



Advanced Information Technology Public Company Limited: AIT

Analyst Meeting #2/2023

24 May 2023

AIT's Performance Q1/2023



Management Team



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



Ms. Sureerat Prachayanukul
Senior Executive Vice President
Finance Division

Investor Relations



Ms. Sarin Chandranipapongse



Ms. Rita Thappaman

Agenda

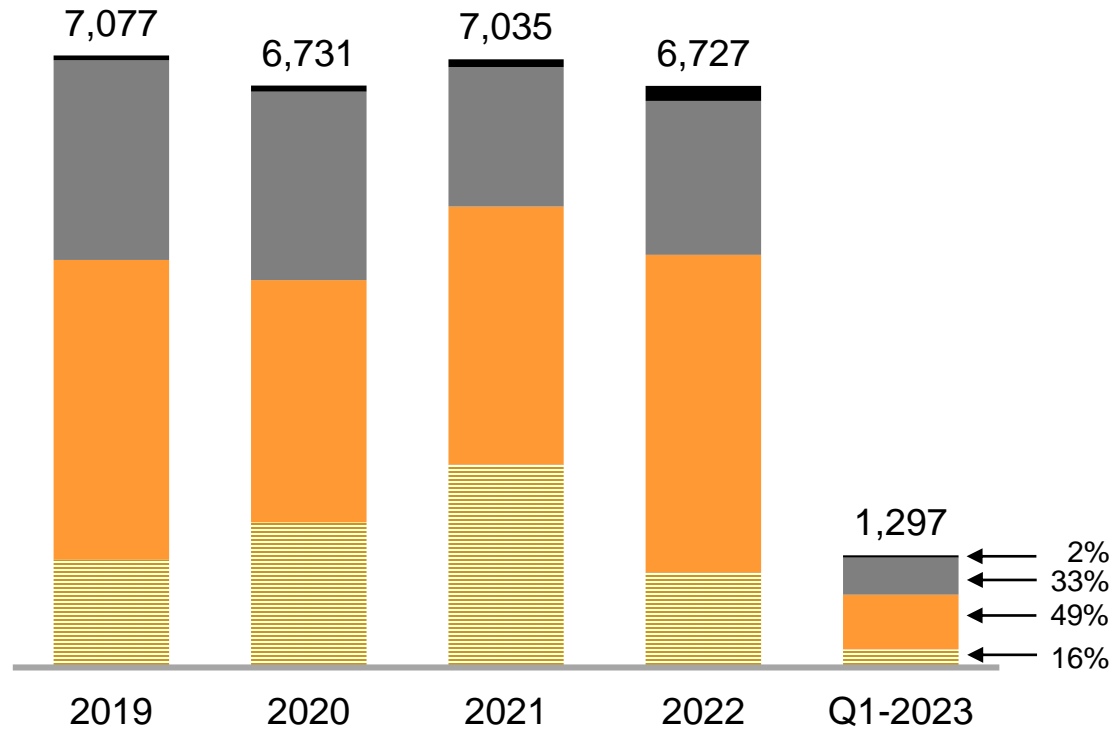
- AIT's Financial Highlights Q1-2023
- AIT's Business Update and Outlook
- Appendix

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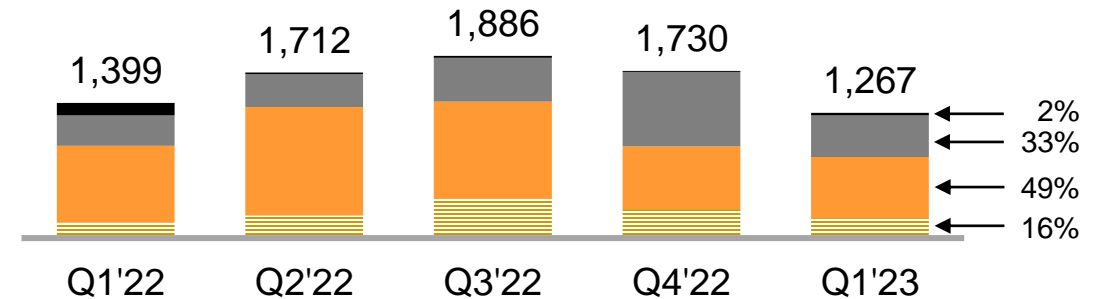
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Total Revenues by Customer

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)



