



Advanced Information Technology Public Company Limited: AIT

Analyst Meeting Q2-2022

29 August 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

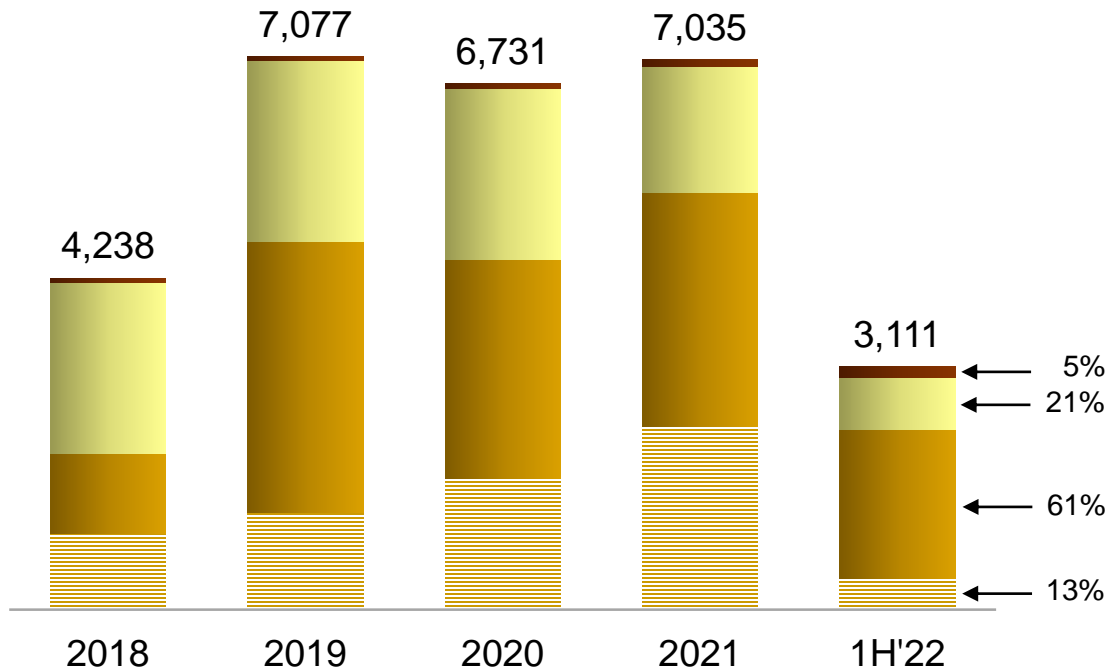
- 1** Financial Highlight
- 2** Business Update & Outlook
- 3** Q & A
- 4** Appendix

Financial Highlight

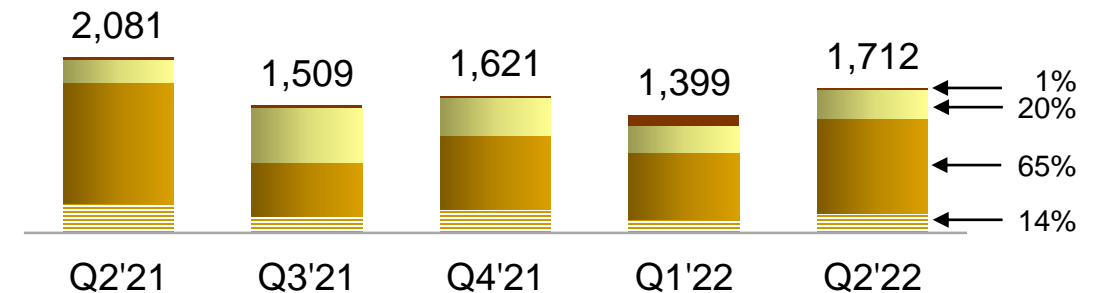



Total Revenues by Customer

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)

