



Advanced Information Technology Public Company Limited: AIT

Analyst Meeting #4/2023

20 November 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

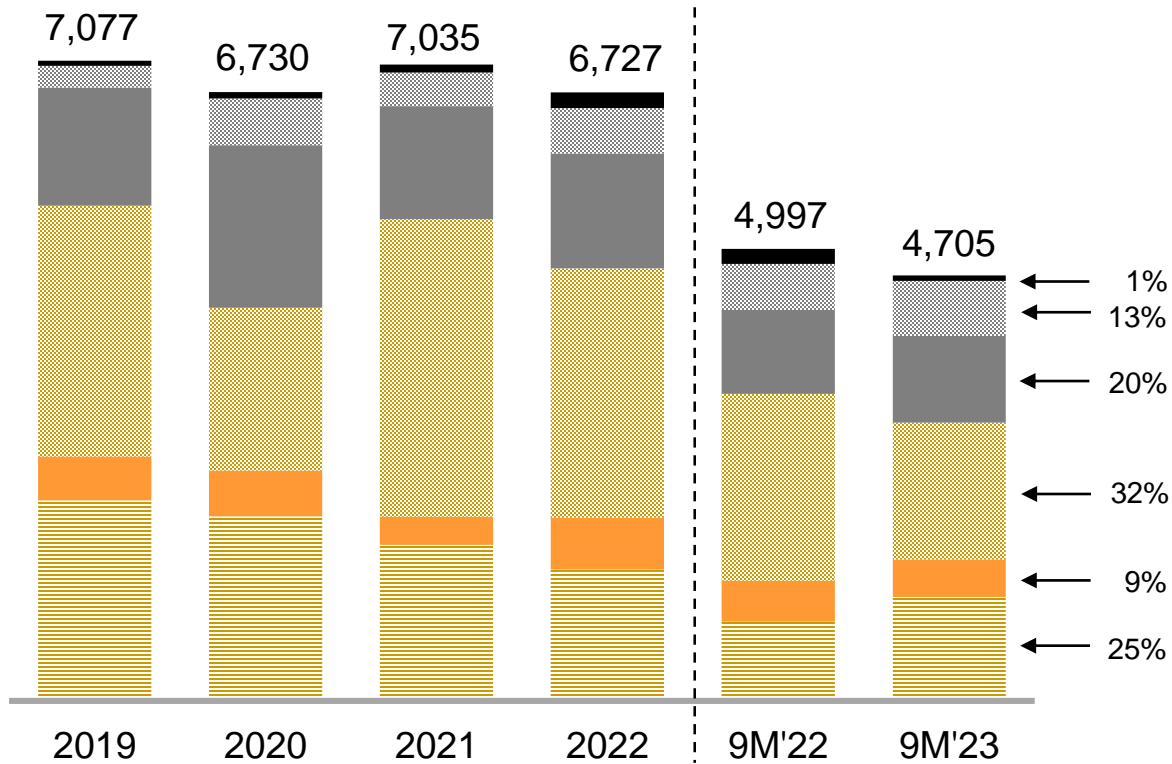
- AIT's Financial Highlights Q3-2023
- AIT's Business Update and Outlook
- Appendix

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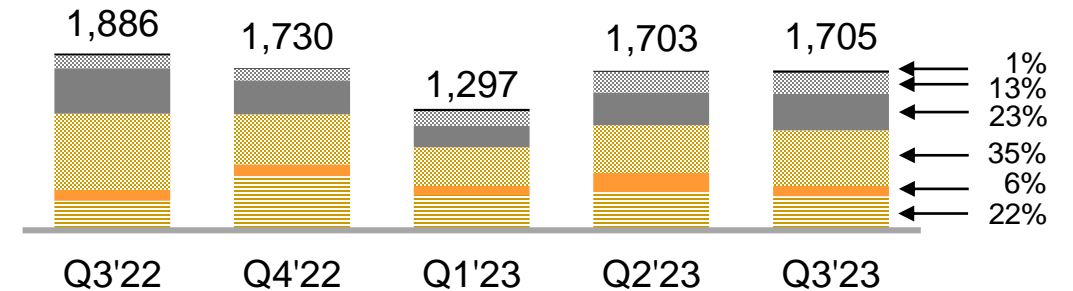
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Total Revenues by Customer

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)