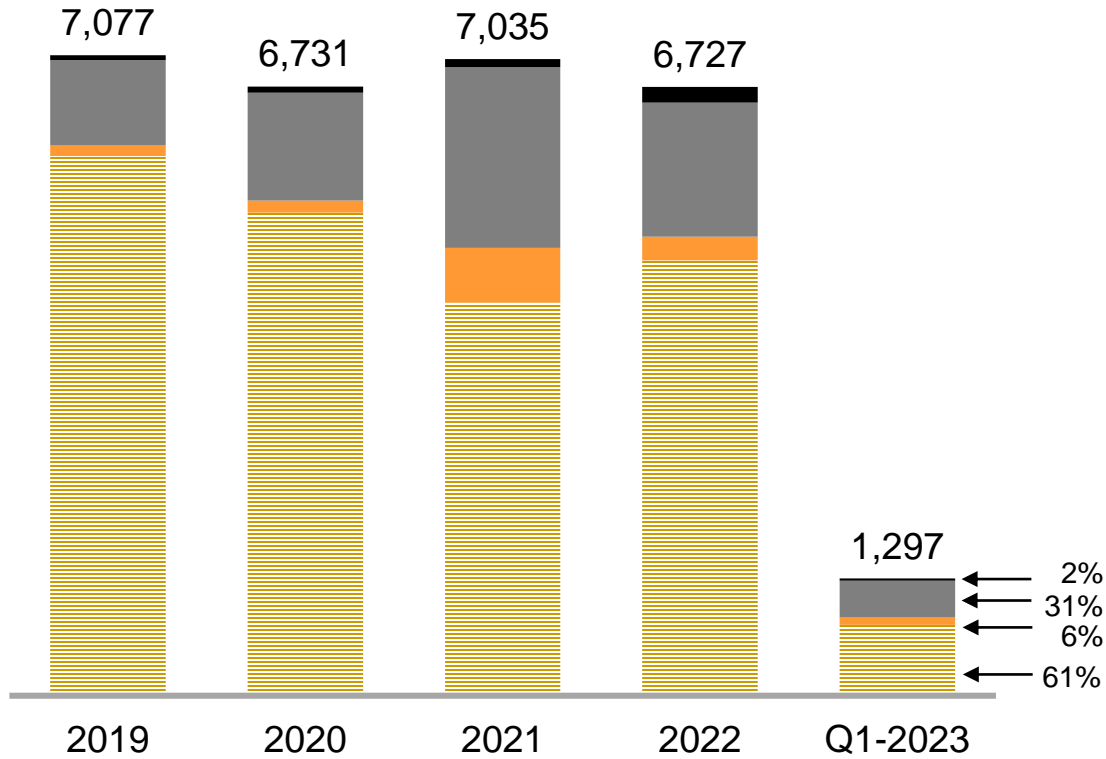
Nation Telecom PLC.
 Government Agencies & State Enterprises
 Private
 Others



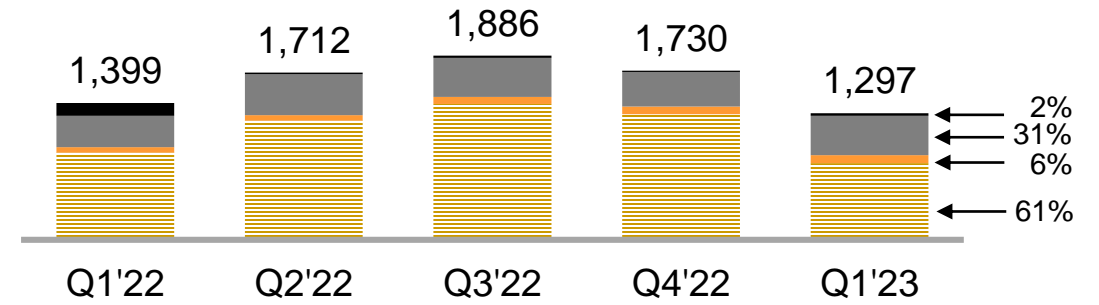
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Total Revenues by Sources

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)



