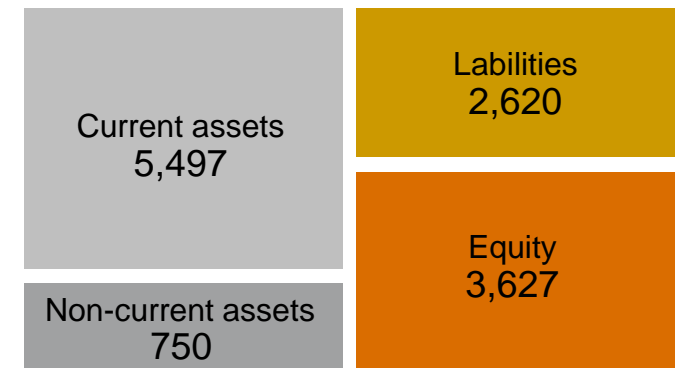
Return on Equity (%) ; ROE



Total Liabilities and D/E ratio (x)



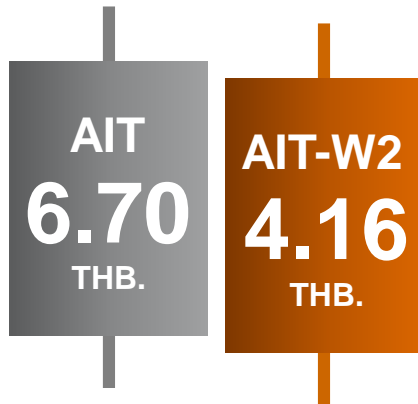
Financial Structure 9M'22 (THB.mil)



Source: www.set.or.th as of November 16, 2022  
 \*SI-Peer = System Integration Peer



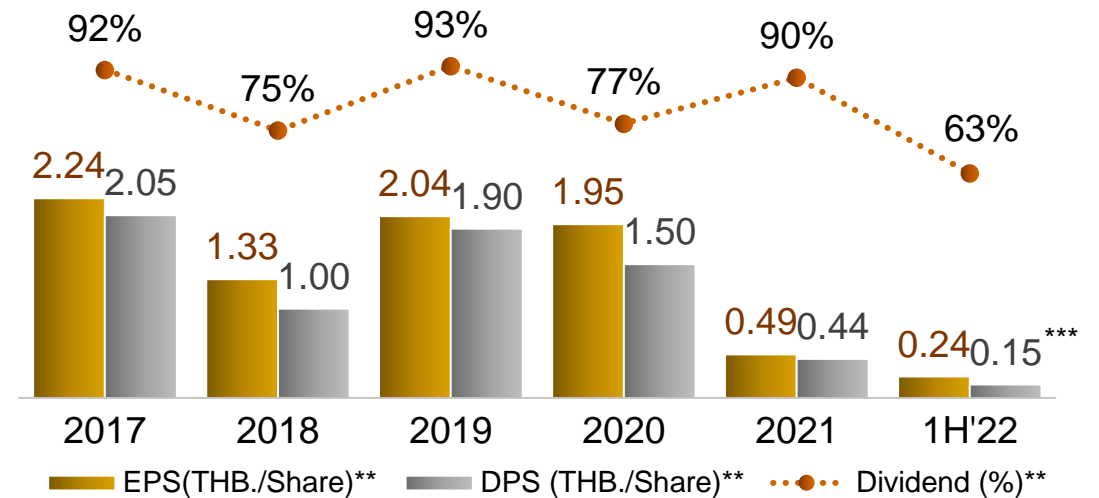
# Stock information



## Share information

P/E	15.32 Times
P/BV	2.46 Times
Par value:	THB. 1.00
Listed share:	1,331.13 mil. Shares
Market capitalization:	THB. 8,918.54 mil
Dividend yield:	5.09 %

## Dividend\*



### Noted:

- \* Dividend policy is not less than 40% of normal net profit
- \*\* Separate Financial Statement
- \*\*\* The Company will pay an interim dividend of 0.15 baht per share with a par value of 1 baht per share on September 9, 2022.