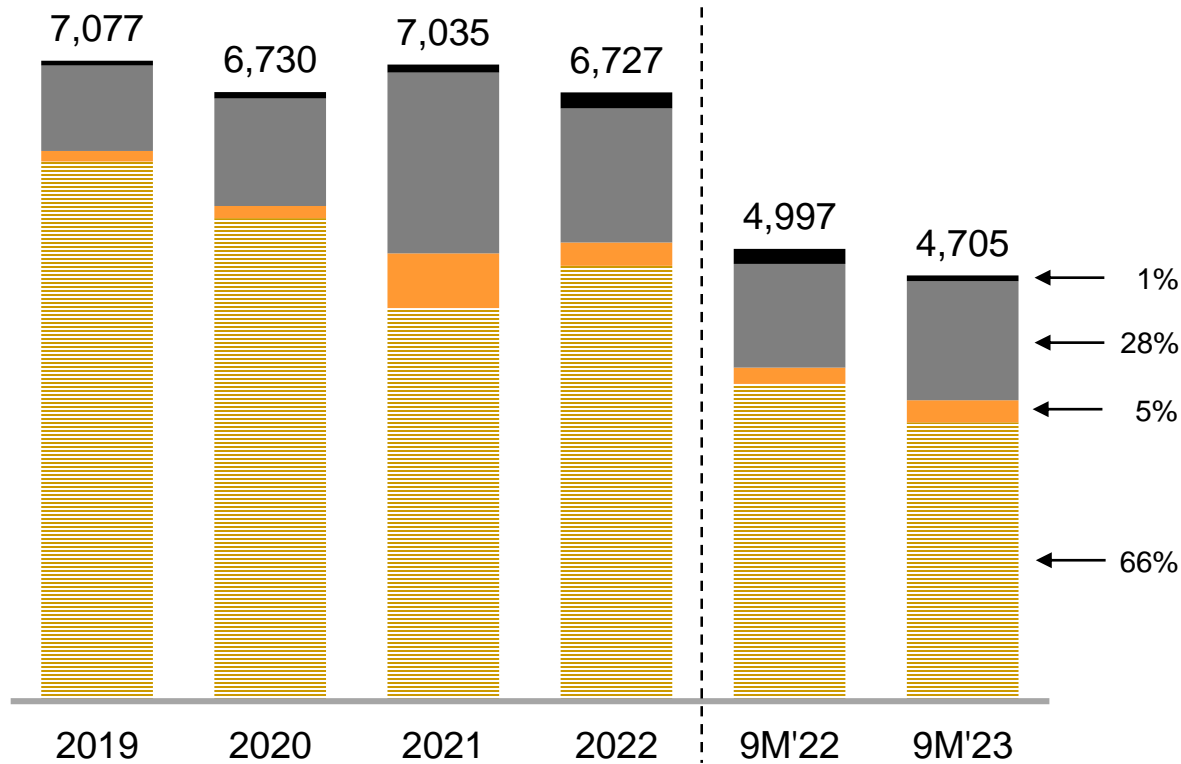


Enterprise
 Financial Service Industry
 Government Agency
 Service Provider
 State Enterprise
 Others

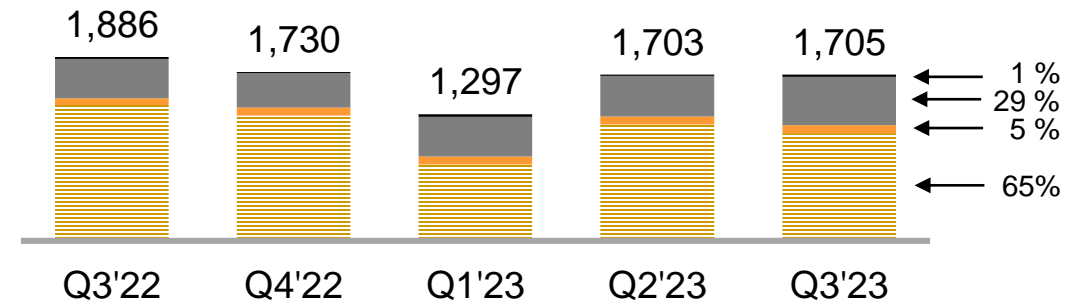


Total Revenues by Sources

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)

