



Advanced Information Technology Public Company Limited: AIT

Analyst Meeting #1/2024

28 February 2024

AIT's Performance year end 2023



Management Team



Mr. Siripong Oontornpan
Chairman of the Executive Board
Committee and the President



Ms. Sureerat Prachayanukul
Senior Executive Vice President
Finance Division

Investor Relations



Ms. Sarin Chandranipapongse



Ms. Rita Thappaman

Agenda

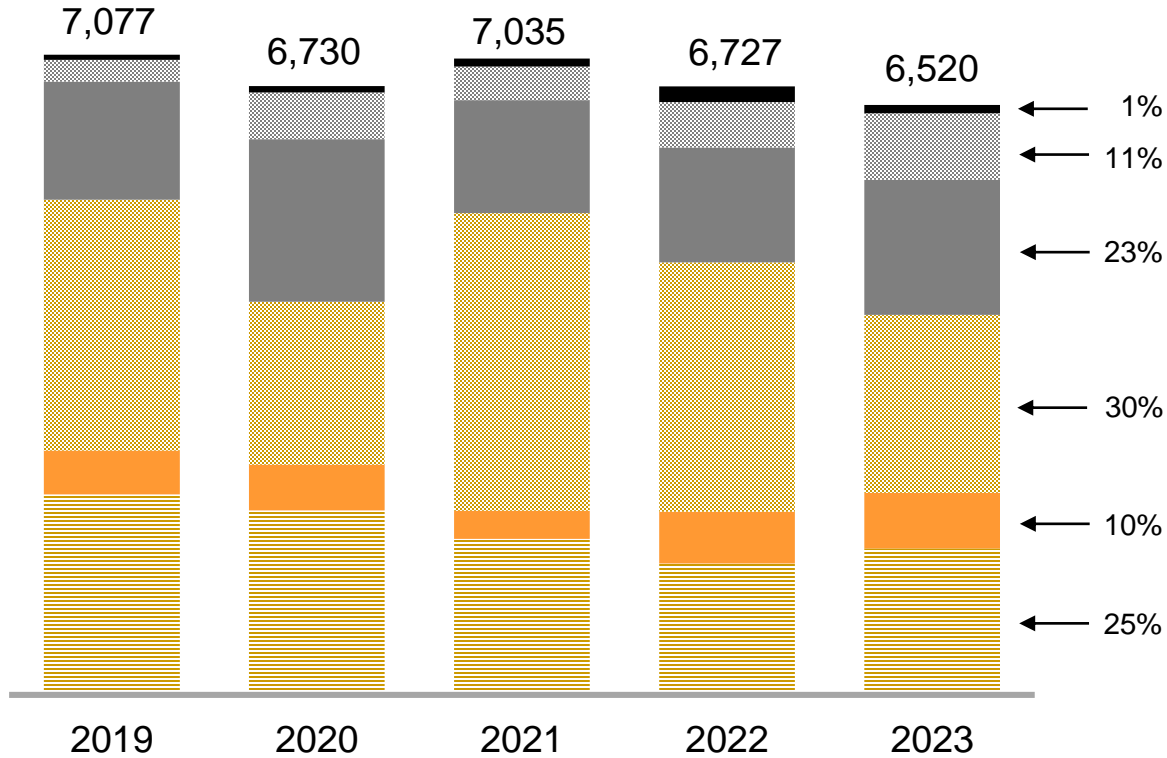
- AIT's Financial Highlights Y2023
- AIT's Business Update and Outlook
- Appendix

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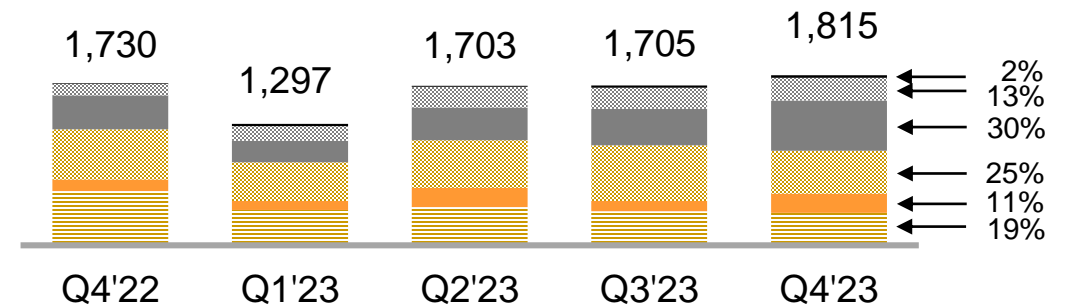
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Total Revenues by Customer

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)

