



Advanced Information Technology Public Company Limited: **AIT**

Analyst Meeting #2/2024

23 May 2024

AIT's Performance Q1/2024



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

- 1 AIT's Financial Highlights Q1-2024
- 2 Business Update and Outlook
- 3 Appendix

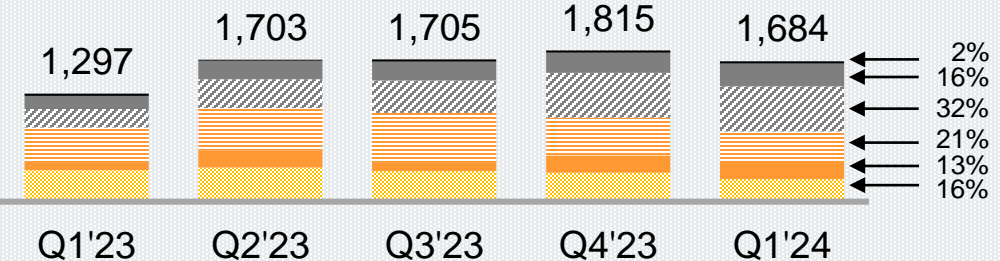
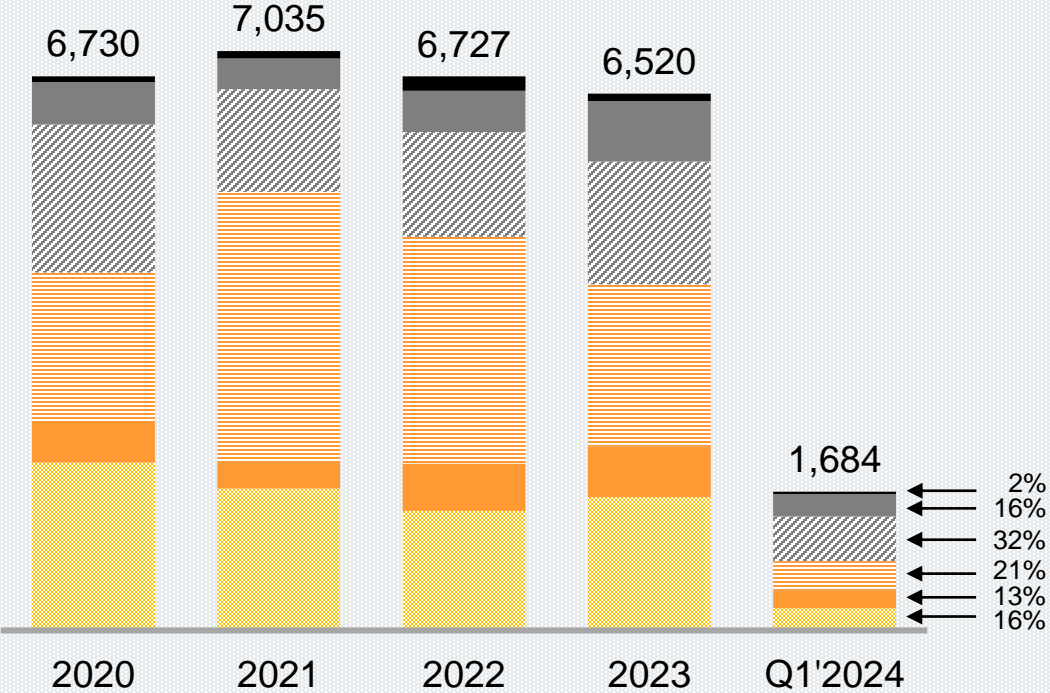
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Total Revenues by Customer

Annual Revenues (THB. Mil)

Quarterly Revenues (THB. Mil)