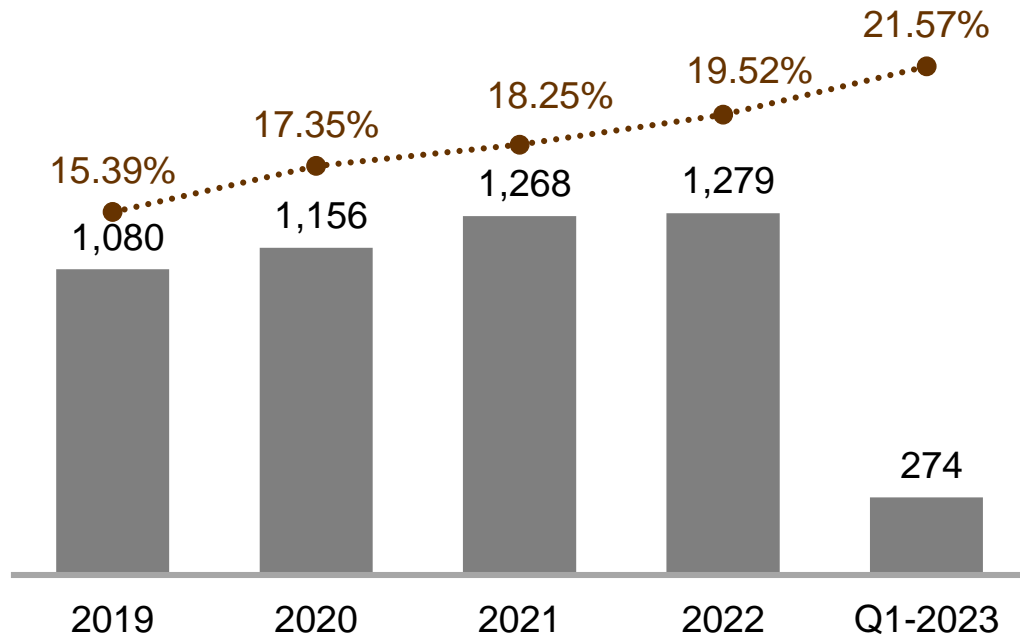
Project Sales
 Rental
 Service
 Others



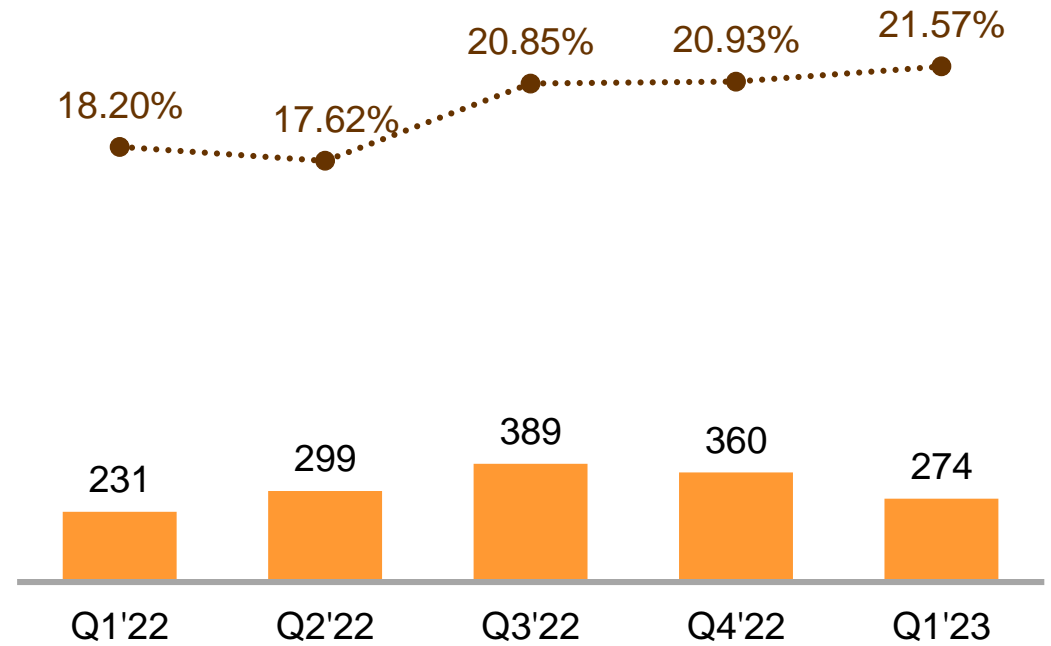
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Gross Profit

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



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



■ Gross Margin

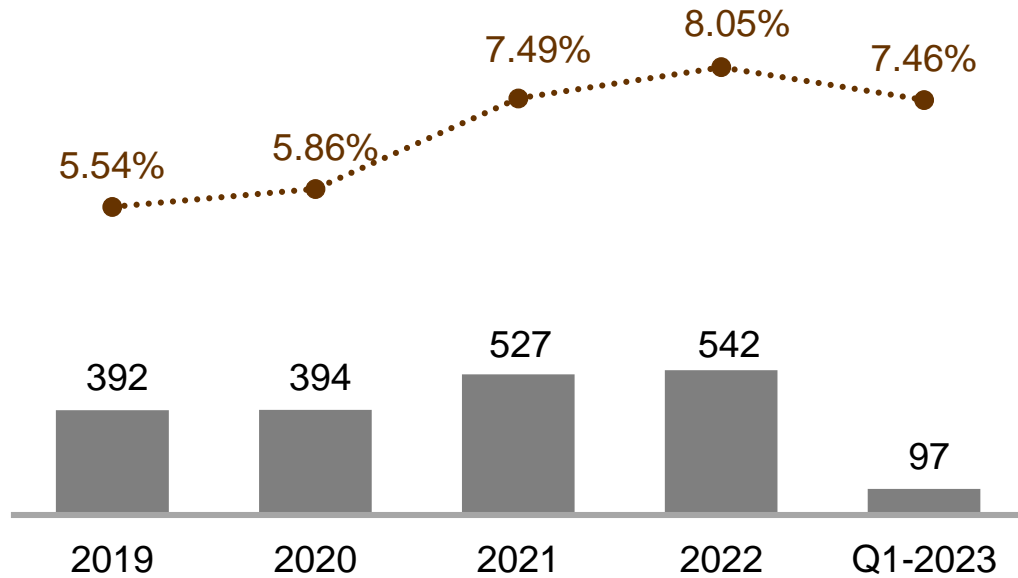
.....●..... Gross Profit Margin



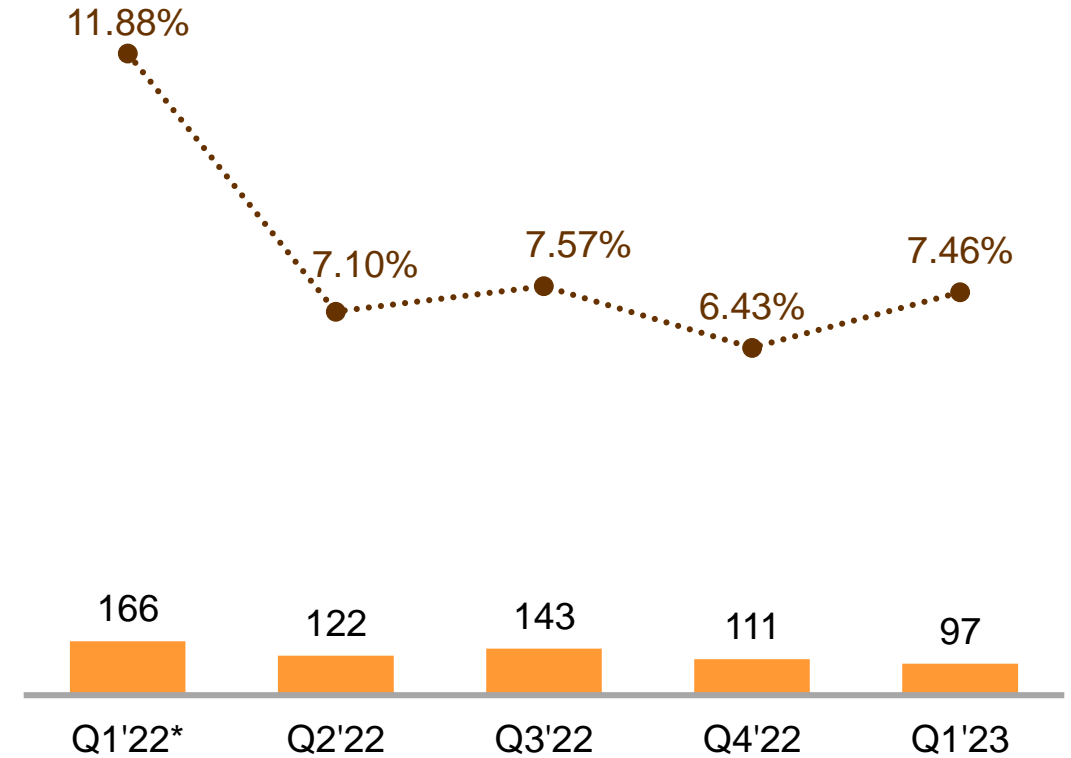
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Net Profit