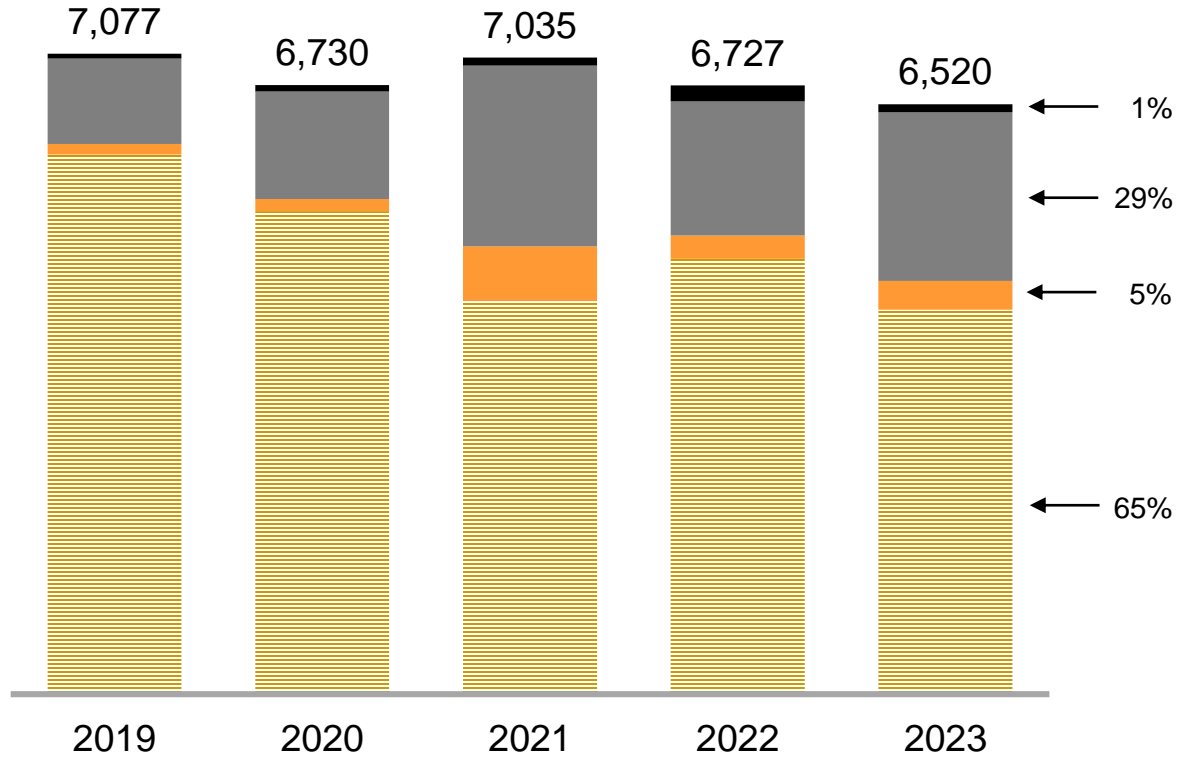


Enterprise
 Financial Service Industry
 Government Agency
 Service Provider
 State Enterprise
 Others

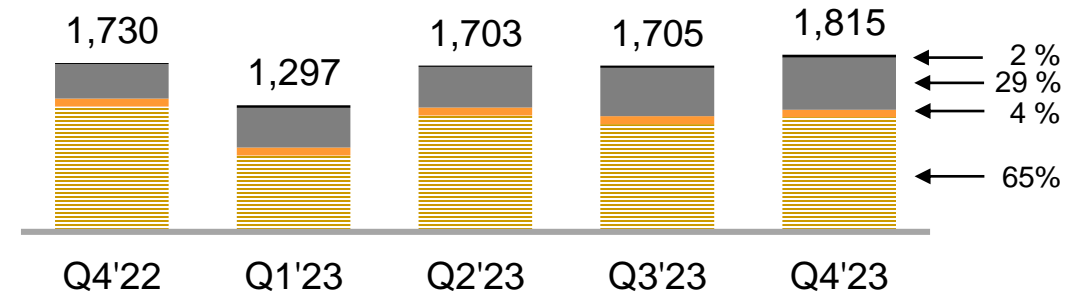


Total Revenues by Sources

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)