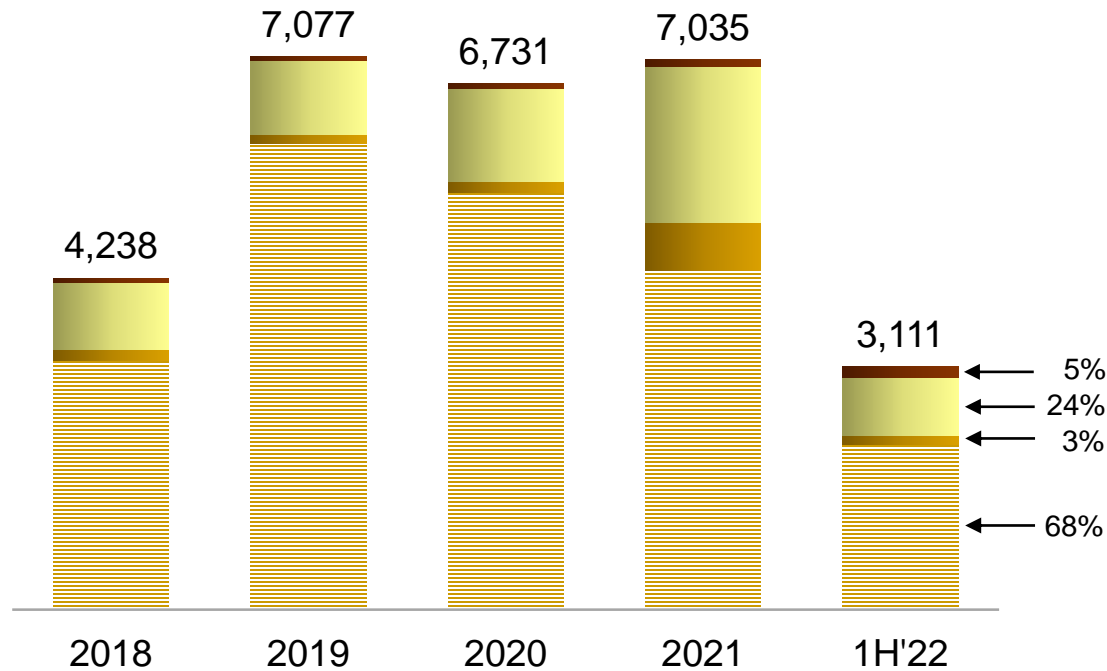


 Nation Telecom PLC.
  Government Agencies & State Enterprises
  Private
  Others

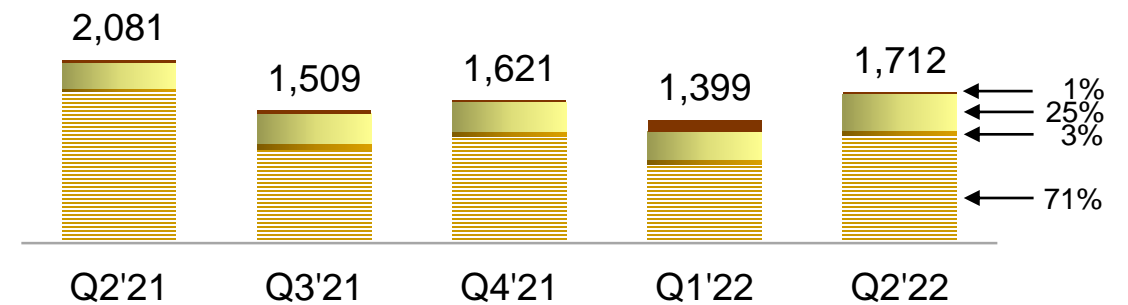


Total Revenues by Sources

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)