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



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



Net Profit

Net Profit Margin

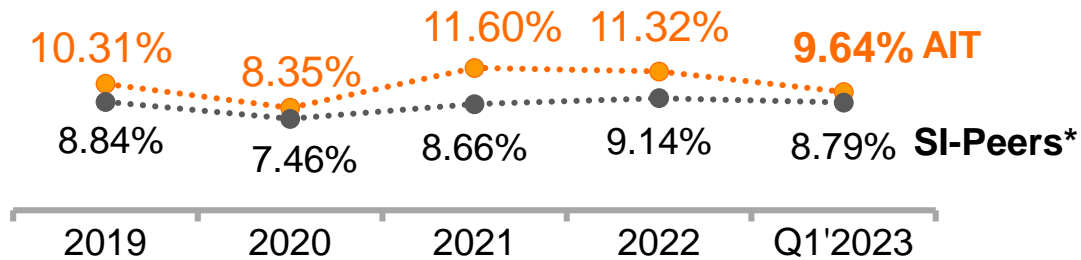


* In Q1-22, the Company sold all investments in Genesis Data Center Company Limited with a profit from the sale of 108.6 MB.

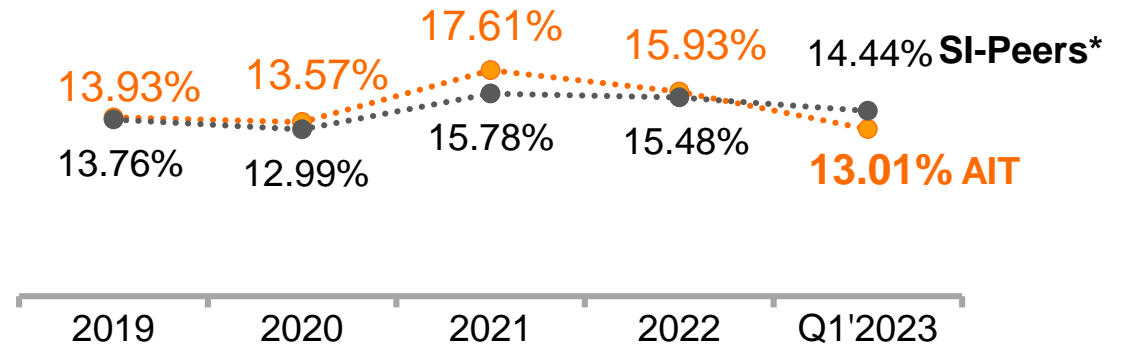
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Financial Ratio

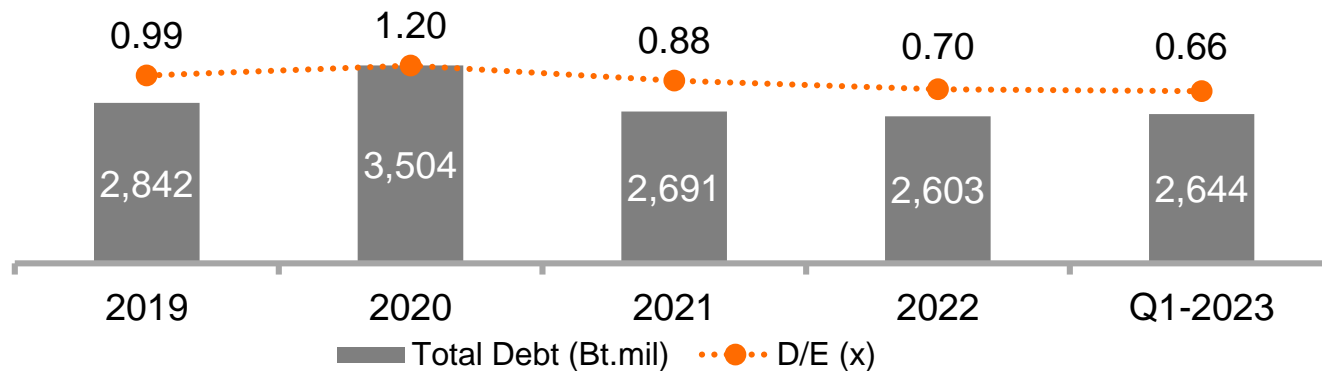
Return on Asset (%) ; ROA



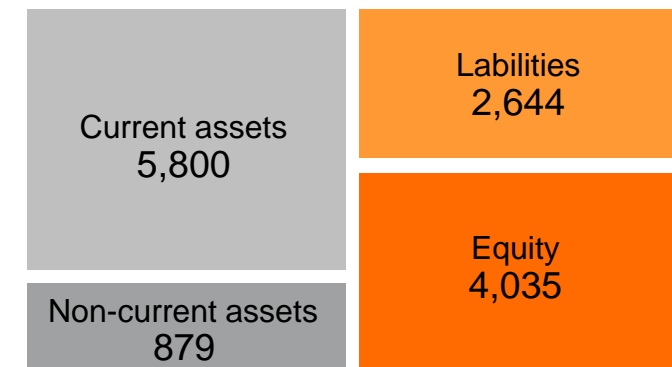
Return on Equity (%) ; ROE



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



Financial Structure Q1'2023 (THB.mil)