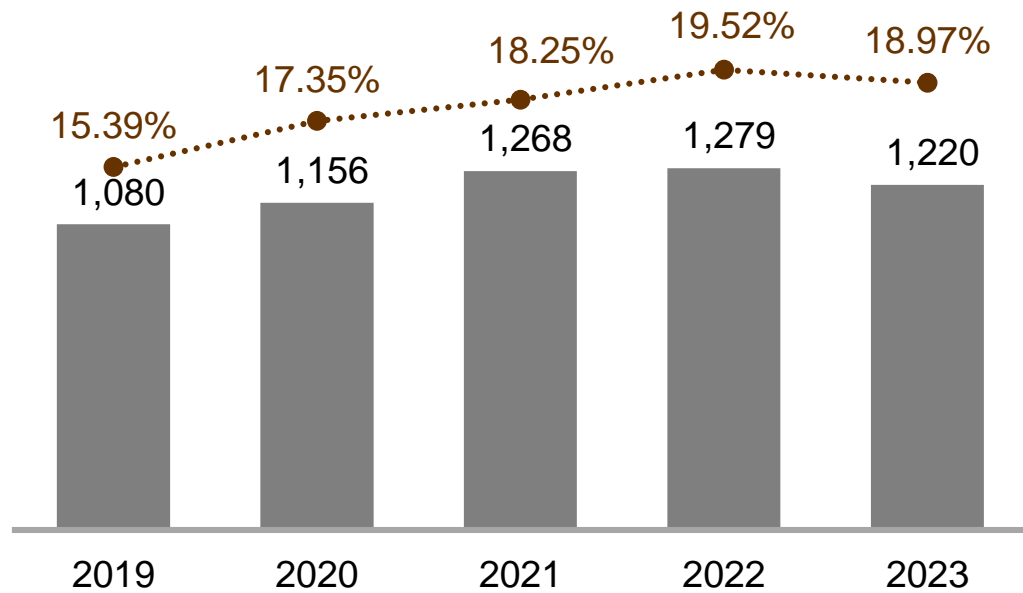


Project Sales
 Rental
 Service
 Others

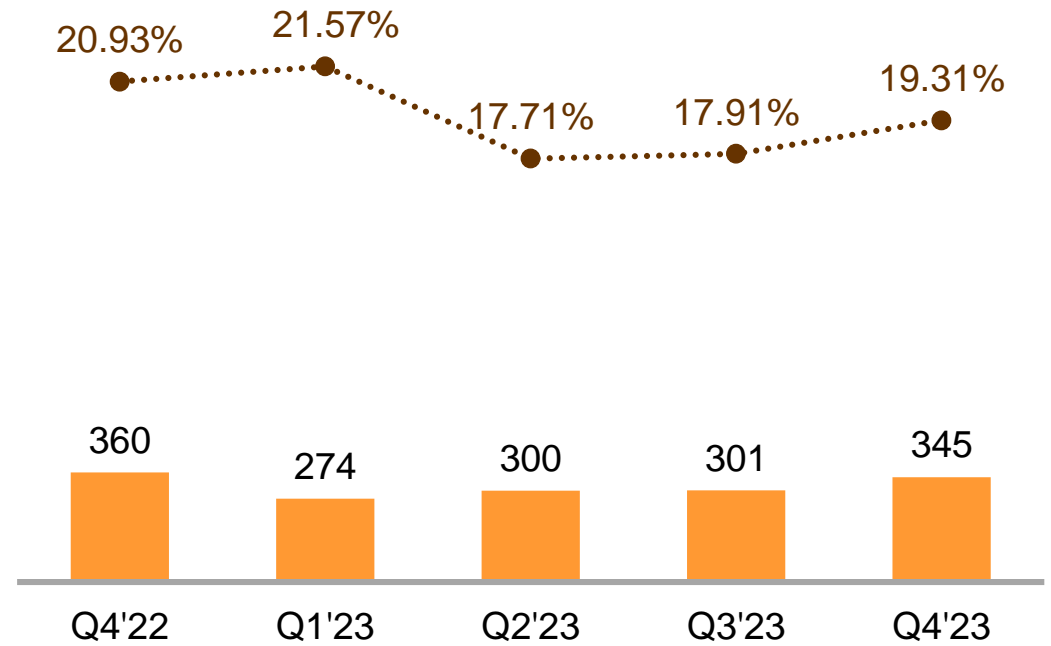


Gross Profit

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



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



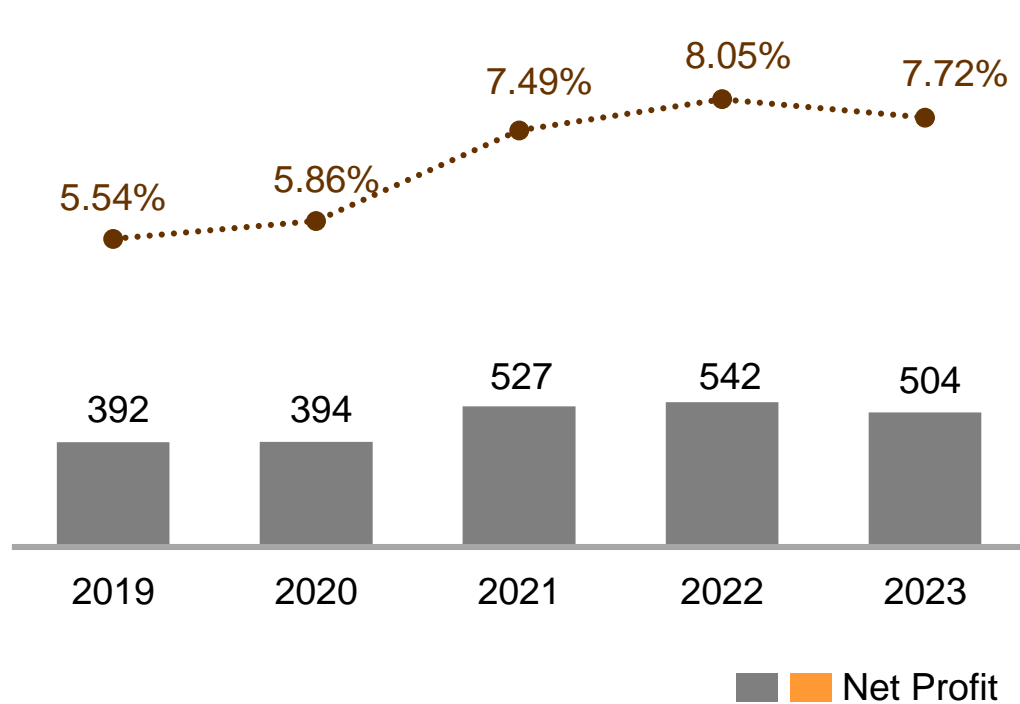
■ Gross Margin

.....●..... Gross Profit Margin

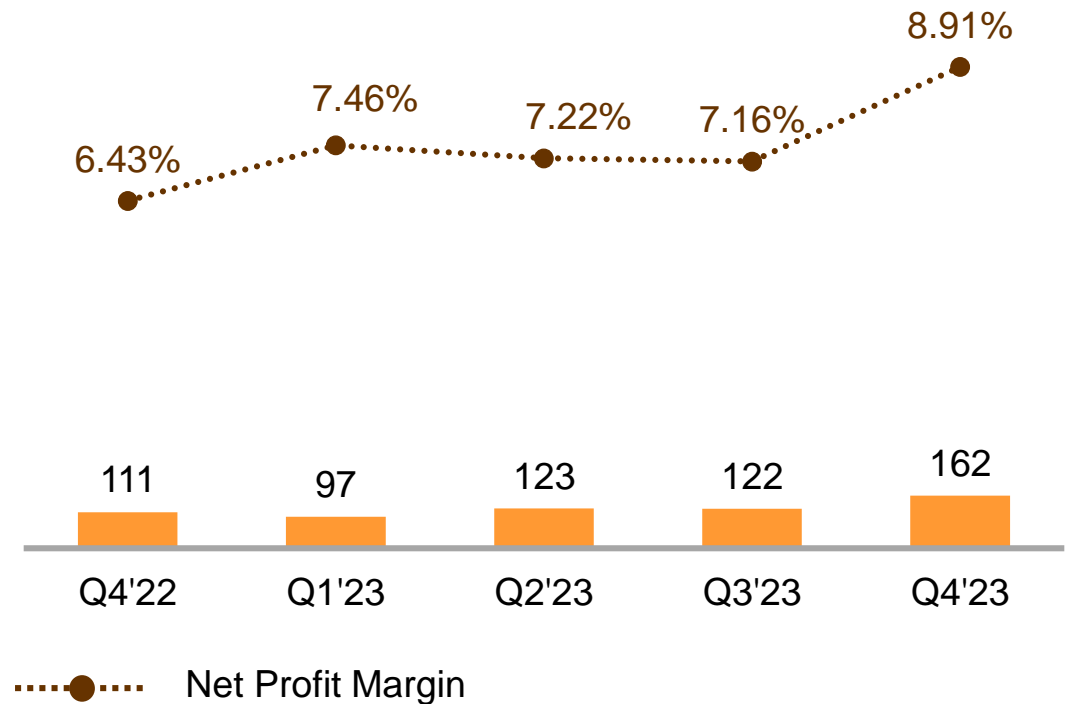


Net Profit

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