# Business Update & Outlook



# Warrant Update



Exercise Date : 30 September 2022

Exercise Price : 2.00 baht/share

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

Number of unexercised warrants : 216,266,810 units

**Next Exercise Date : 31 March 2023**



Previous paid-up capital : 1,031,604,485 baht

- Common Stock : 1,031,604,485 shares

Number of additional shares : 299,520,866 shares

**New paid-up capital : 1,331,125,351 baht**

**- Common Stock : 1,331,125,351 shares**

# New Investment

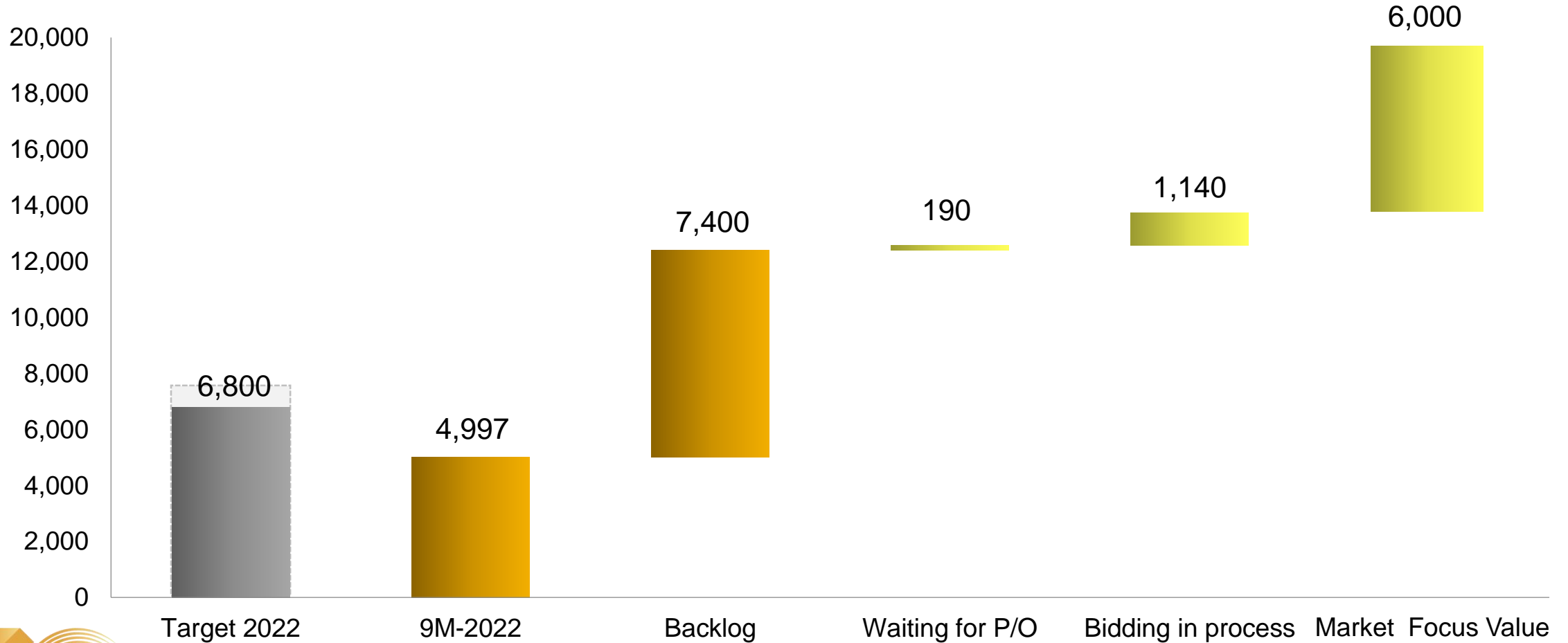


## Investment in Business of Carbon Credit Trading and Economic Teak Plantation

Total invested amount	:176.8 million baht.
Number of areas	:1,000 Rai.
Internal Rate of Return	: 23.8%
Payback Period	: 6.7 years