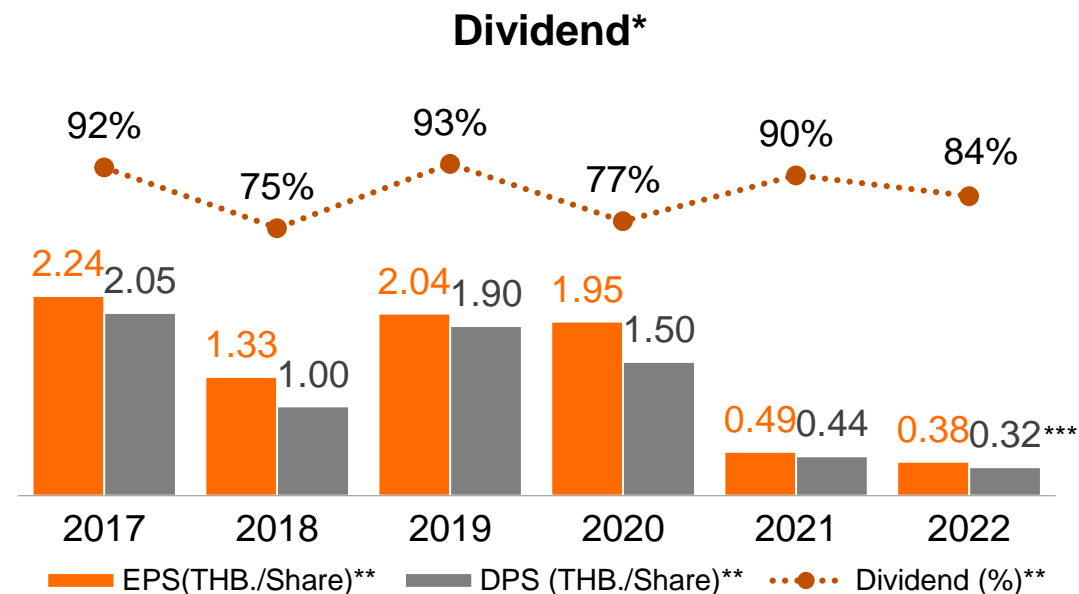
Source: www.set.or.th as of May 18, 2023
*SI-Peer = System Integration Peer

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Stock information



Share information	
P/E	15.31 Times
P/BV	1.79 Times
Par value:	THB. 1.00
Listed share:	1,431.37 mil. Shares
Market capitalization:	THB. 7,228.44 mil
Dividend yield:	5.51%



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. Therefore, the company makes a total dividend at the rate of **0.32** Baht for the year 2022.

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Warrant Update



Exercise Date : 31 March 2023

Exercise Price : 2.00 baht/share

Number of total exercised warrants #1,#2 : 399,769,249 units

Number of unexercised warrants : 116,018,427 units

Next Exercise Date #3 : 30 September 2023

Previous paid-up capital : 1,331,125,351 baht

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

Number of additional shares : 100,248,383 shares

New paid-up capital : 1,431,373,734 baht

- Common Stock : 1,431,373,734 shares

Example: New Projects in Q1-2023



1. โครงการจ้างก่อสร้างปรับปรุงสถานีไฟฟ้าเสื่อมสภาพจำนวน 3 สถานี
ของ การไฟฟ้าส่วนภูมิภาค **มูลค่าโครงการ 381 ล้านบาท**