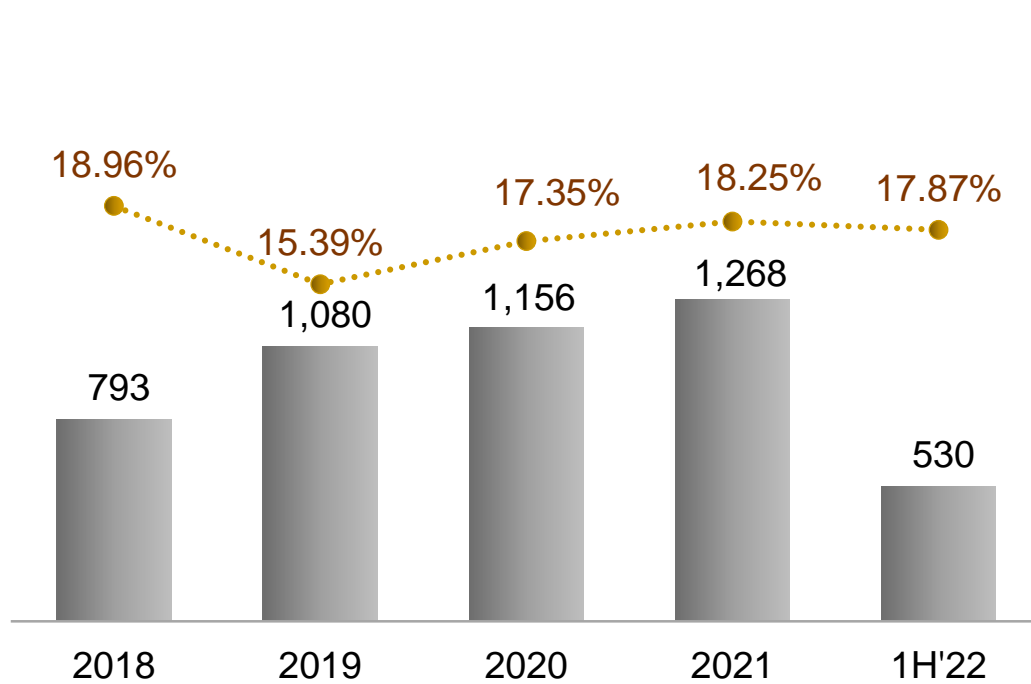


Project Sales
 Rental
 Service & Maintenance
 Others

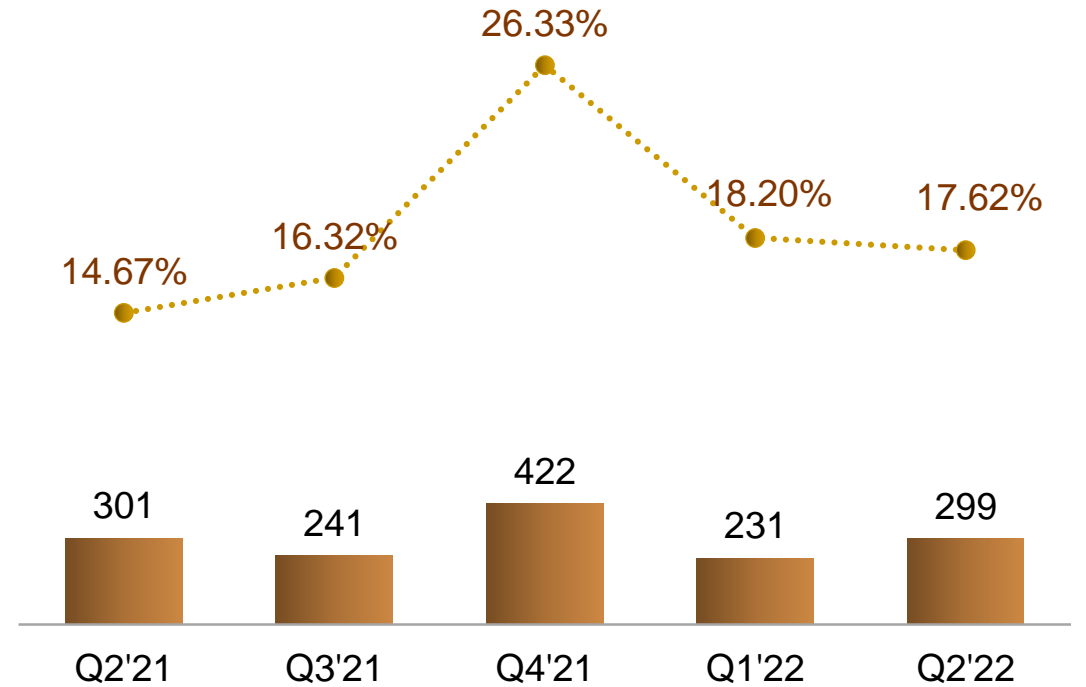


Gross Profit

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



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



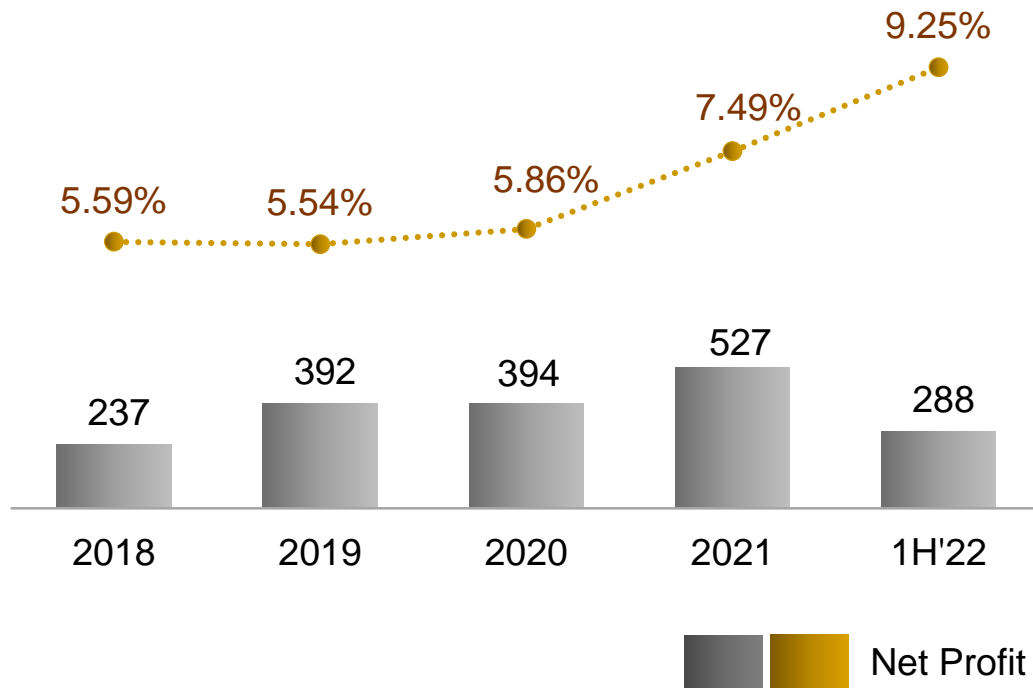
Gross Margin

 Gross Profit Margin

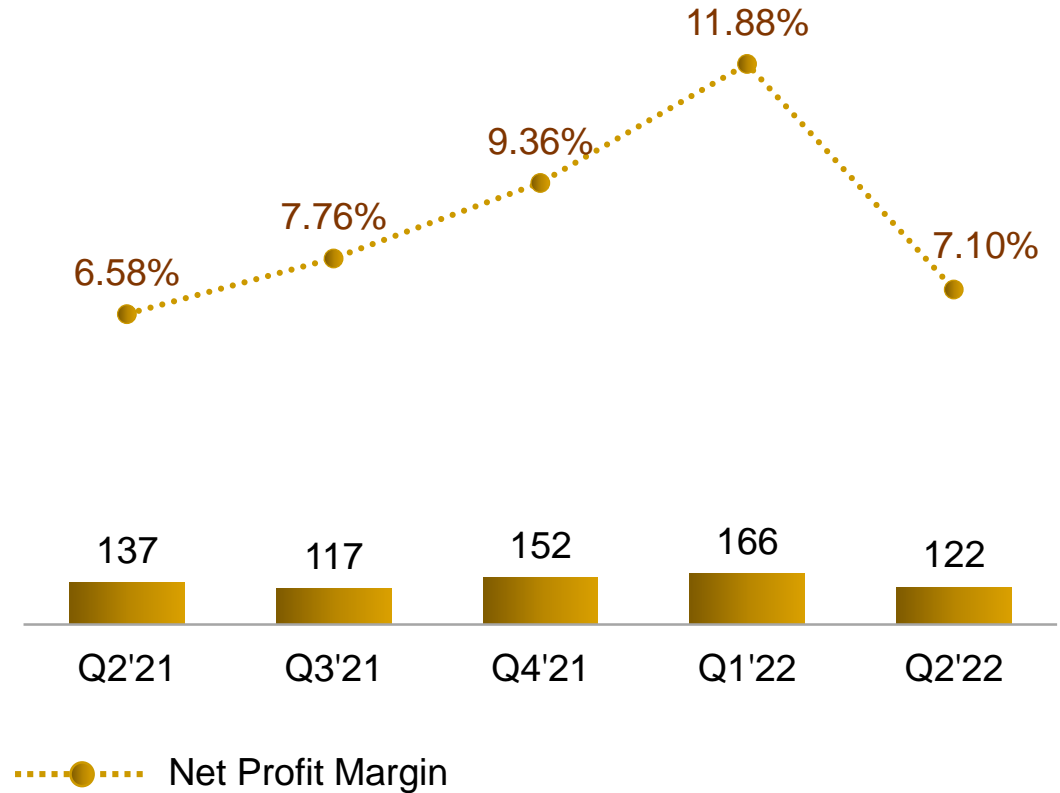