# Backlog 2022 - 2023

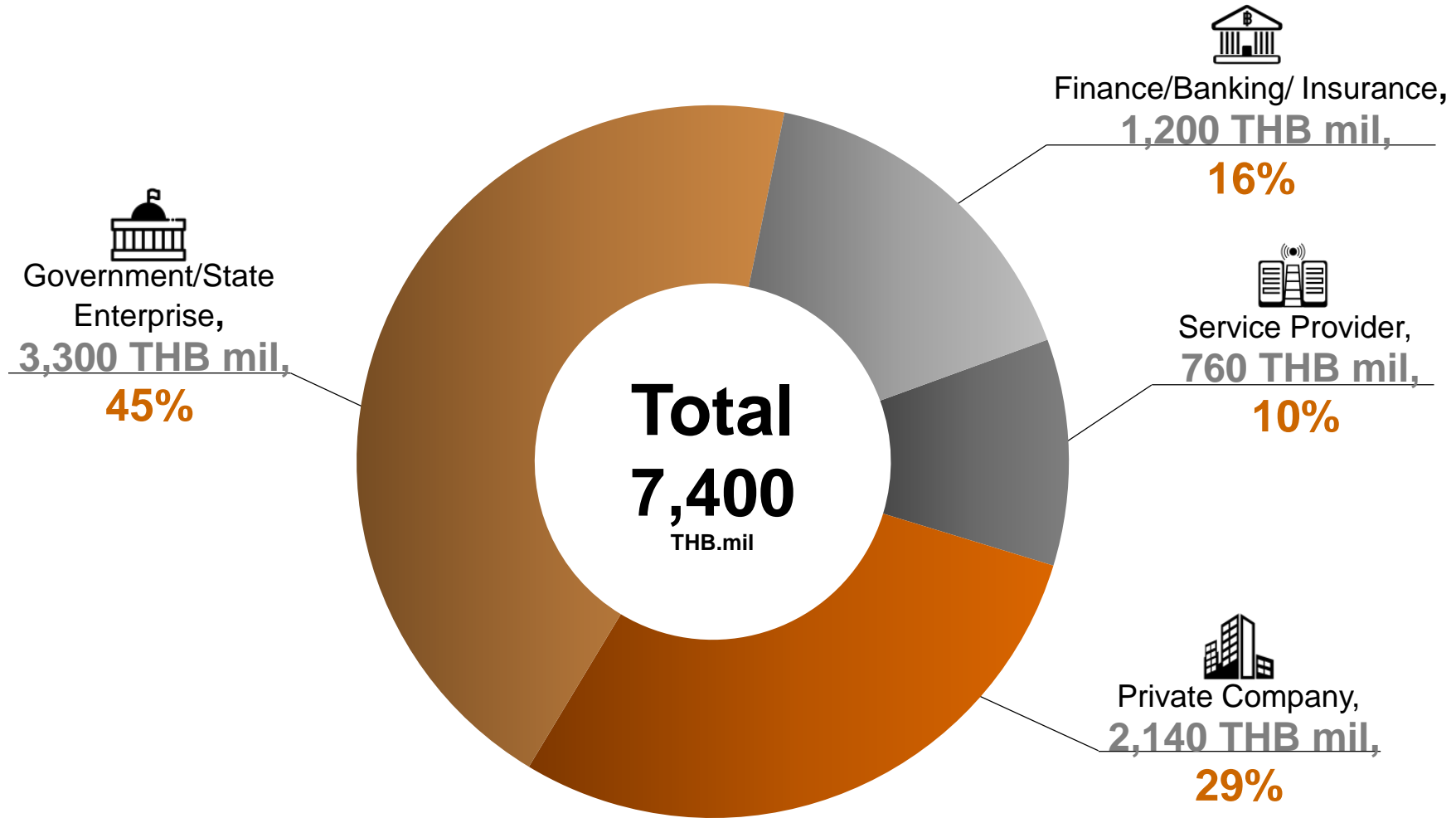
Revenue (THB.mil)



Source: Company estimation updated on November 17, 2022

Lifelong **Trusted** Partner

# Project in Backlog



Source: Company estimation updated on November 17, 2022

Lifelong **Trusted** Partner



# New Projects in Backlog



1. โครงการพัฒนาระบบนิเวศศูนย์ดิจิทัลชุมชนอย่างยั่งยืนฯ ระยะที่ 3 (Digital Society Phase#3) ของ กระทรวงดิจิทัลเพื่อเศรษฐกิจและสังคม **มูลค่าโครงการ 260 ล้านบาท** (เฉพาะส่วนของ AIT)