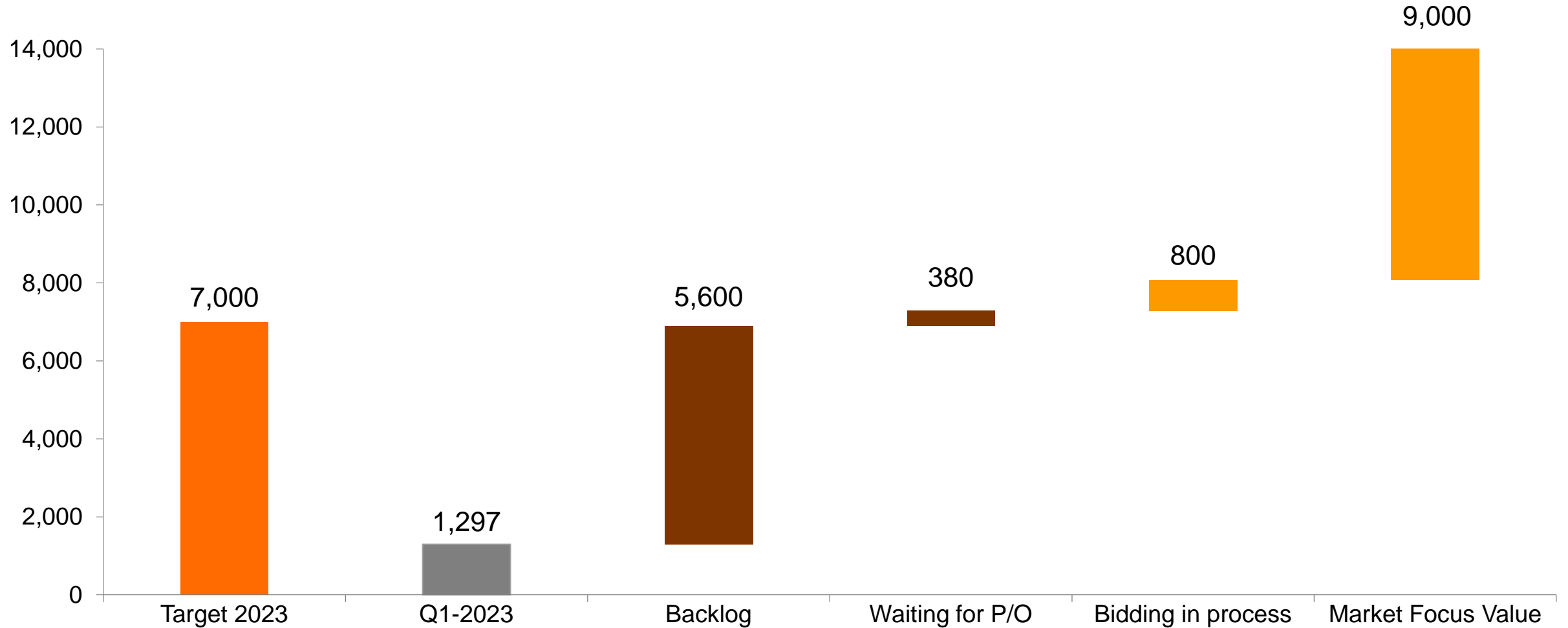


2. โครงการติดตั้งระบบเครือข่ายคอมพิวเตอร์สำหรับใช้งานสารสนเทศ
ของ โรงพยาบาลจุฬาลงกรณ์ สภากาชาดไทย **มูลค่าโครงการ 126 ล้านบาท**



3. โครงการซื้อครุภัณฑ์คอมพิวเตอร์การพัฒนาเครือข่ายการศึกษาแห่งชาติ (NEdNet) ระยะที่ 5
ของ สำนักงานบริหารเทคโนโลยีเพื่อพัฒนาการศึกษา **มูลค่าโครงการ 117 ล้านบาท**