Net Profit

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

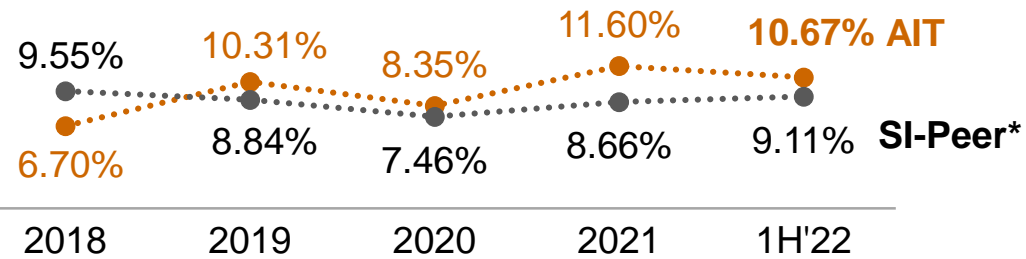


Quarterly NP (THB.mil) and NPM (%)

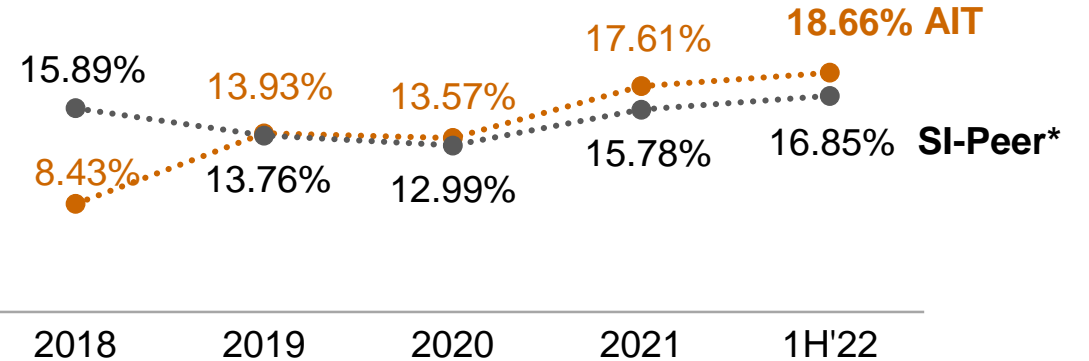


Financial Ratio

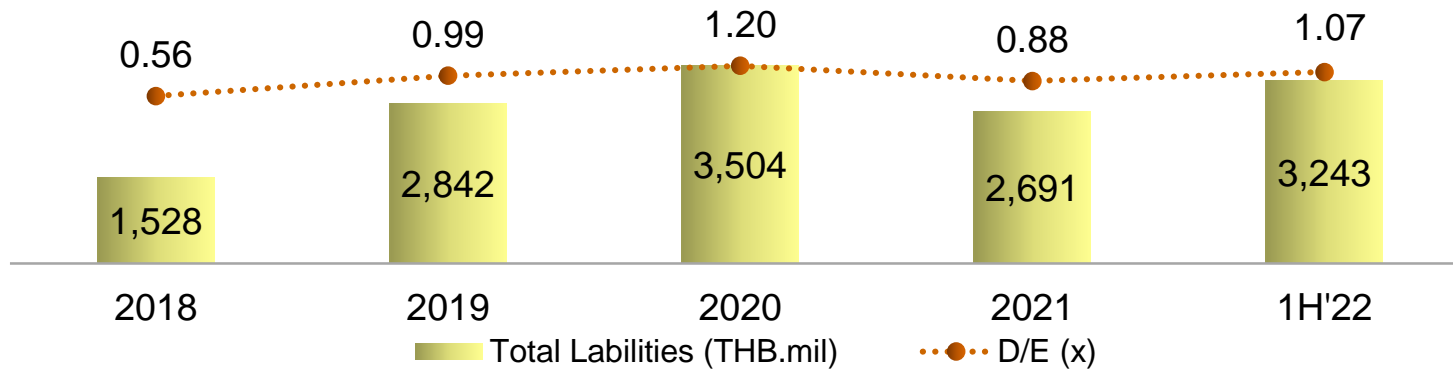
Return on Asset (%) ; ROA



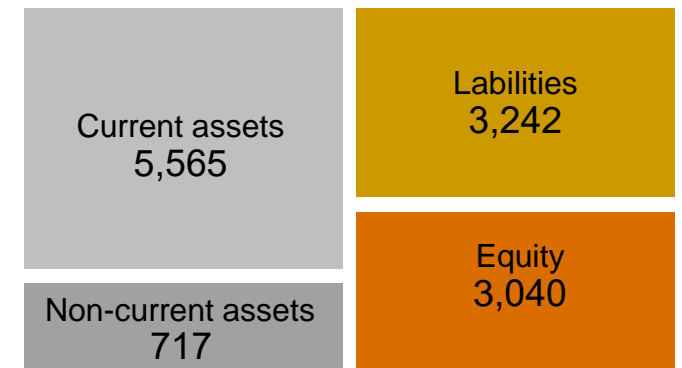
Return on Equity (%) ; ROE



Total Liabilities and D/E ratio (x)