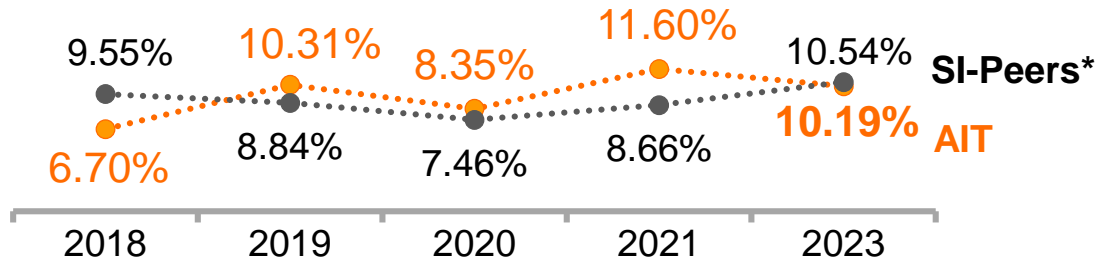


Quarterly NP (THB.mil) and NPM (%)

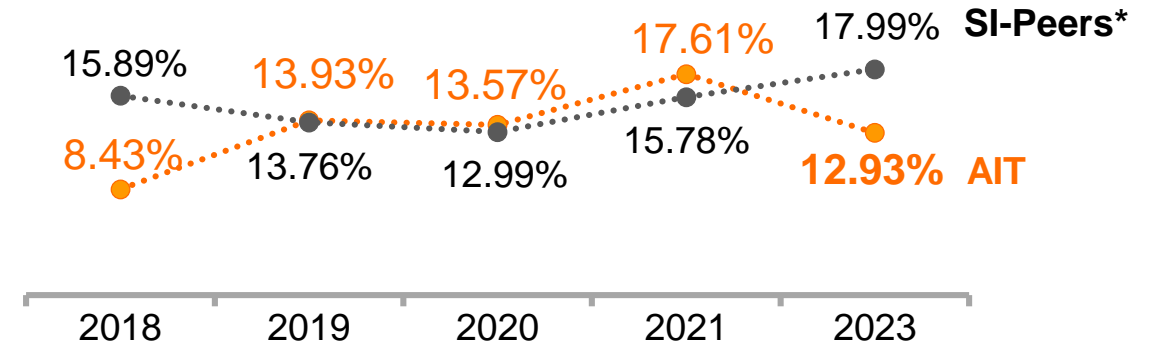


Financial Ratio

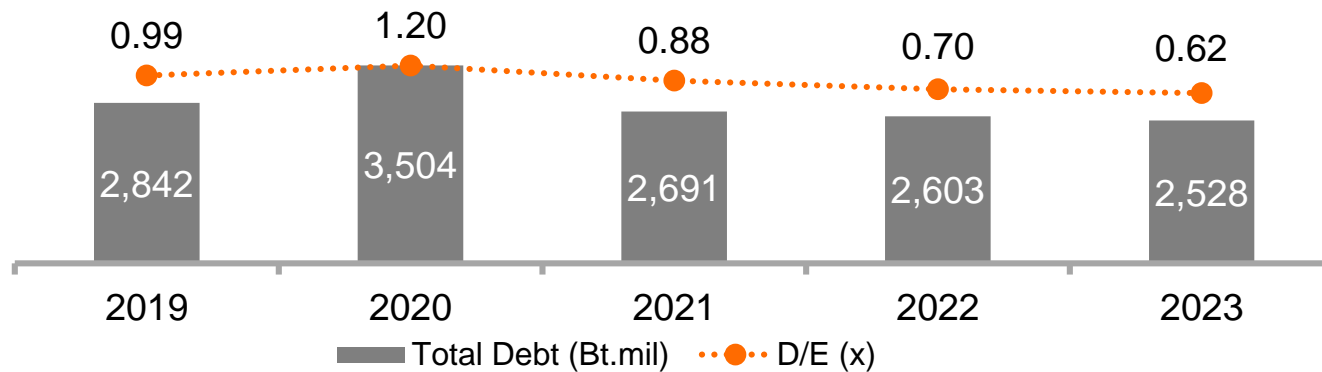
Return on Asset (%) ; ROA



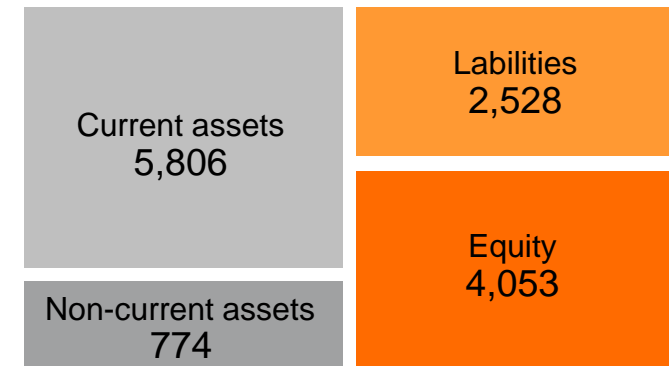
Return on Equity (%) ; ROE



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



Financial Structure Y'2023 (THB.mil)



Source: www.set.or.th as of February 22, 2024
 *SI-Peer = System Integration Peer