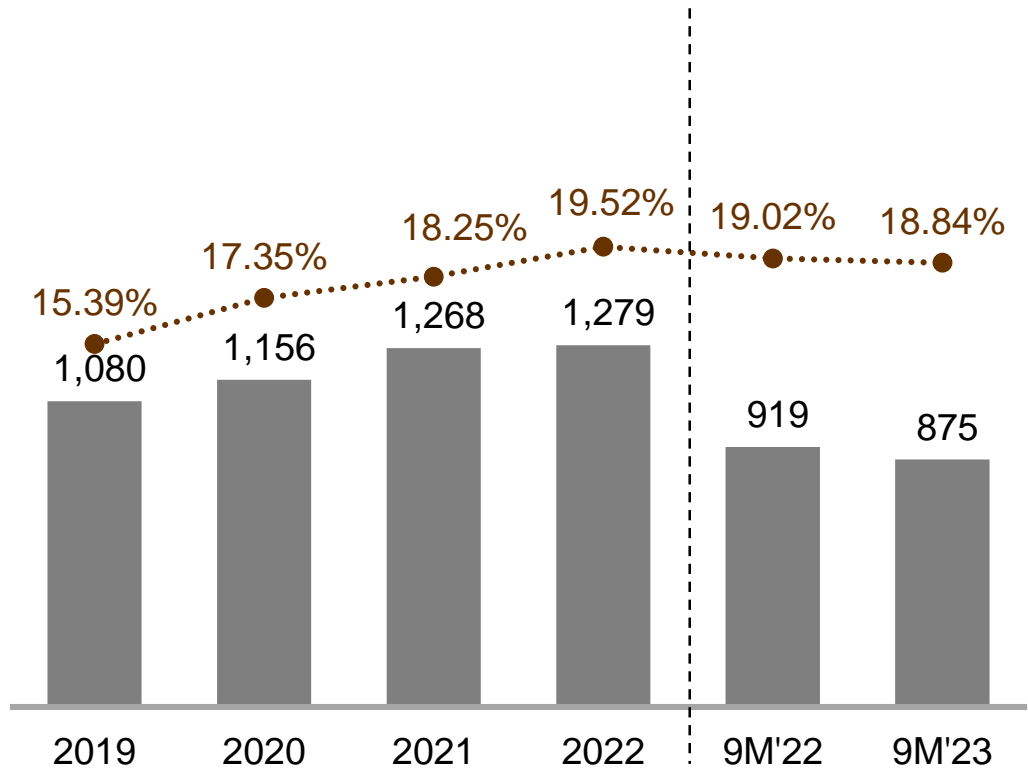


Project Sales
 Rental
 Service
 Others

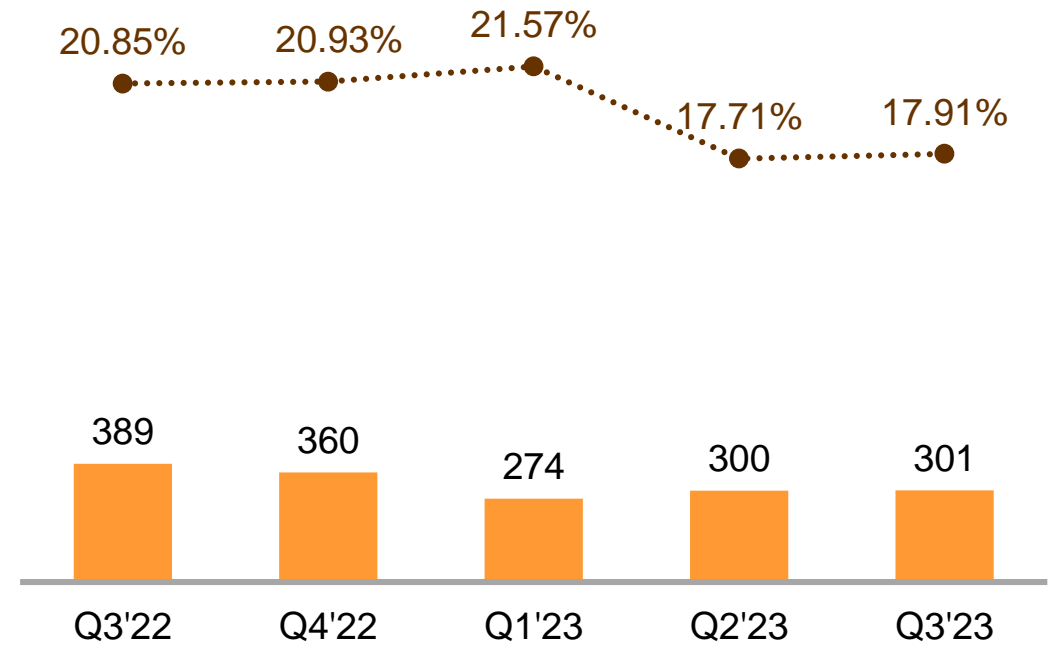


Gross Profit

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



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