Financial Structure 1H'22 (THB.mil)



Source: www.set.or.th as of Aug 23, 2022
*SI-Peer = System Integration Peer

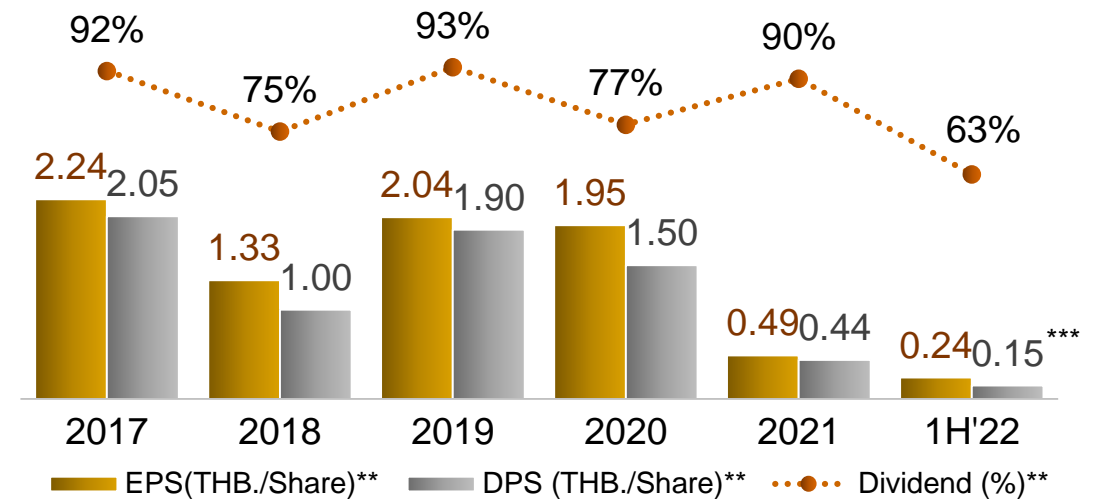
Stock information



Share information

P/E	12.42 Times
P/BV	2.27 Times
Par value:	THB. 1.00
Listed share:	1,031,60 mil. Shares
Market capitalization:	THB. 6,911.75 mil
Dividend yield:	6.57 %

Dividend*



Noted:

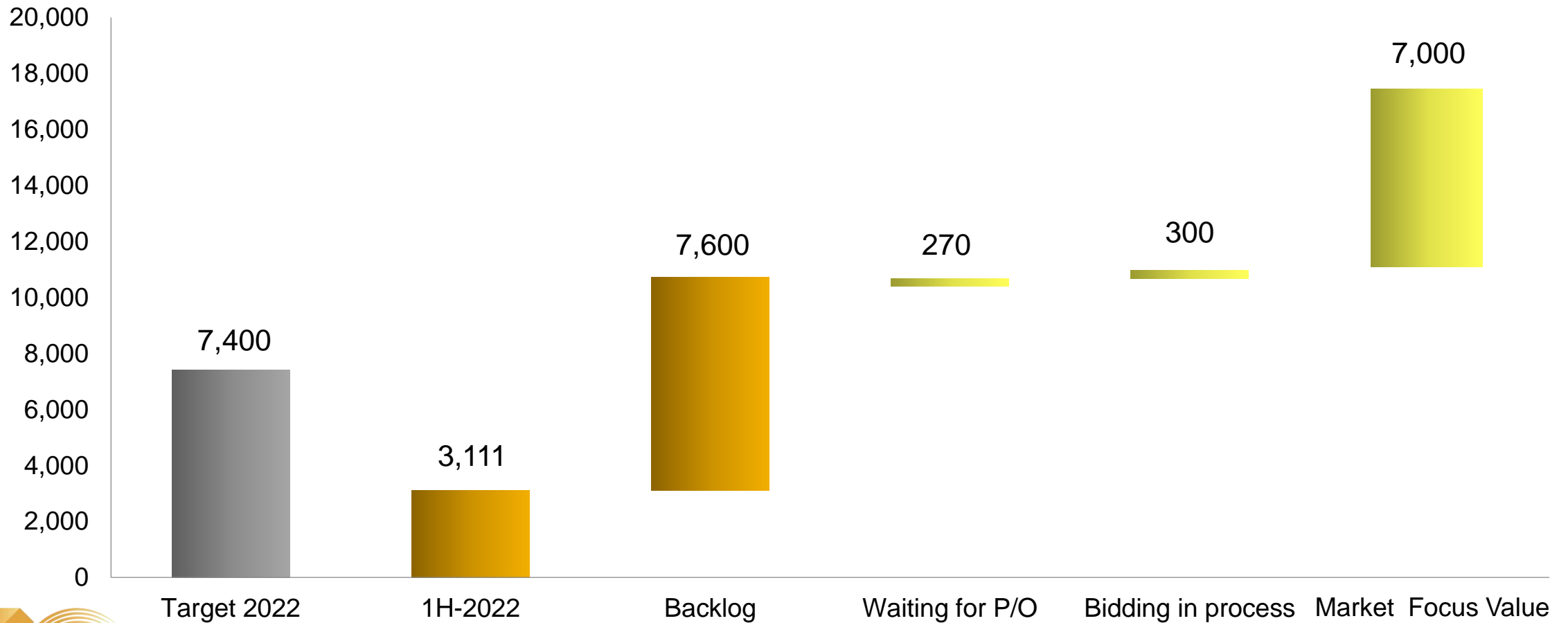
- * Dividend policy is not less than 40% of normal net profit
- ** Separate Financial Statement
- *** The Company will pay an interim dividend of 0.15 baht per share with a par value of 1 baht per share on September 9, 2022.