Agenda

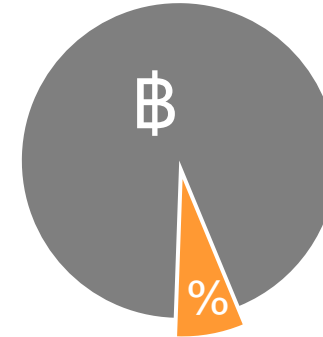
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Events Notification



Annual General Meeting
 E-AGM 2024: **11 April 2024**
 Time: **2 pm – 4 pm.**
 XM: **1 March 2024**

**by broadcasting live from AIT's Building*



Dividend

0.17 Baht

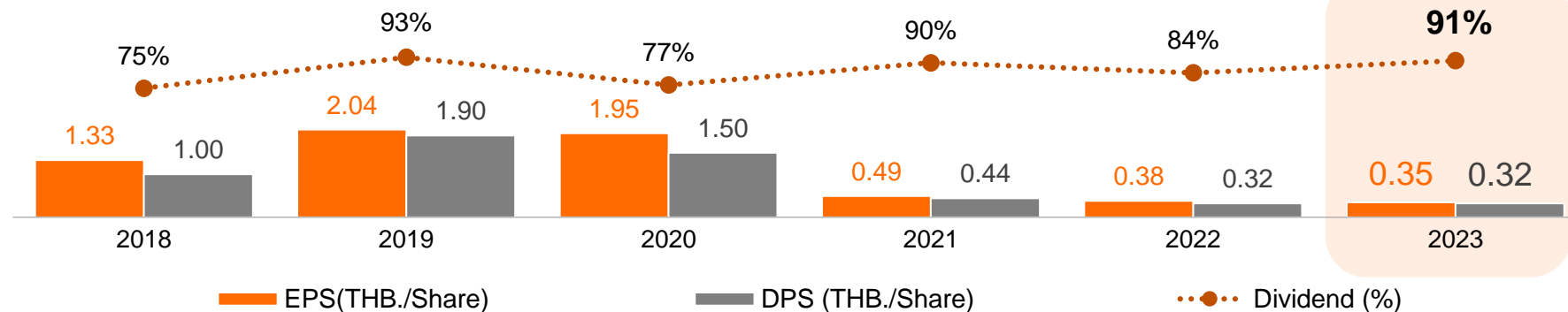
The Company will make an extra dividend at the rate of **0.17 Baht** (Seventeen satang). However, such dividend payment must be approved by the 2024 Annual General Meeting of Shareholders

XD: 22 April 2024

Dividend Payment: 9 May 2024

** The Company paid an interim dividend of 0.15 baht per share on September 8, 2023. Therefore, the total dividend payment in 2023 will be paid at the rate of 0.32 baht per share.*

Dividends over the past 5 years



Remark : In 2021, the Company reduced its par value from 5 baht to 1 baht.

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Revenue Target 2024



Revenue Target 2024

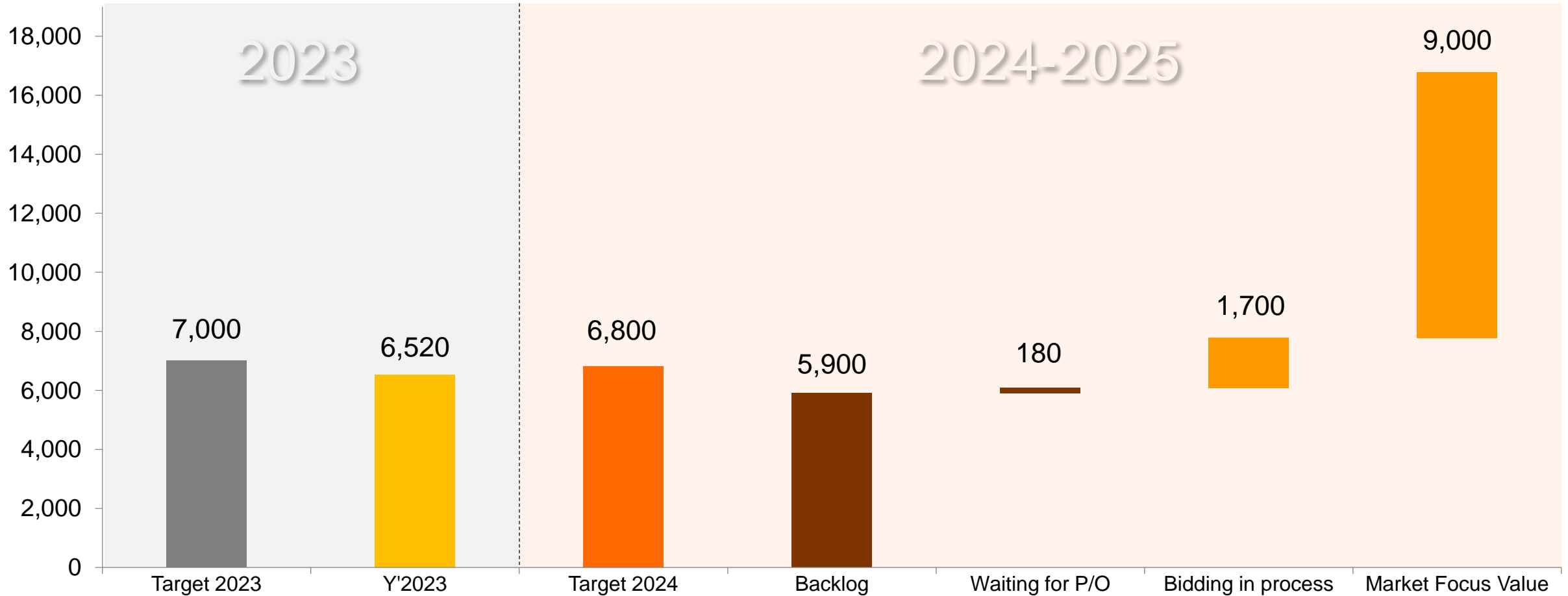
6,800 Mil. Baht

Key Strategies

- ขยายฐานลูกค้าสร้างการเติบโตของรายได้
- สร้างความสัมพันธ์ที่ดีกับคู่ค้าหรือพันธมิตรทางธุรกิจของบริษัท
- พัฒนาบุคลากรเพื่อรองรับการทำงานที่ท้าทาย
- พัฒนาระบบภายในเพื่อเพิ่มประสิทธิภาพการทำงาน
- ขยายธุรกิจที่สร้างโอกาสการเติบโตอย่างยั่งยืน