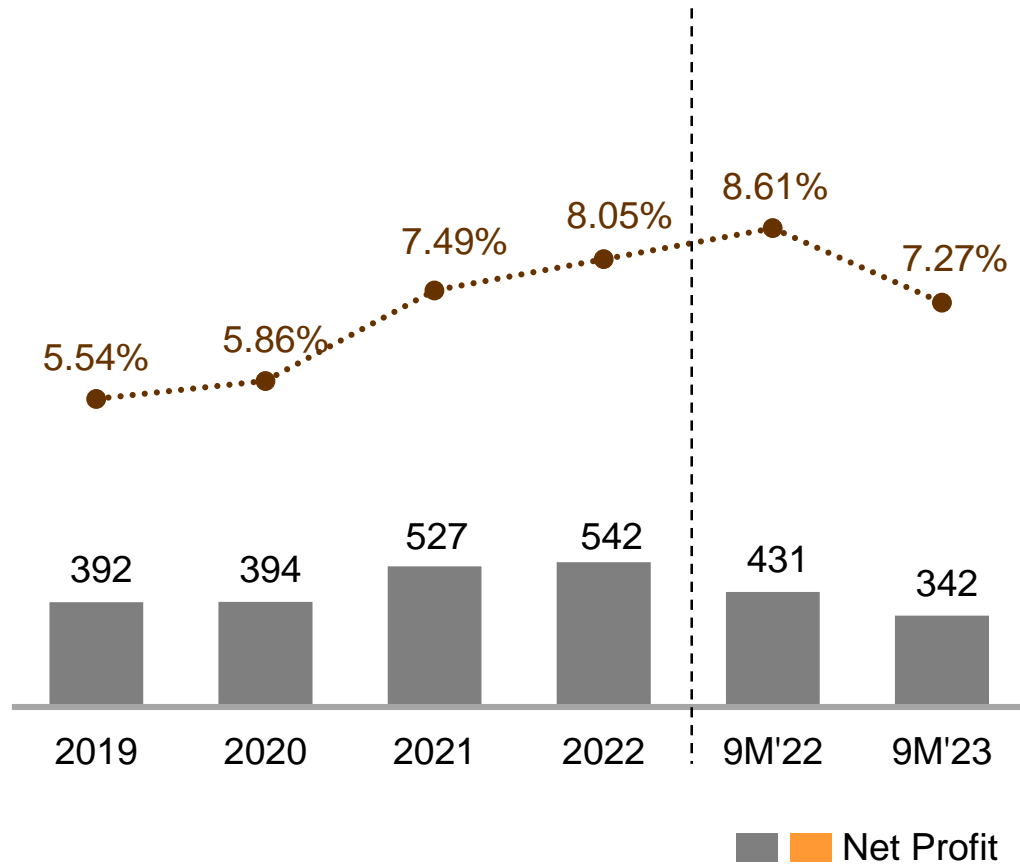
■ Gross Margin

.....●..... Gross Profit Margin

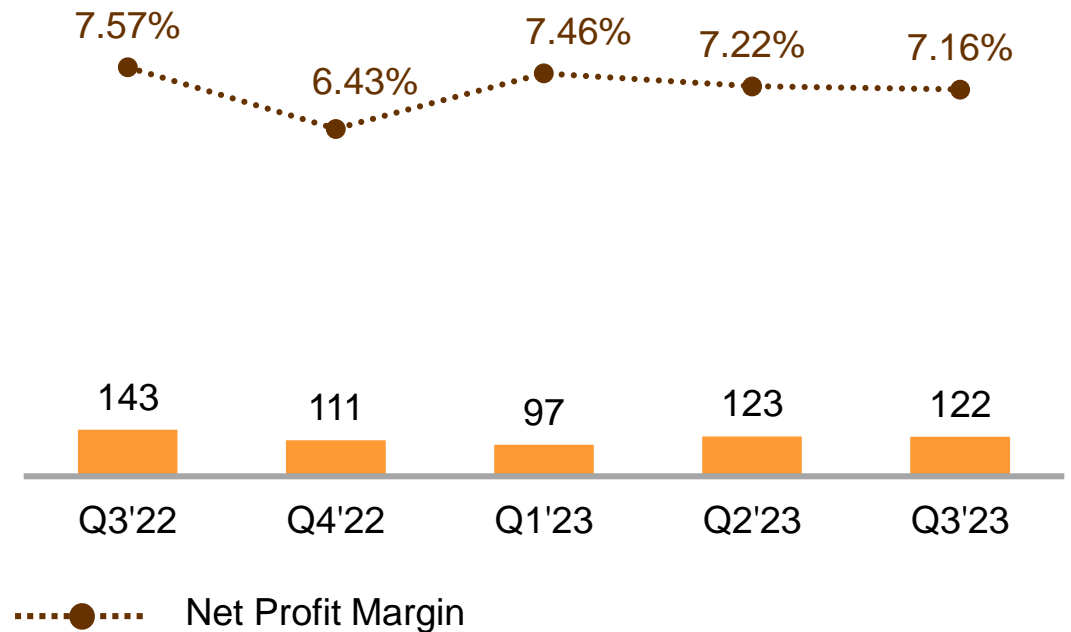


Net Profit

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

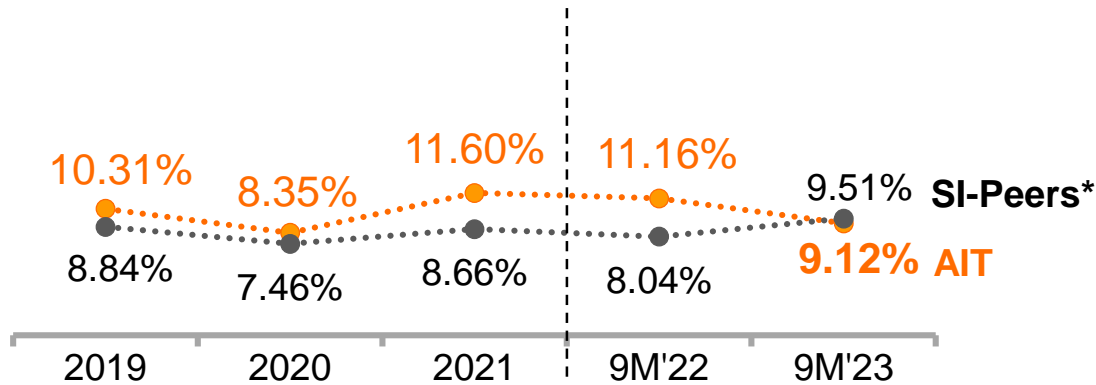


Quarterly NP (THB.mil) and NPM (%)