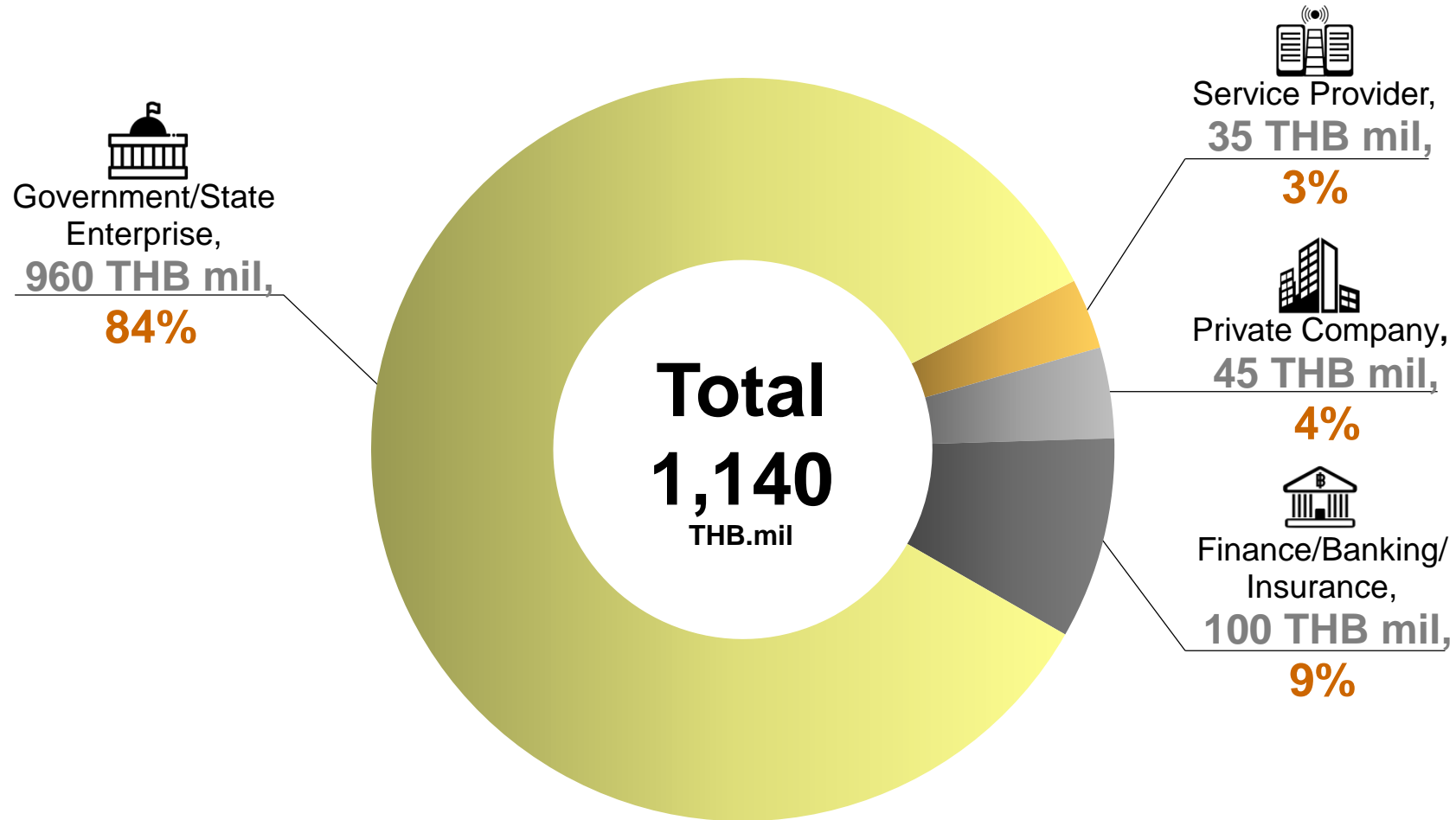


2. โครงการบำรุงรักษาและดูแลระบบเครือข่ายและระบบการสื่อสาร ของ บมจ.ท่าอากาศยานไทย **มูลค่าโครงการ 252 ล้านบาท**



3. โครงการพัฒนาแพลตฟอร์มภาครัฐเพื่อรับรองการปฏิบัติตามกฎหมายคุ้มครองข้อมูลส่วนบุคคล (PDPA) ของ กระทรวงดิจิทัลเพื่อเศรษฐกิจและสังคม **มูลค่าโครงการ 205 ล้านบาท**