AIT's Outlook 2024 – 2025

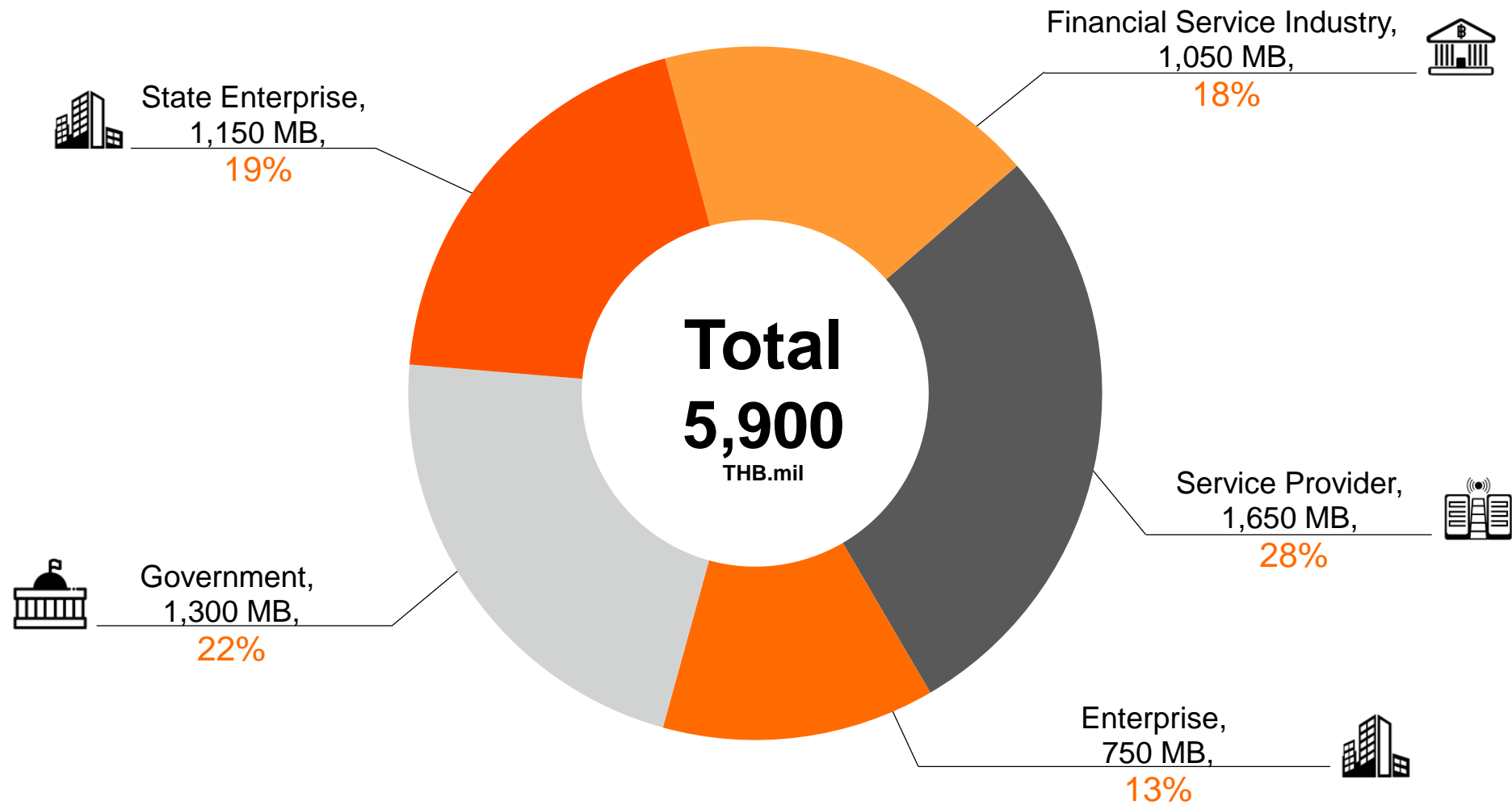
Revenue (Mil.Baht)