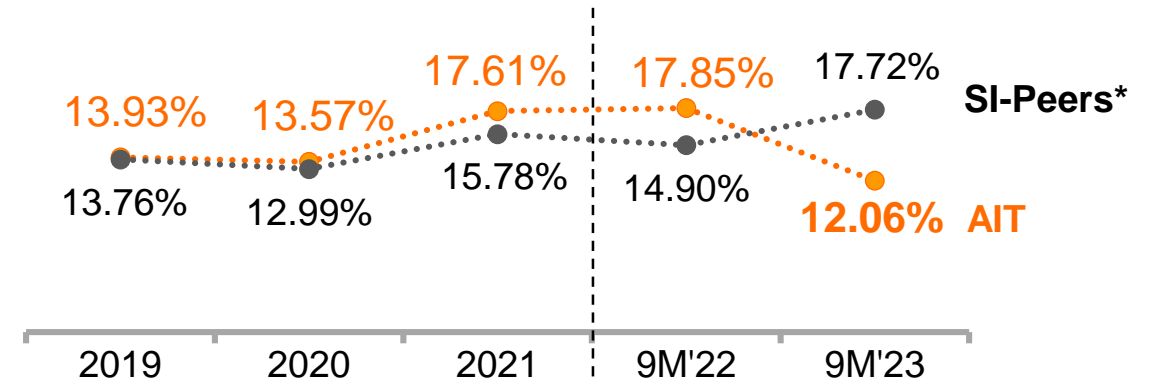


Financial Ratio

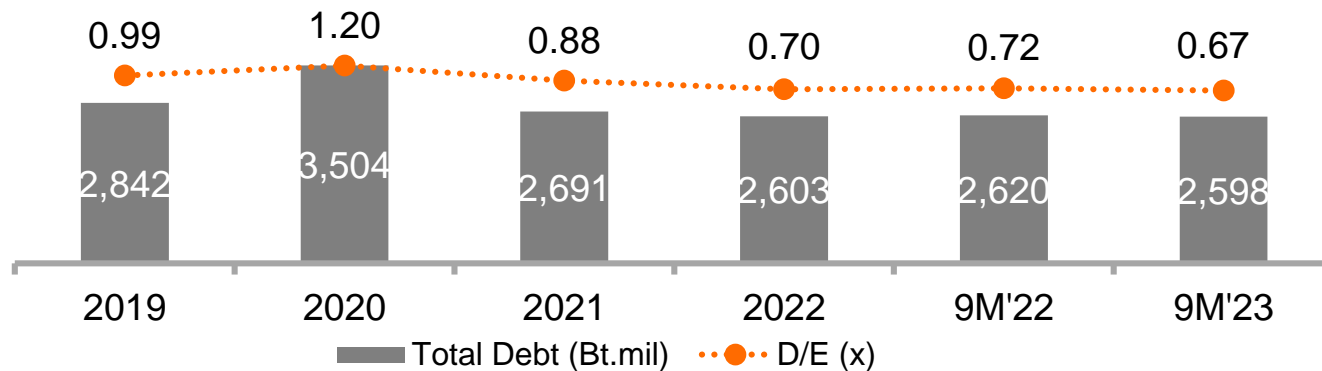
Return on Asset (%) ; ROA



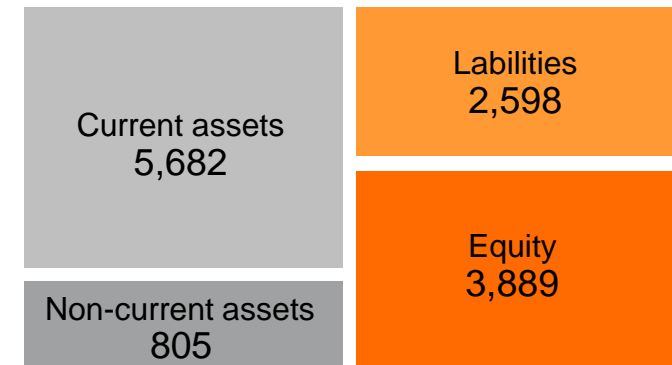
Return on Equity (%) ; ROE



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

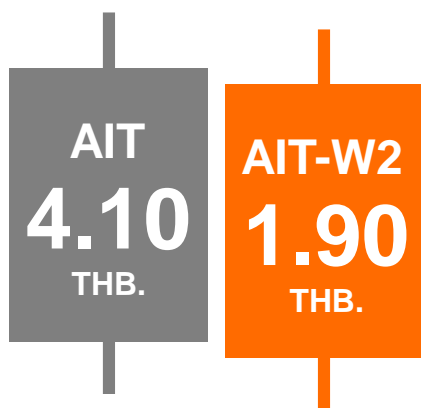


Financial Structure Q3'2023 (THB.mil)

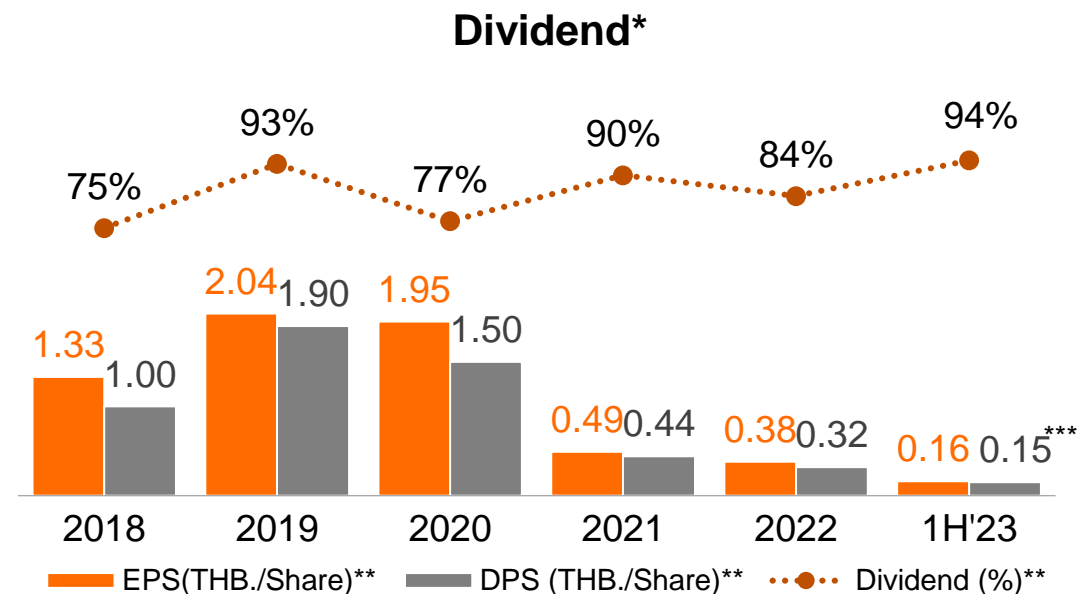


Source: www.set.or.th as of November 17, 2023
 *SI-Peer = System Integration Peer

Stock information



Share information	
P/E	13.25 Times
P/BV	1.54 Times
Par value:	THB. 1.00
Listed share:	1,464.67 mil. Shares
Market capitalization:	THB. 6,005.16 mil
Dividend yield:	6.63%



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 with a par value of 1 baht per share on September 8, 2023.

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Warrant Update



Period for the notification of the intention to exercise the warrant : 28 Dec 2023 – 11 Jan 2024

Notification “SP” : 20 December 2023

Book Closing date : 22 December 2023

Last exercise date # 4 : 12 January 2024

Exercise Price : 2.00 baht/share

Number of total exercised warrants #1, #2, #3 : 433,068,317 units

Number of unexercised warrants : 82,719,359 units

Example: New Projects in Q3-2023



1. โครงการซื้อขายระบบสำหรับขยายบริการ GDCC (VM) จำนวน 1 ระบบ
ของ บริษัท โทรคมนาคมแห่งชาติ จำกัด (มหาชน) **มูลค่าโครงการ 286 ล้านบาท**