Business Update & Outlook



Backlog 2022 - 2023

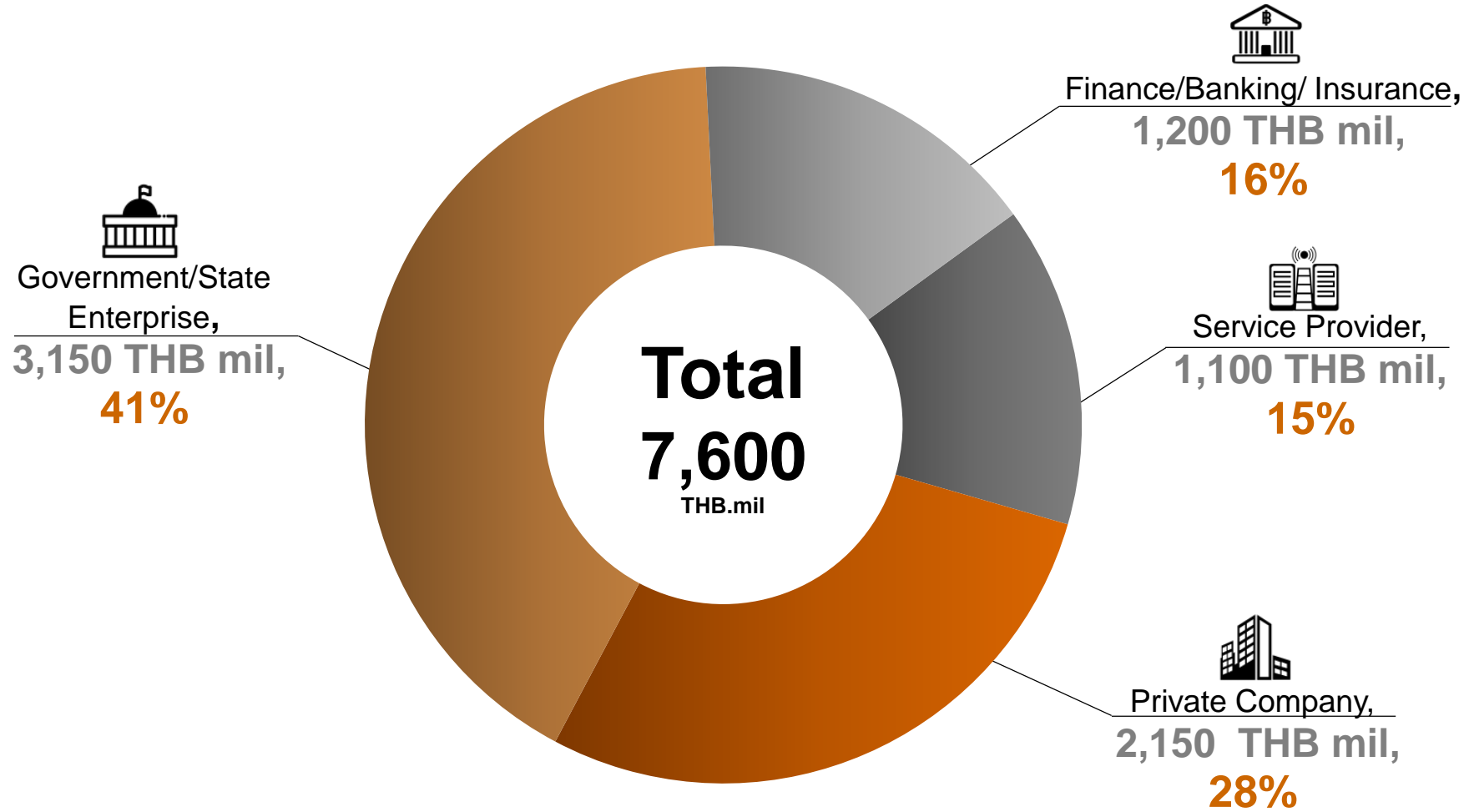
Revenue (THB.mil)