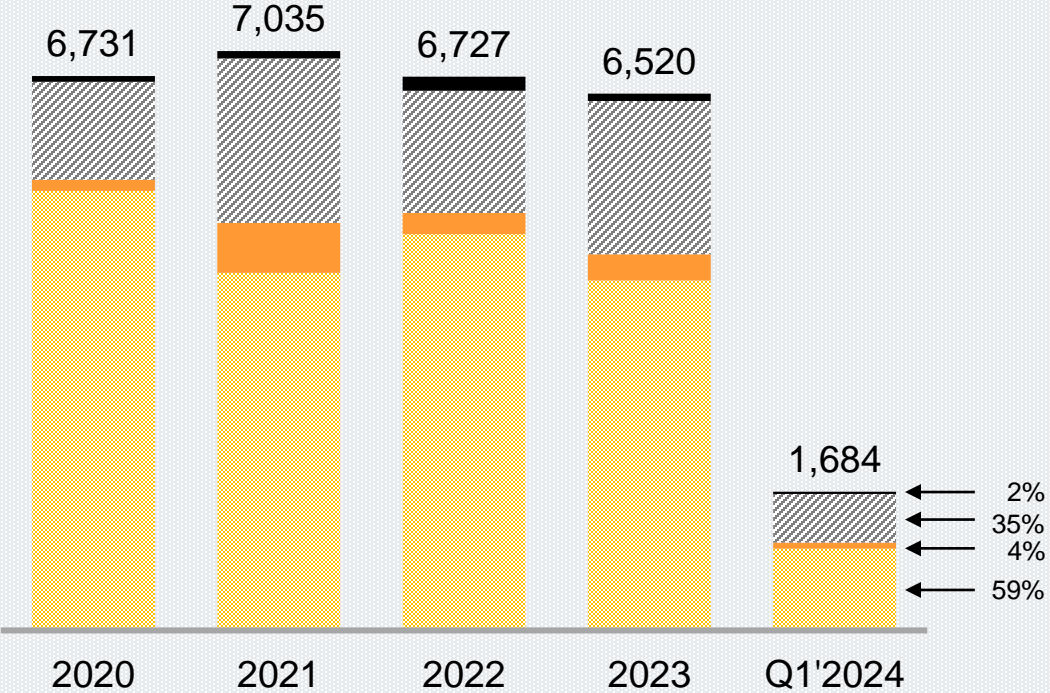


Enterprise Financial Service Industry Government Agency Service Provider State Enterprise Others

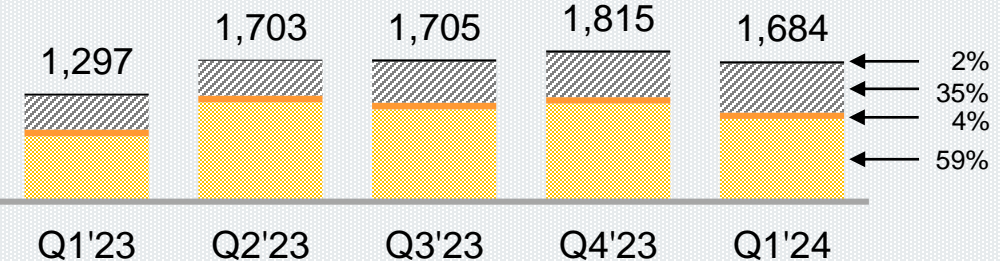


Total Revenues by Sources

Annual Revenues (THB. Mil)



Quarterly Revenues (THB. Mil)