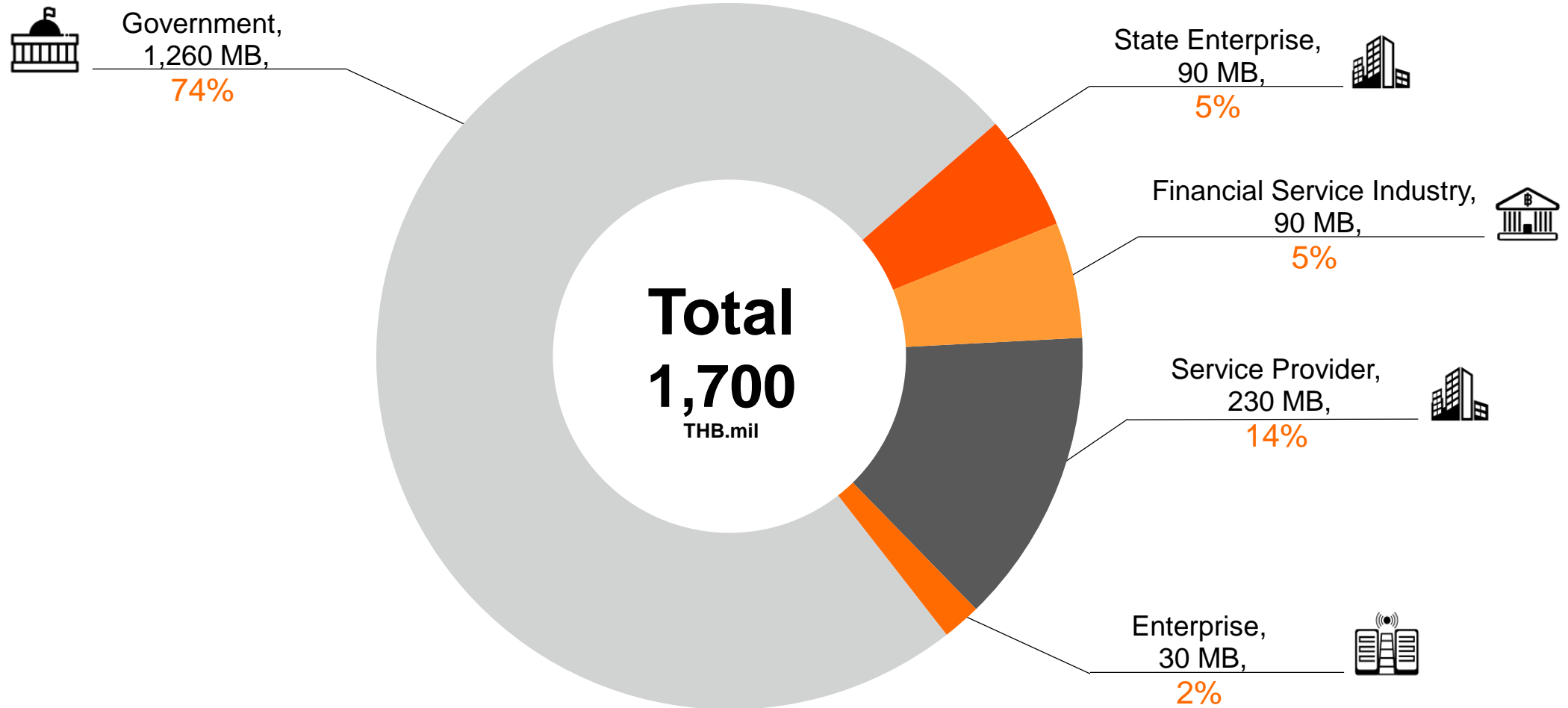
Source: Company estimation updated on [February 22, 2024](#)

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Project in Backlog



Bidding in Process



ธุรกิจที่สร้างโอกาสการเติบโตอย่างยั่งยืน



- **ธุรกิจคาร์บอนเครดิตภาคป่าไม้อย่างครบวงจร**
 - ผลิตและขายกล้าต้นสักทองด้วยเทคโนโลยีการเพาะเลี้ยงเนื้อเยื่อ (Tissue Culture)
 - ให้บริการครบวงจรการปลูกป่า ตั้งแต่การออกแบบ การเตรียมพื้นที่ การปลูก การดูแลต้นไม้ การบำรุงรักษาโครงการ การขึ้นทะเบียนคาร์บอนเครดิต
 - เป็นสื่อกลางแลกเปลี่ยน ซื้อขายคาร์บอนเครดิตภาคป่าไม้ การจัดซื้อจัดหาไม้และผลิตภัณฑ์จากไม้สักคุณภาพสูง
- ให้บริการระบบจัดทำรายงานคาร์บอนฟุตพริ้นท์ (Carbon Footprint) แบบอัตโนมัติด้วยเทคโนโลยี IoT และ AI
- ให้บริการด้านคำปรึกษา การพัฒนาโครงการลดการปล่อยก๊าซเรือนกระจก

Q & A



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Thank you

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For further information and enquiries, please contact