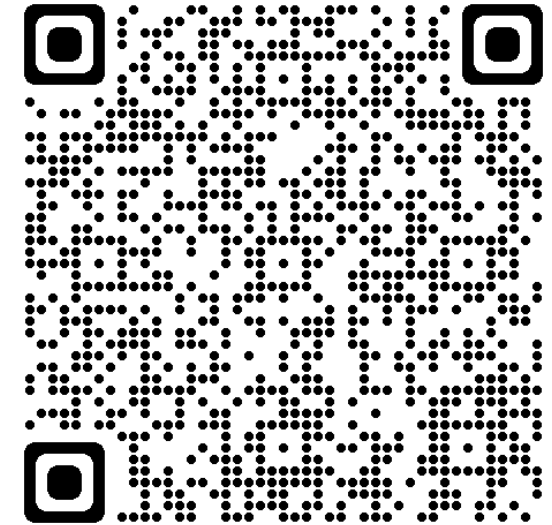
# Bidding in Process





# Q&A





<https://docs.google.com/forms/d/e/1FAIpQLSd2SA3HF0QgfK5TK6bWWTAOsmmBBYjDI70Q6aNO0vAmw-vY8w/viewform>



“Lifelong Trusted Partner”

Thank you

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**For further information and enquiries, please contact**

**Investor Relations Unit**

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# 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.