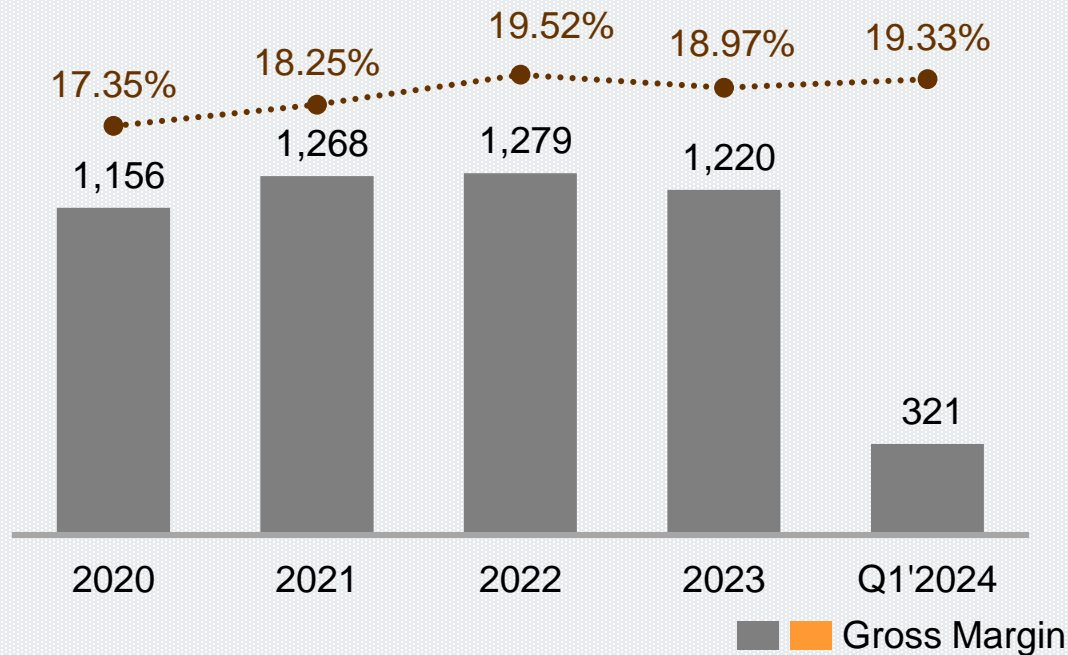


- Project Sales
- Rental
- Service
- Others

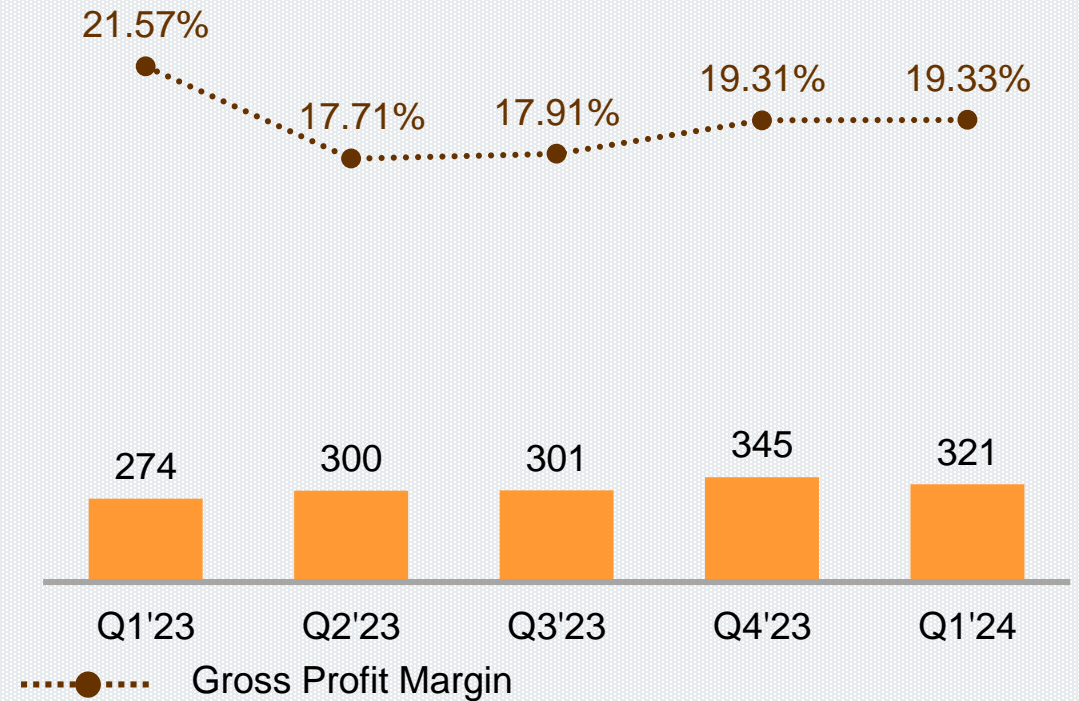


Gross Profit

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

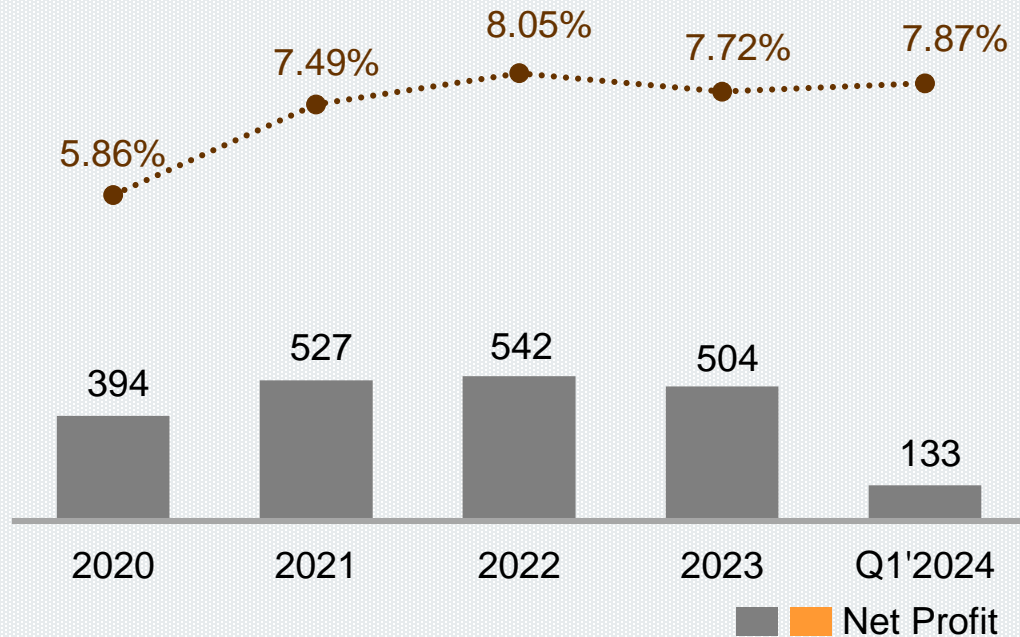


Quarterly GP (THB.mil) and GPM (%)