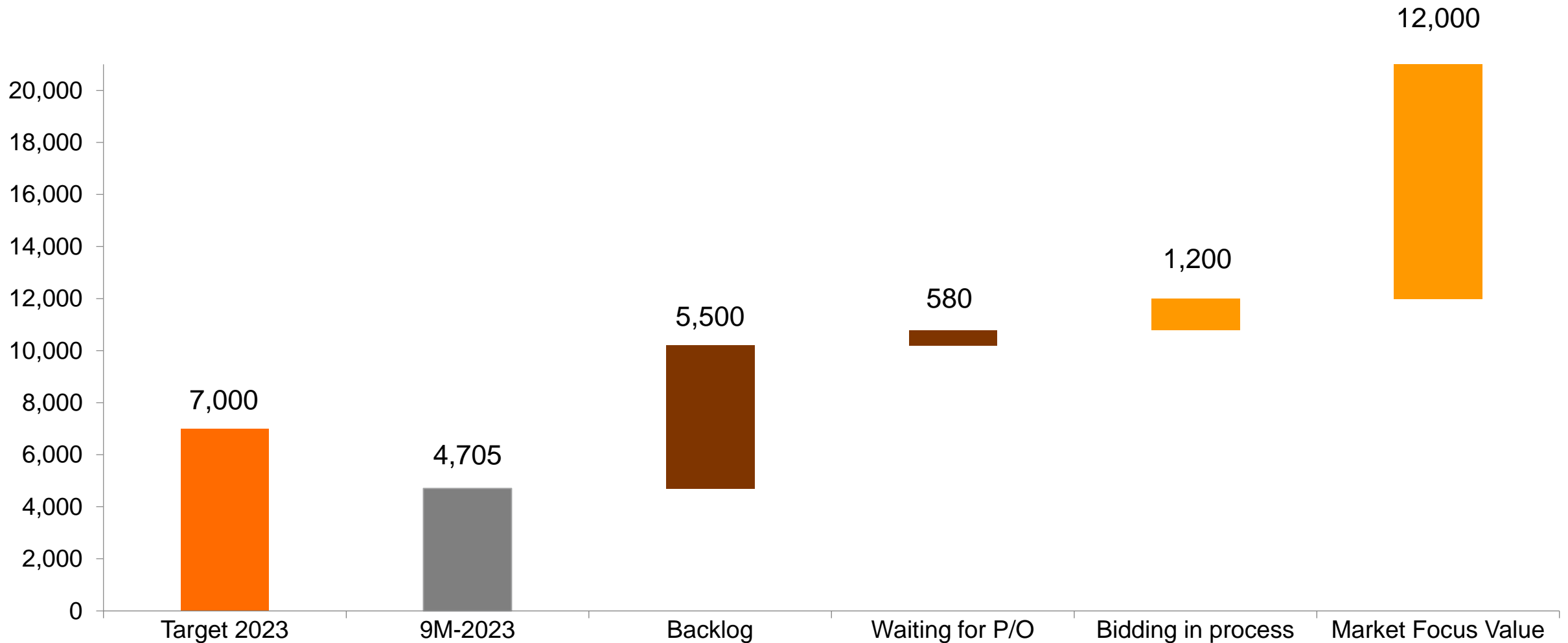


2. โครงการจ้างก่อสร้างปรับปรุงระบบจำหน่ายไฟฟ้าเป็นเคเบิลใต้ดินบริเวณถนนเทพกระษัตรี
ถนนดีบุก ถนนภูเก็ต จังหวัดภูเก็ต (งานด้านไฟฟ้า)
ของ การไฟฟ้าส่วนภูมิภาค **มูลค่าโครงการ 186 ล้านบาท**



3. โครงการจ้างเหมาบริการ SIEM และ Security Centralized Log
ของ ธนาคารออมสิน **มูลค่าโครงการ 138 ล้านบาท**