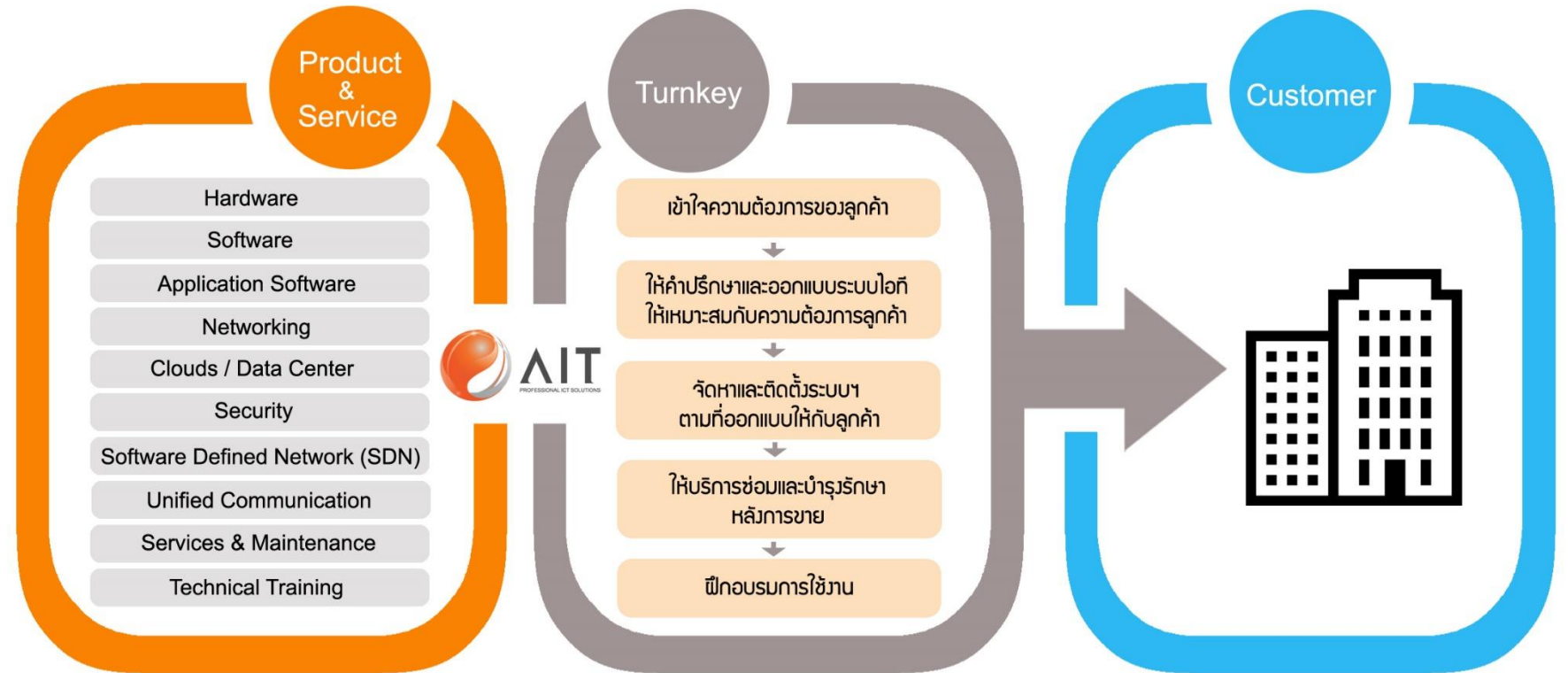


Diagram: The Business Operations of the System Integrator

# Our Businesses

## 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](http://www.trainex.co.th)

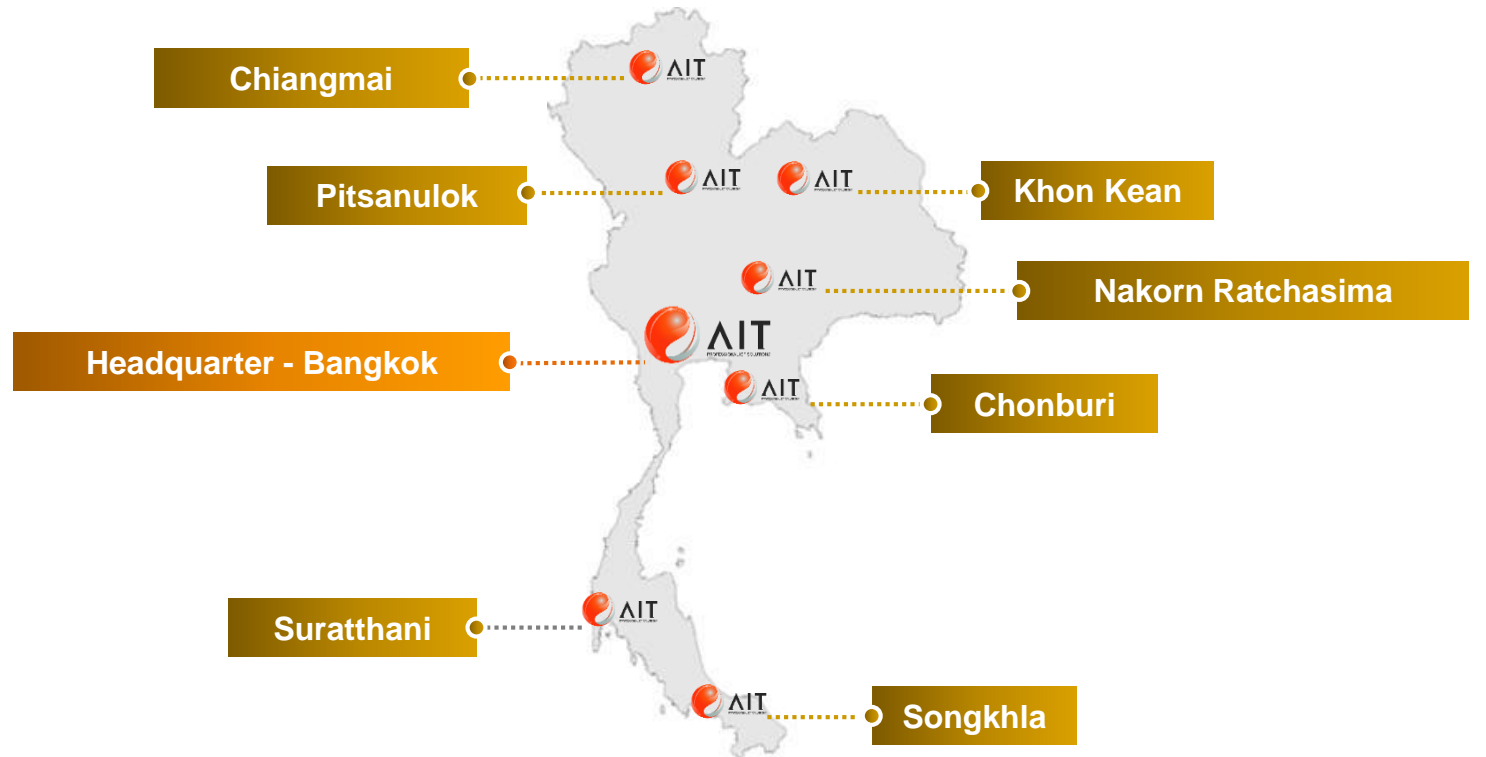


# Our Businesses

## 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.



# 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

## 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/>