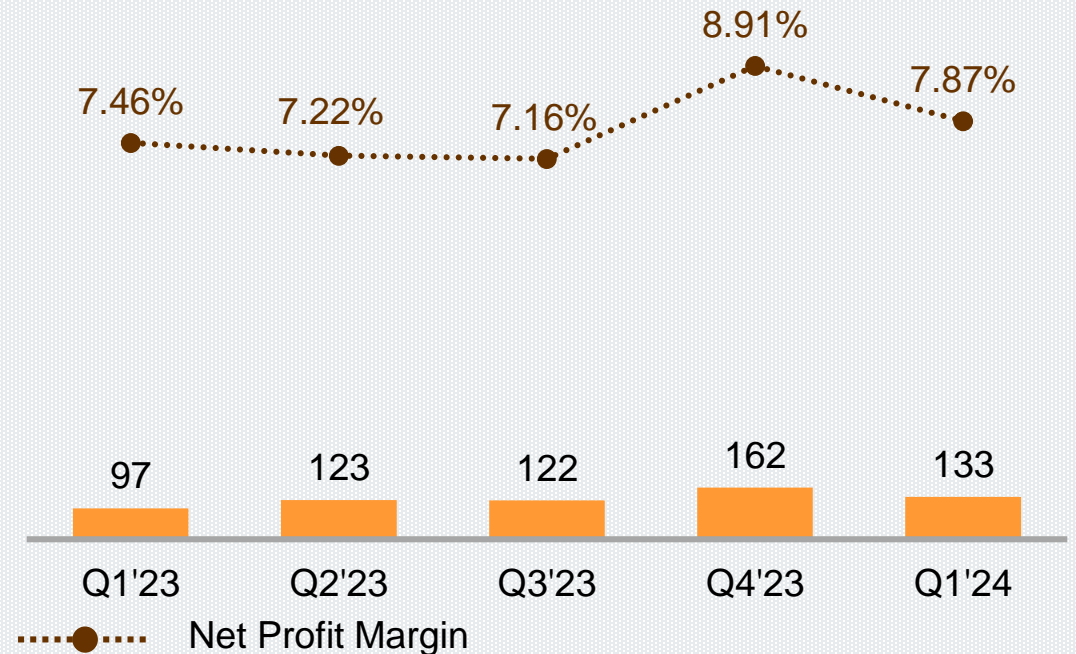


Net Profit

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

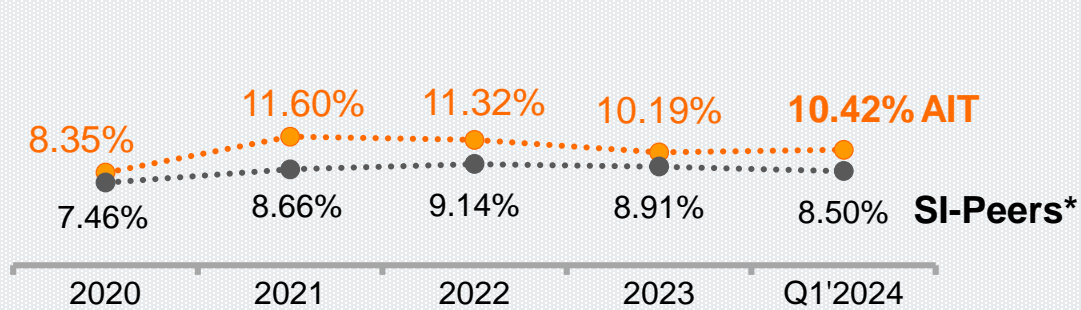


Quarterly NP (THB.mil) and NPM (%)

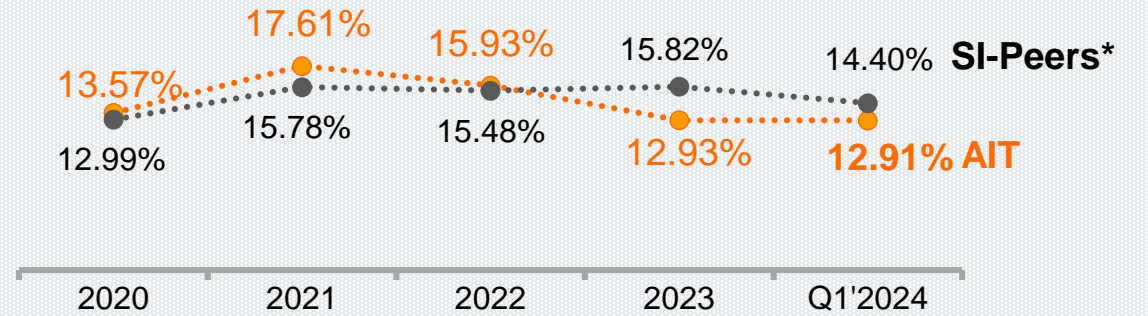


Financial Ratio