Investor Relations Unit

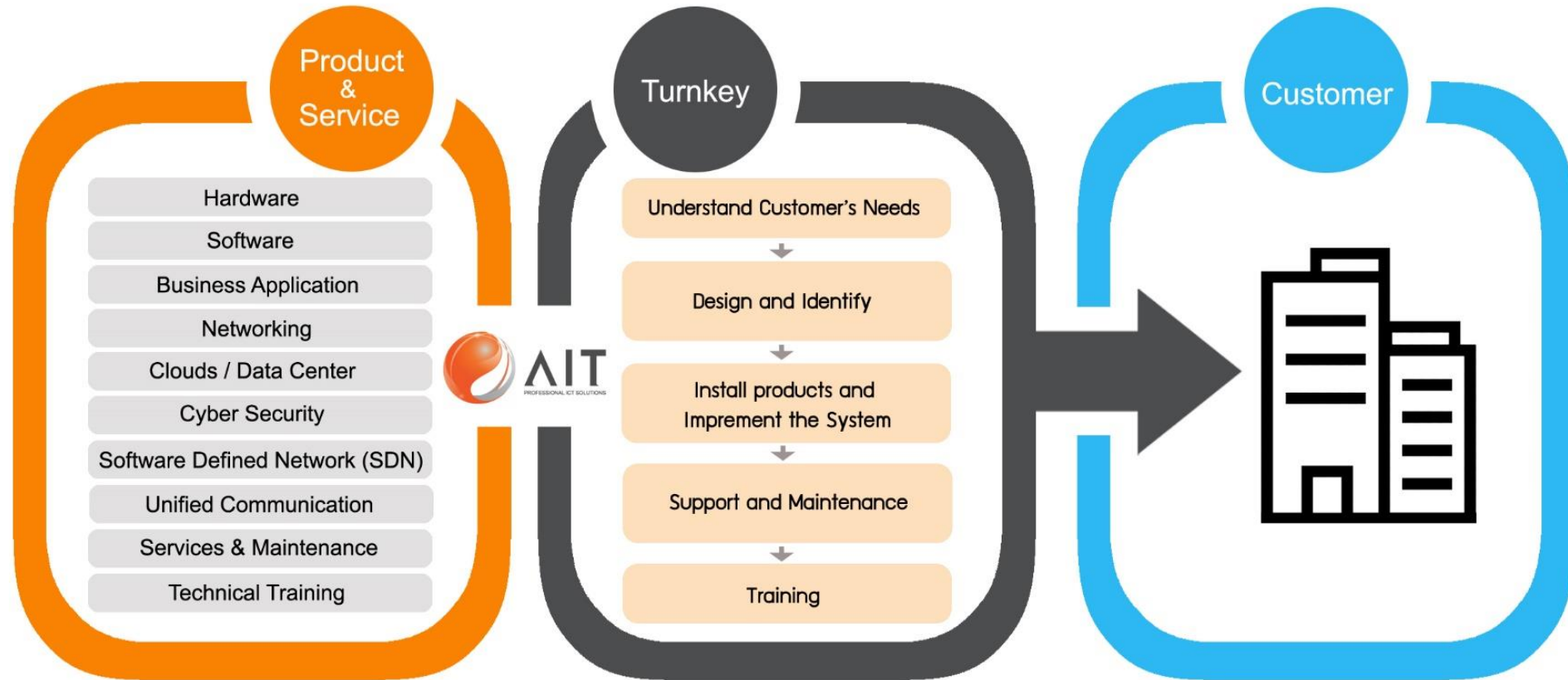
Tel: +662-275-9400 #1104

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.

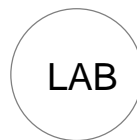
TRAINEX Training Center



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 10th floor, Building A of Preecha Complex



Cisco Training LAB Room



Comptia Training



Training courses such as CCNA, CCNP, etc.



Cisco Telepresence Room



More detail: www.trainex.co.th

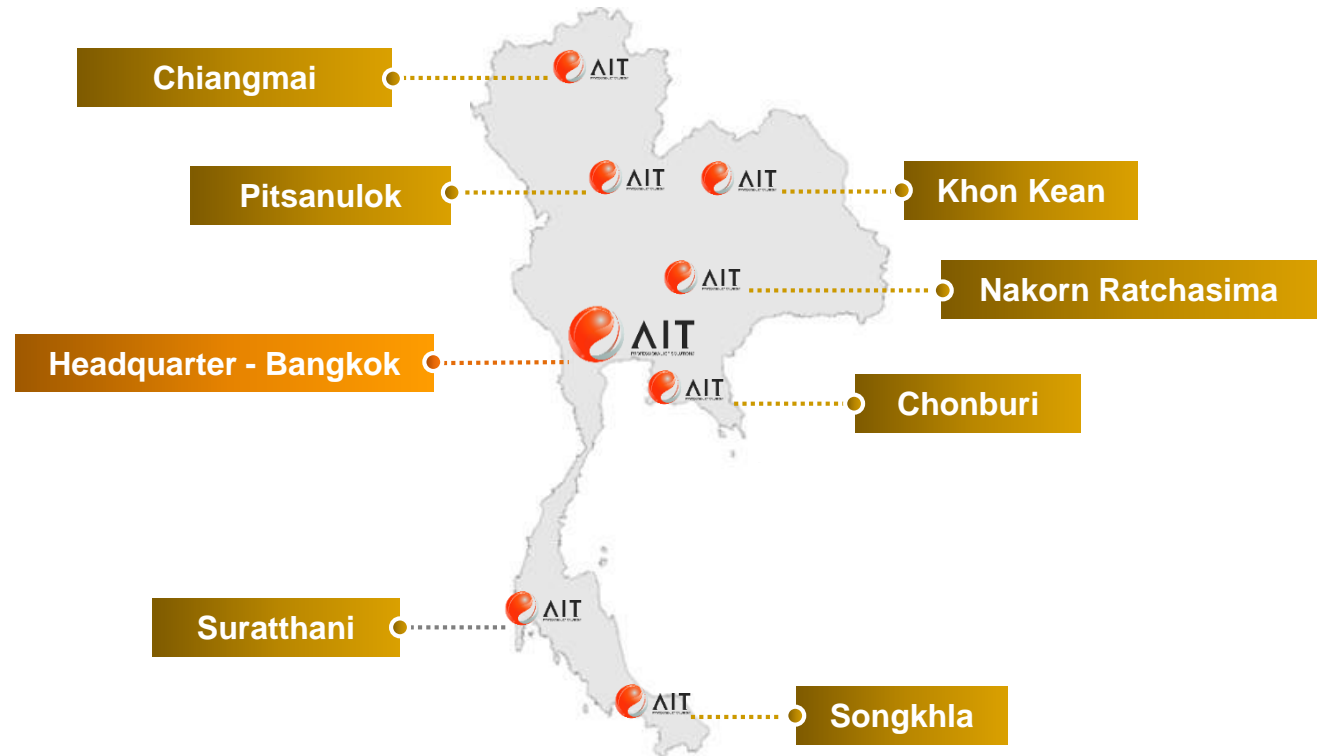


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Nationwide Support Centers



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
- As of December 8, 2023, LAH restructured for holding investments in Campana Group Pte.Ltd. to transfer these instruments to both shareholders (AIT & Loxley Wireless) at Baht 54 million each (52,798 ordinary shares of Baht 1,030 each).
- As of December 14, 2023, LAH decreased its capital share from Baht 200 million to Baht 83 million and returned the investments to both shareholders in accordance with the restructuring plan.

Non-listed equity instruments



Campana Group Pte., Ltd. (Campana)

- Incorporated in Singapore and associated of AIT and Others.
- Operator in the submarine optical fiber network project in Myanmar, there are consist of The submarine fiber optic cable (MYTHIC) and The fiber optic cable on the ground (TARO).
- The MYTHIC has changed name to SIGMA Project. It has been already opened for servicing since September 15, 2023
- The TARO has been already opened for servicing since the beginning of the year 2018 and it has changed from providing ground services to being a backup for the MYTHIC if problems occur.
- More detail, please visit <https://www.campanaworks.com/>