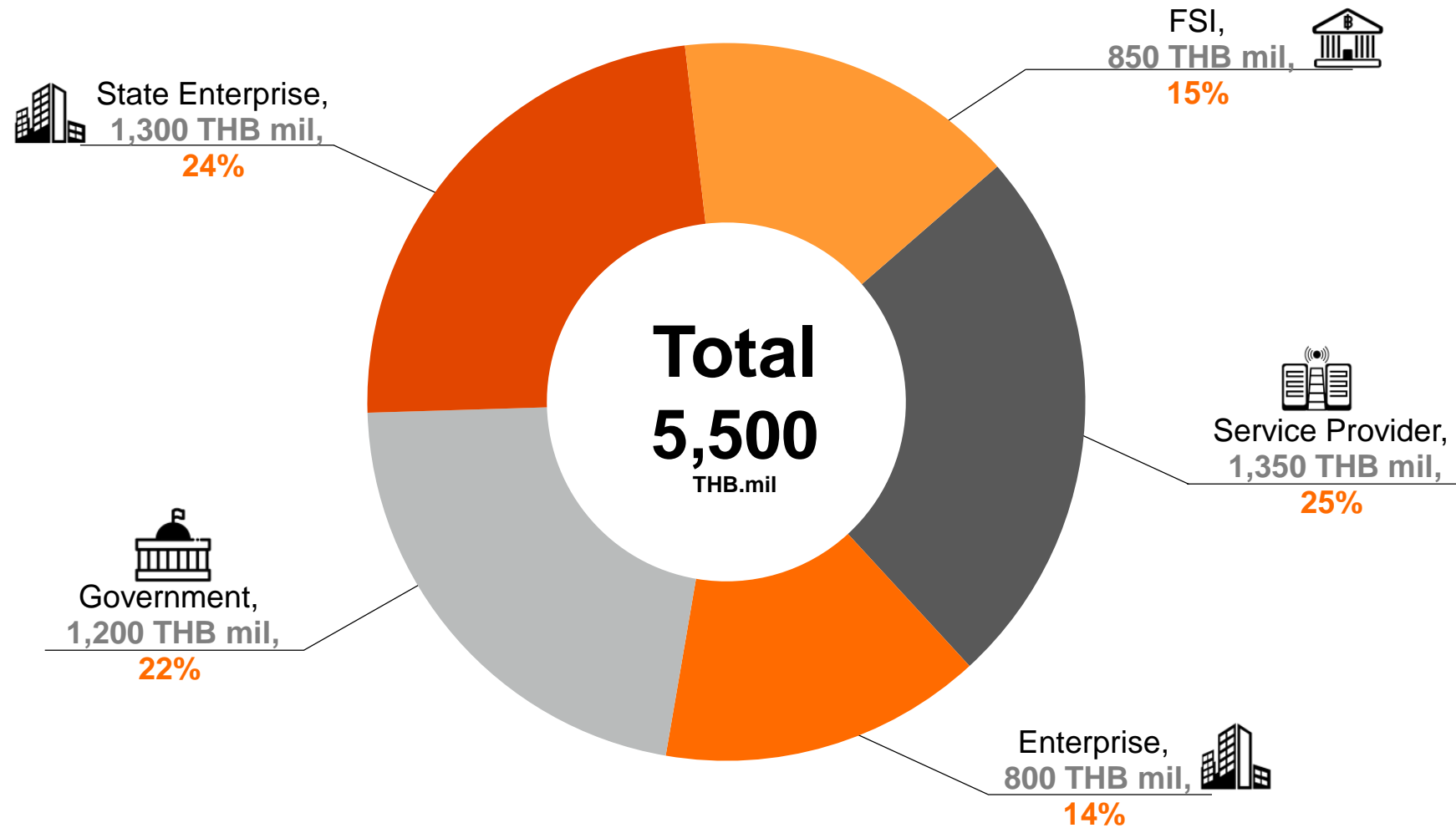
AIT's Outlook 2023 – 2024



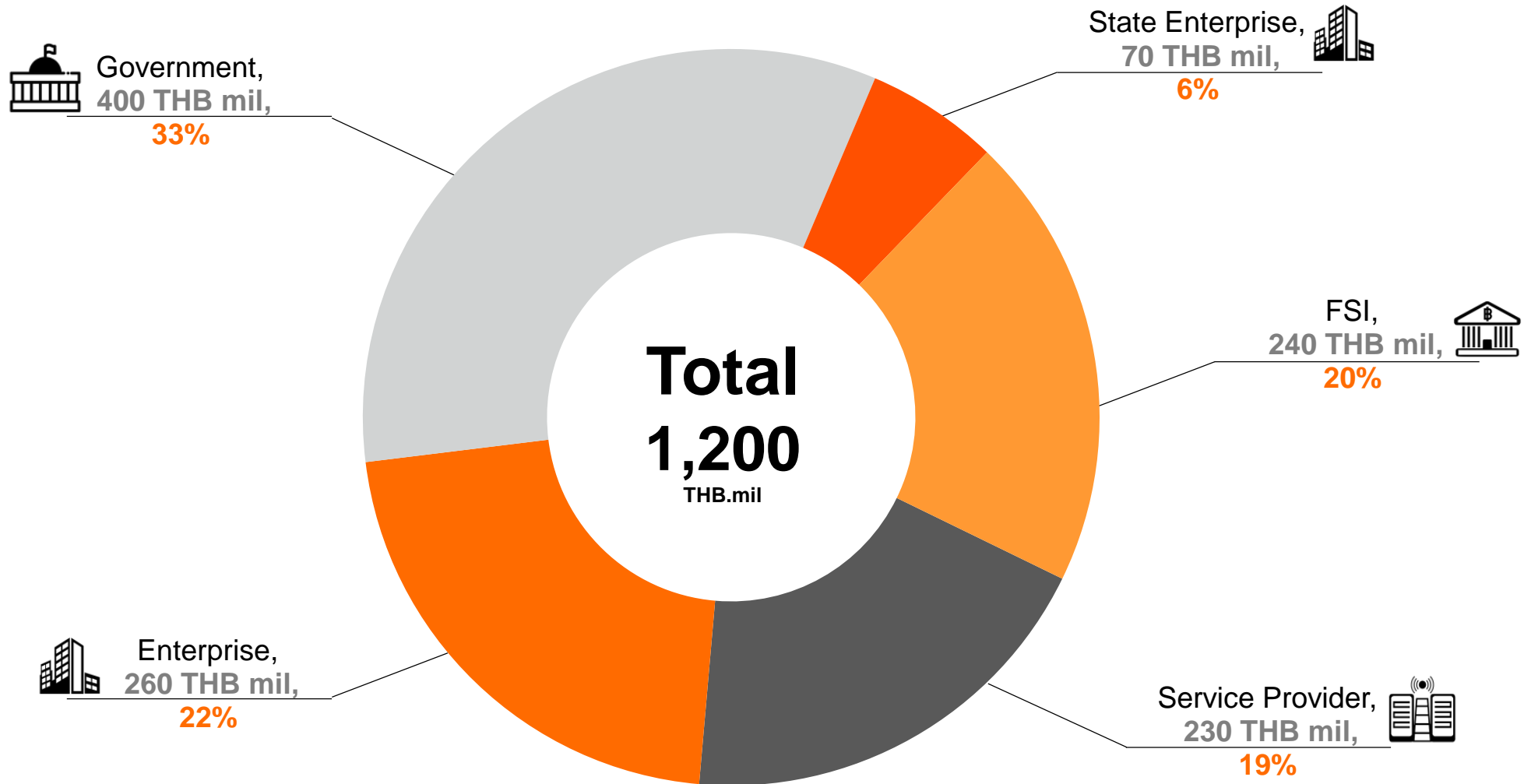
Source: Company estimation updated on [November 9, 2023](#)

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Project in Backlog



Bidding in Process



Q & A



“Lifelong Trusted Partner”

Thank you

Advanced Information Technology Public Company Limited

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For further information and enquiries, please contact