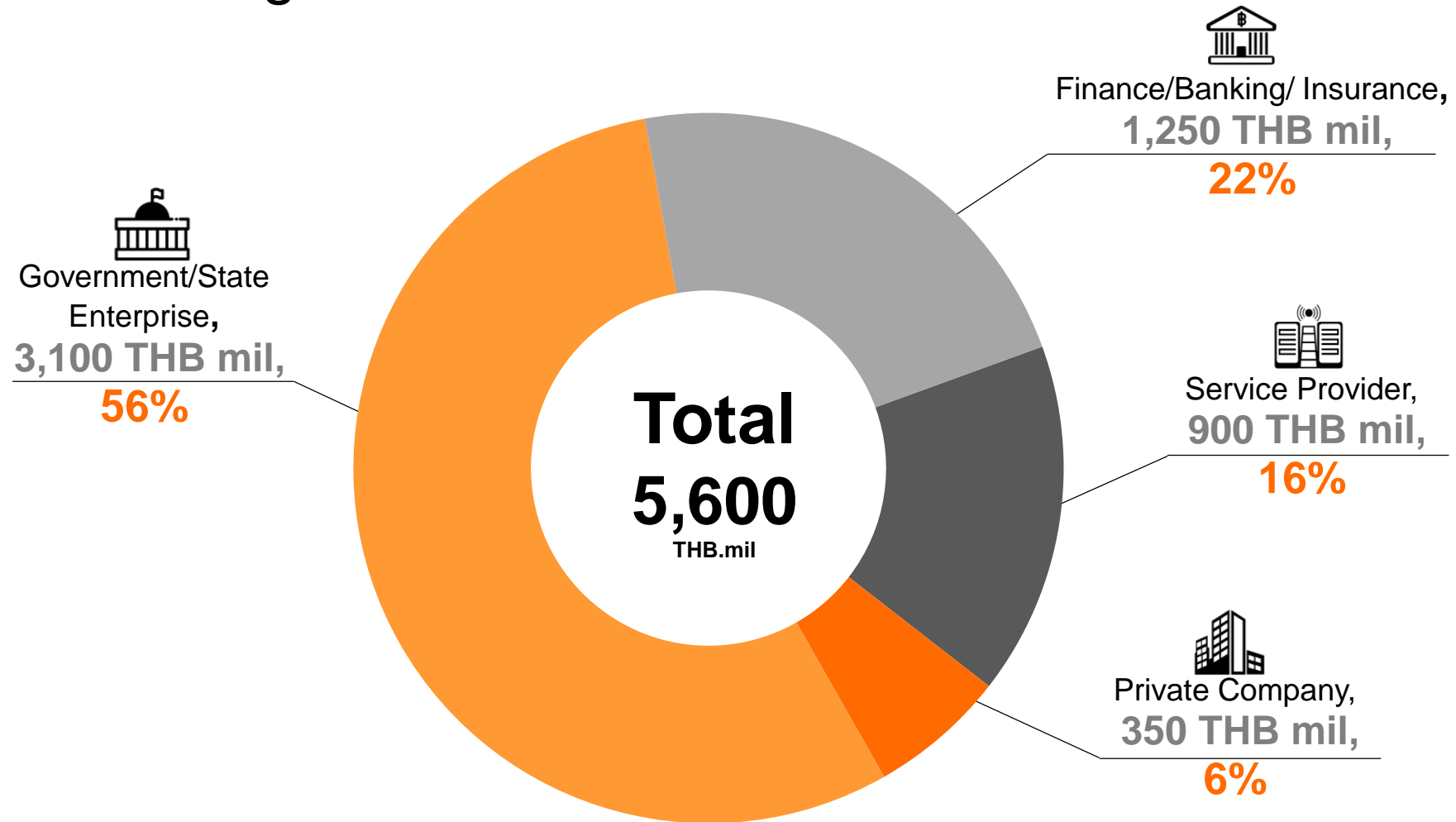
AIT's Outlook 2023 – 2024



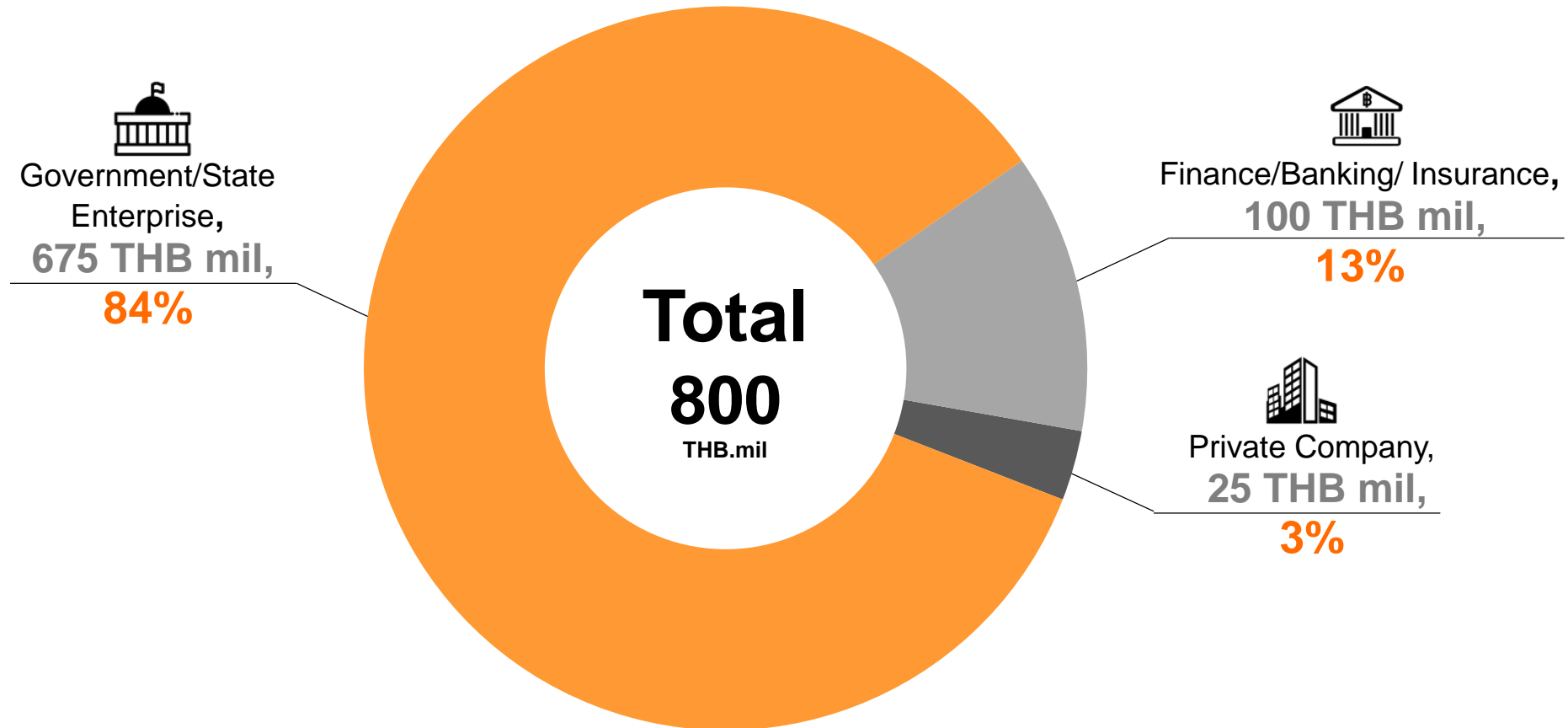
Source: Company estimation updated on **May 18, 2023**

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Project in Backlog



Bidding in Process



Q & A



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Thank you

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For further information and enquiries, please contact