Source: Company estimation updated on August 22, 2022

Lifelong **Trusted** Partner

Project in Backlog



Source: Company estimation updated on Aug 22, 2022

New Projects in Backlog



1. **Customer Data Platform: 257 THB.mil**
of Social Security Office

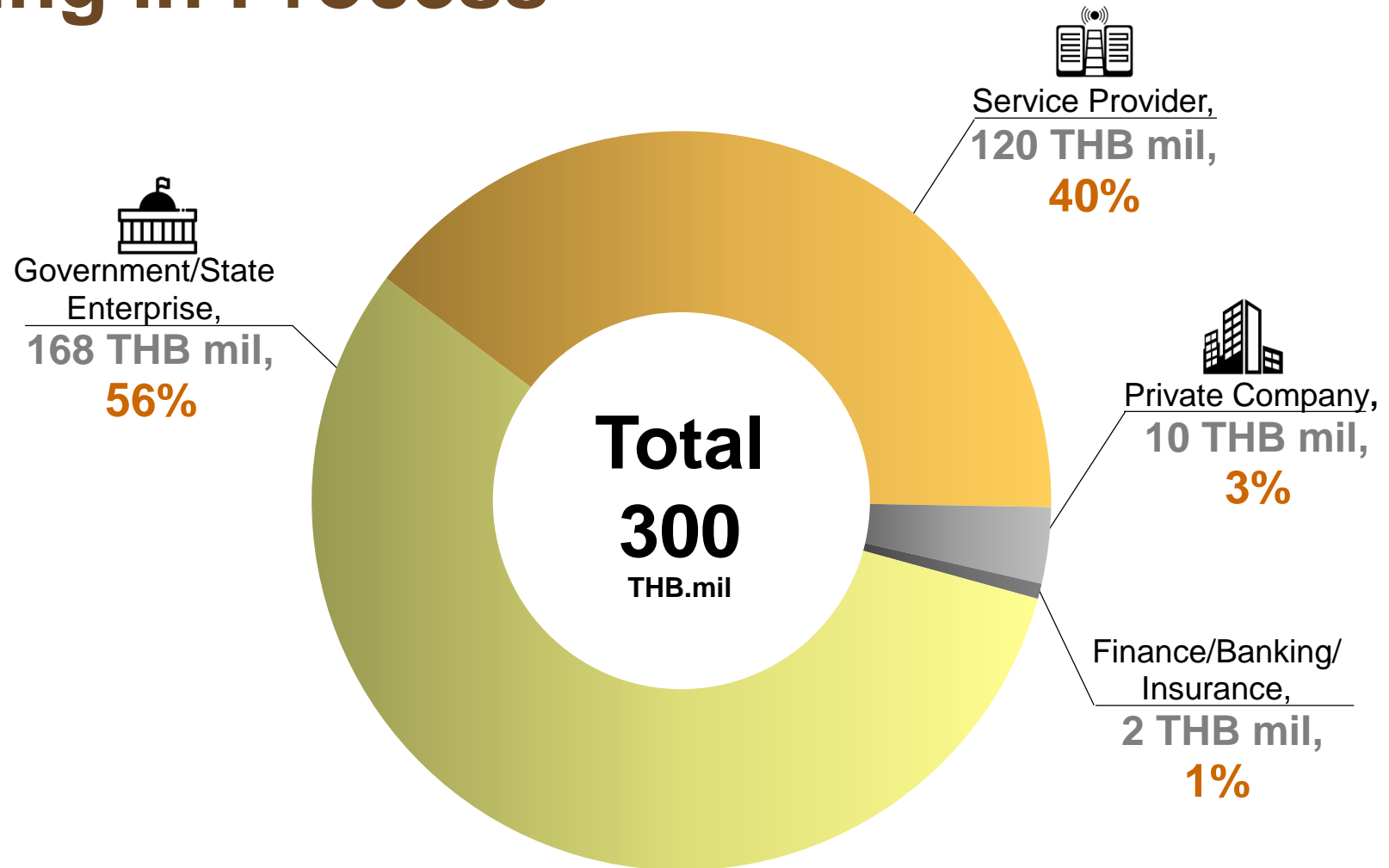


2. **Government Data Center and Cloud service (GDCC) Phase 2: 219 THB.mil**
of National Telecom PCL.



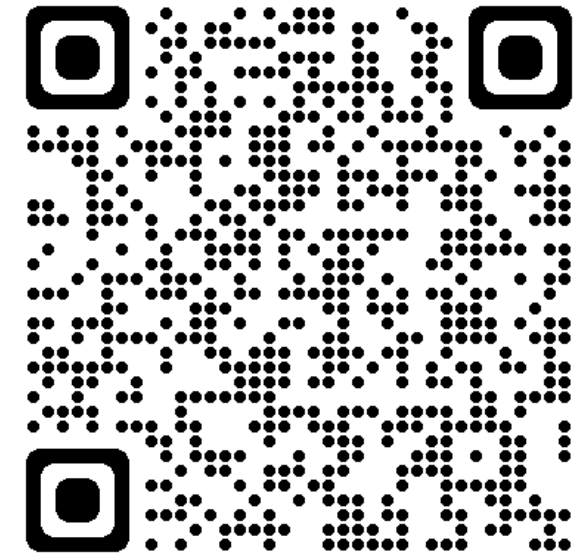
3. **Geographic Information System (GIS): 184 THB.mil**
of Social Security Office

Bidding in Process



Q&A





https://docs.google.com/forms/d/1uW1UIGI8Y4ekWE-CBRbusUUARSTJihq89tUUwrWiDyE/viewform?edit_requested=true

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.