Investor Relations Unit

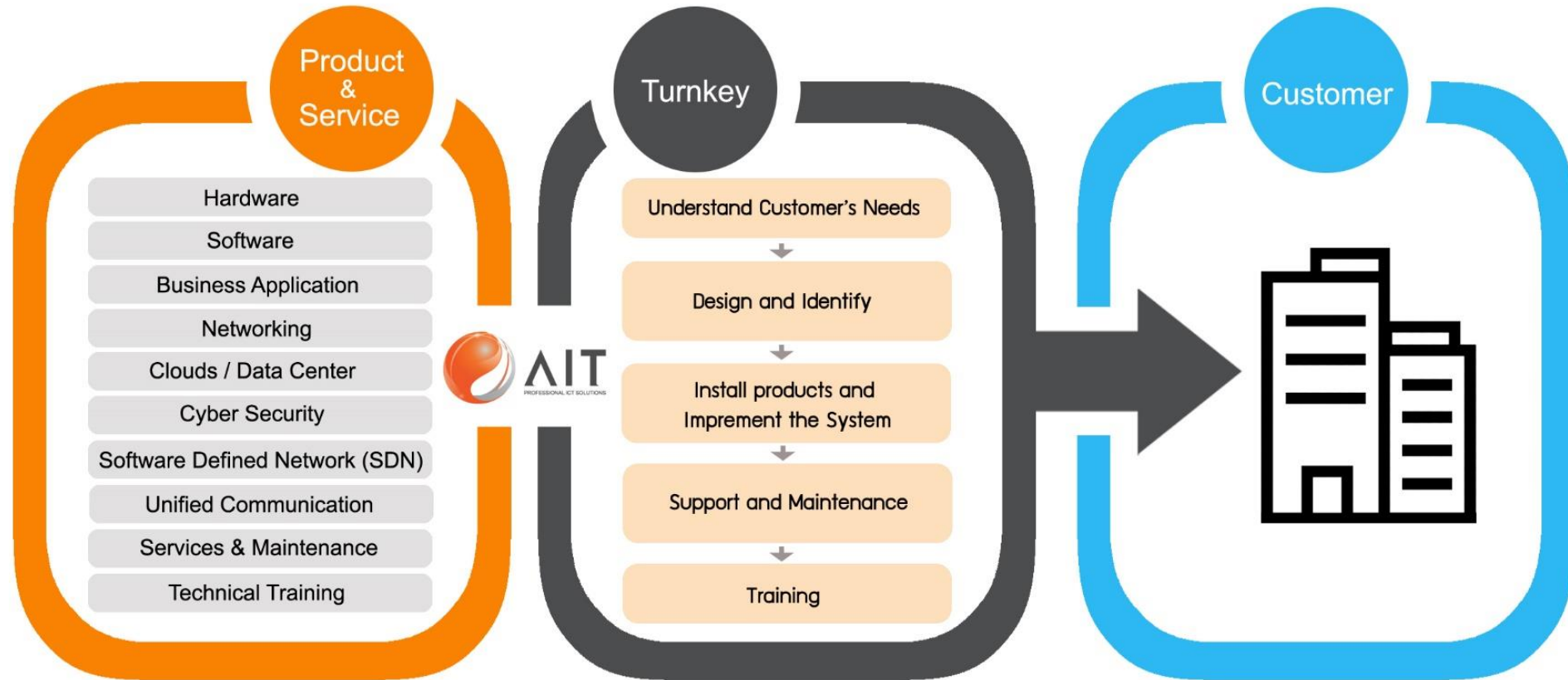
Tel: +662-275-9400 #1104

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.

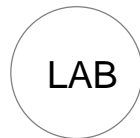
TRAINEX Training Center



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



LAB Cisco Training LAB Room



Comptia Training



Training courses such as CCNA, CCNP, etc.



Cisco Telepresence Room



More detail: www.trainex.co.th

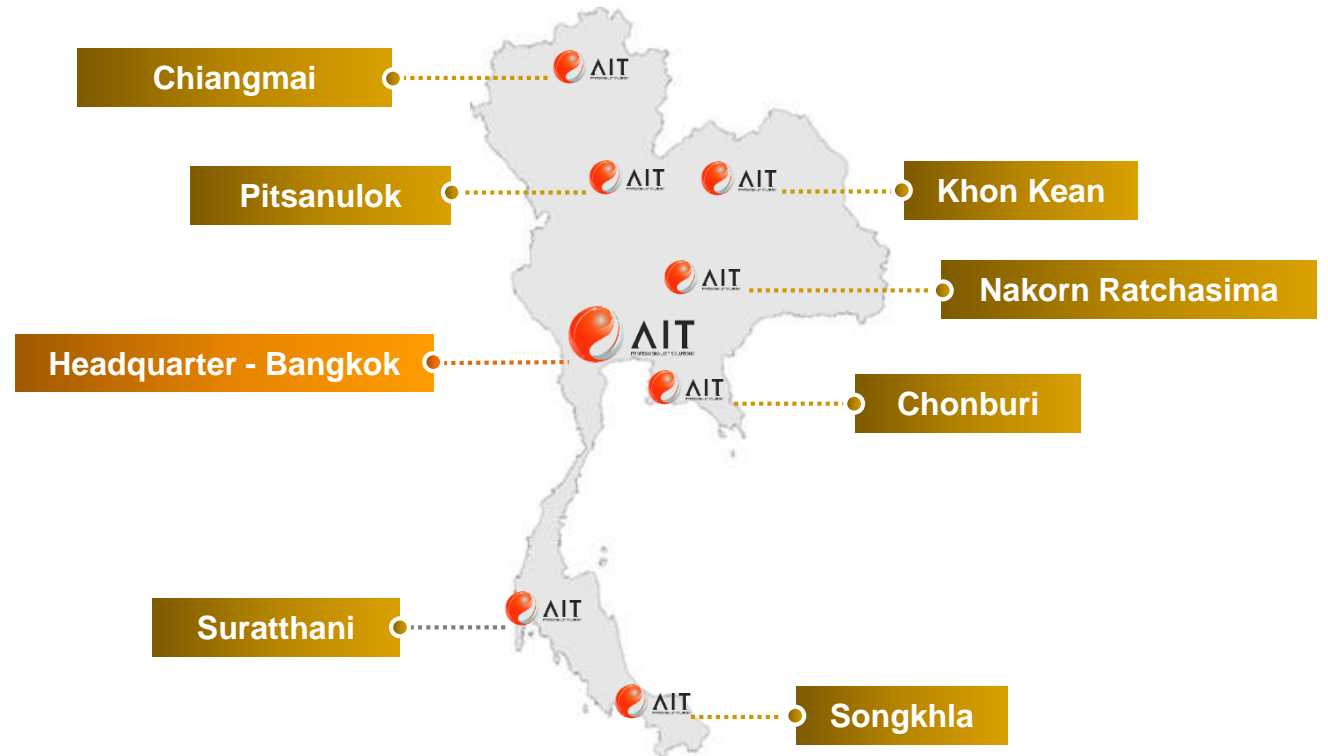


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Nationwide Support Centers



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 of October 3, 2023, 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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