Investor Relations Unit

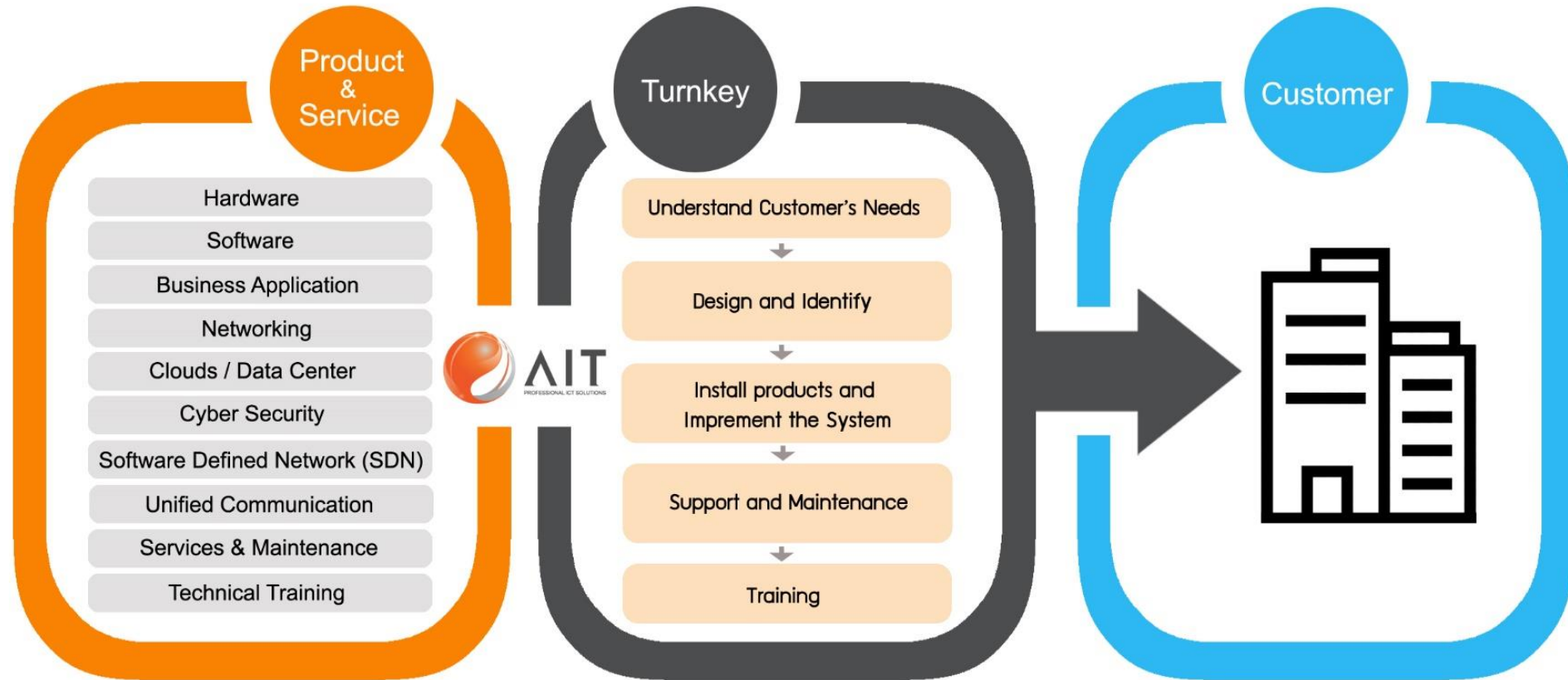
Tel: +662-275-9400 #1104

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.

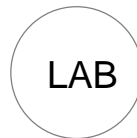
TRAINEX Training Center



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

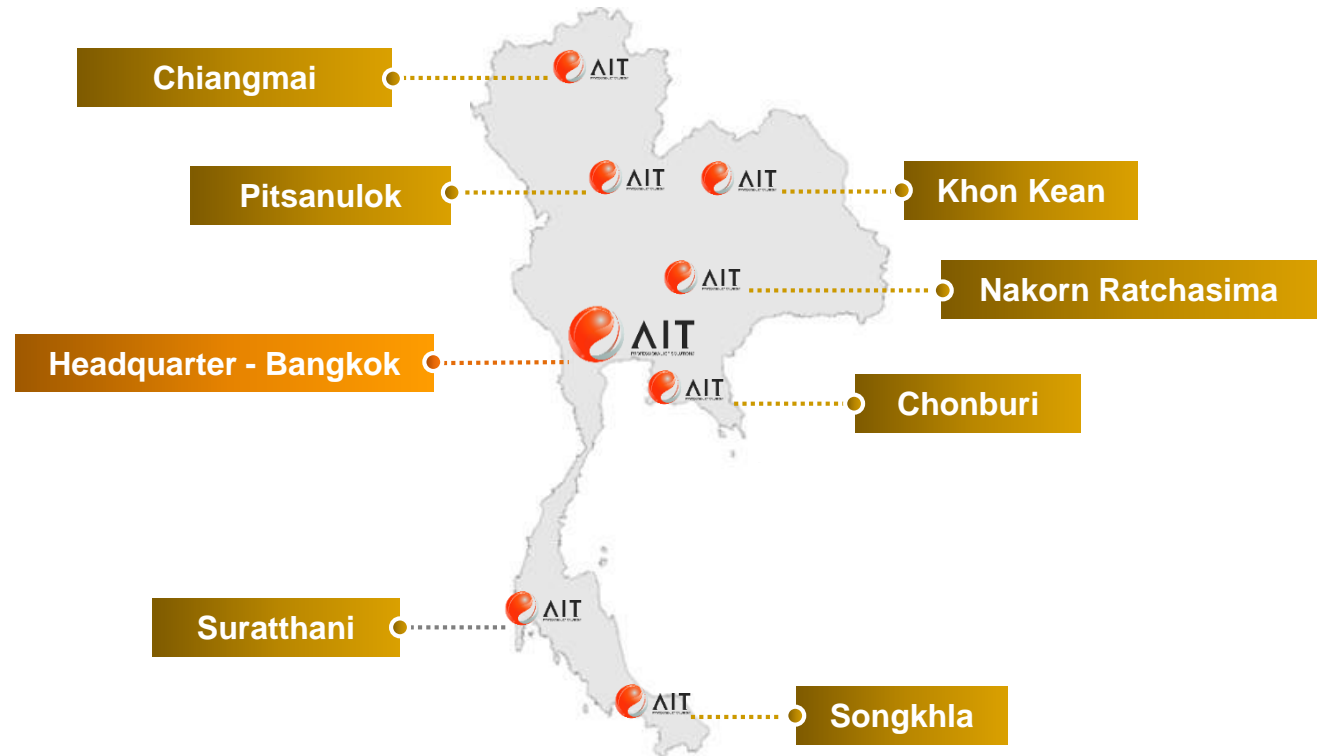


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Nationwide Support Centers



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
- 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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