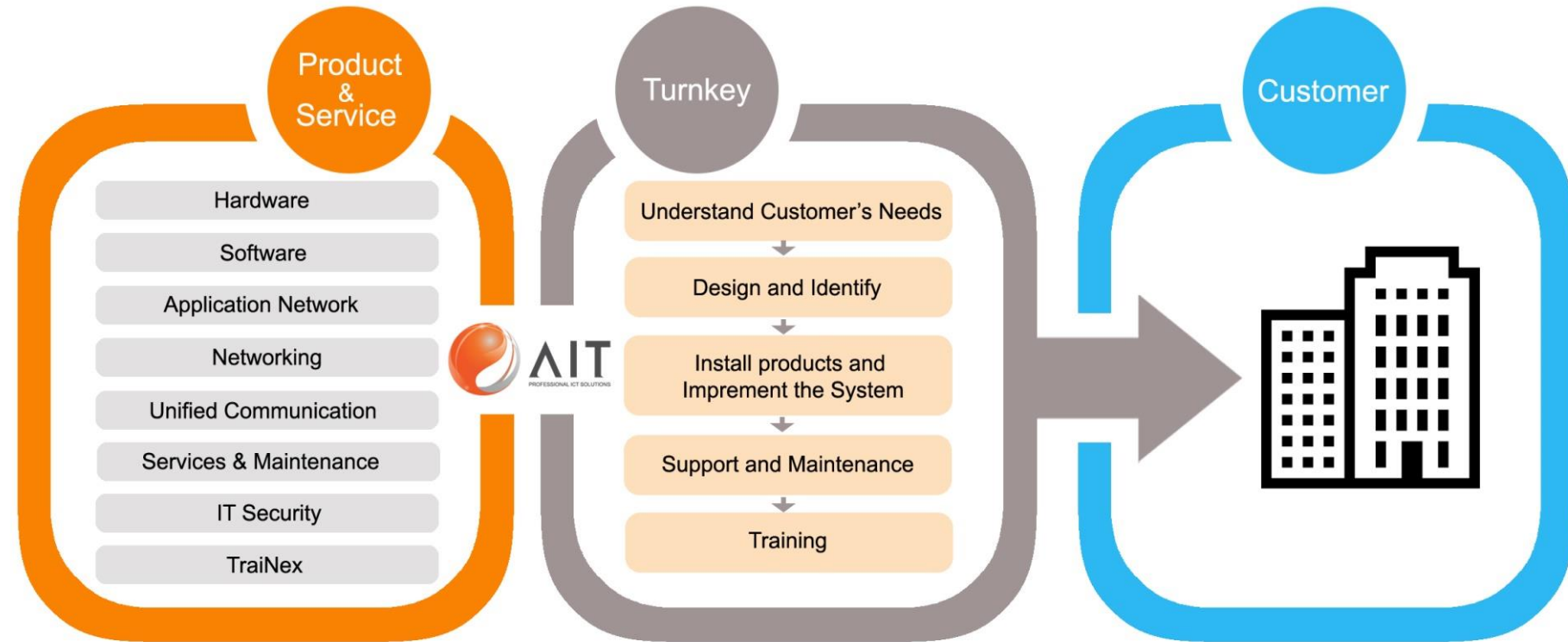


Diagram: The Business Operations of the System Integrator

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



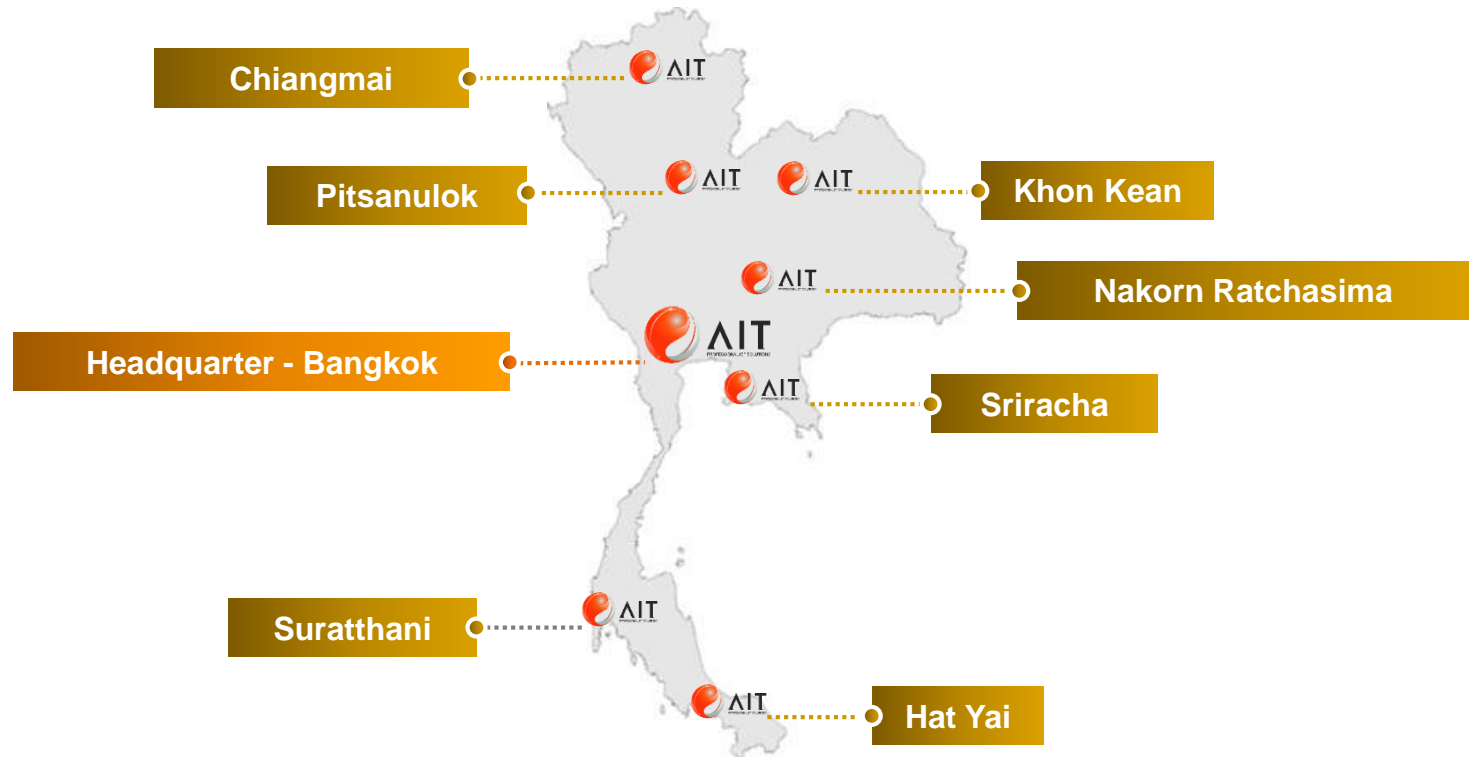
More detail: www.trainex.co.th

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/>



“Lifelong Trusted Partner”

Thank you

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