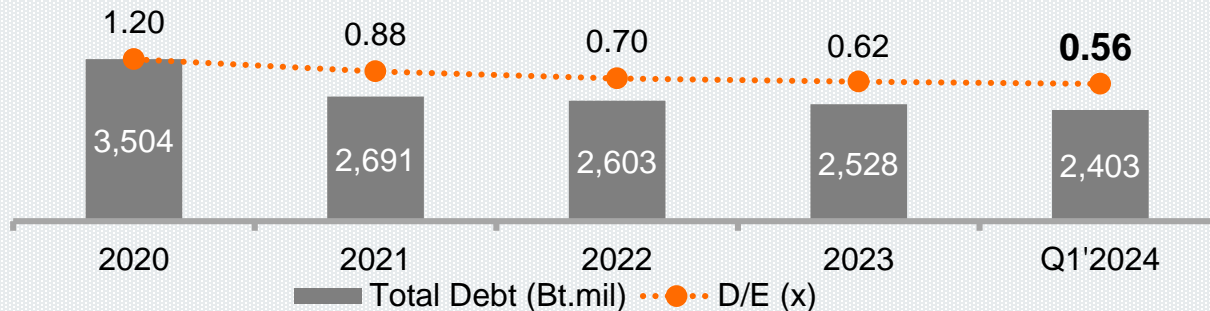
Return on Asset (%) ; ROA



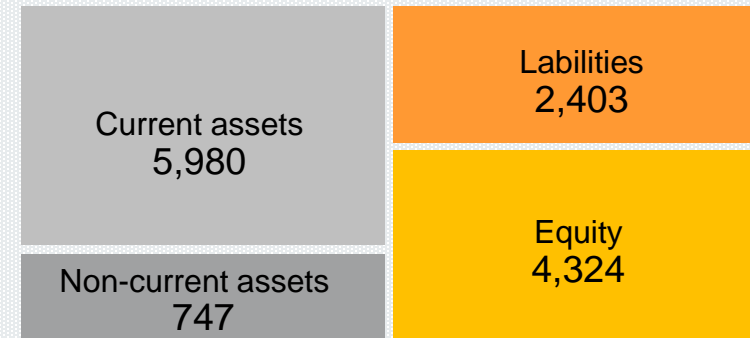
Return on Equity (%) ; ROE



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



Financial Structure Q1'2024 (THB.mil)

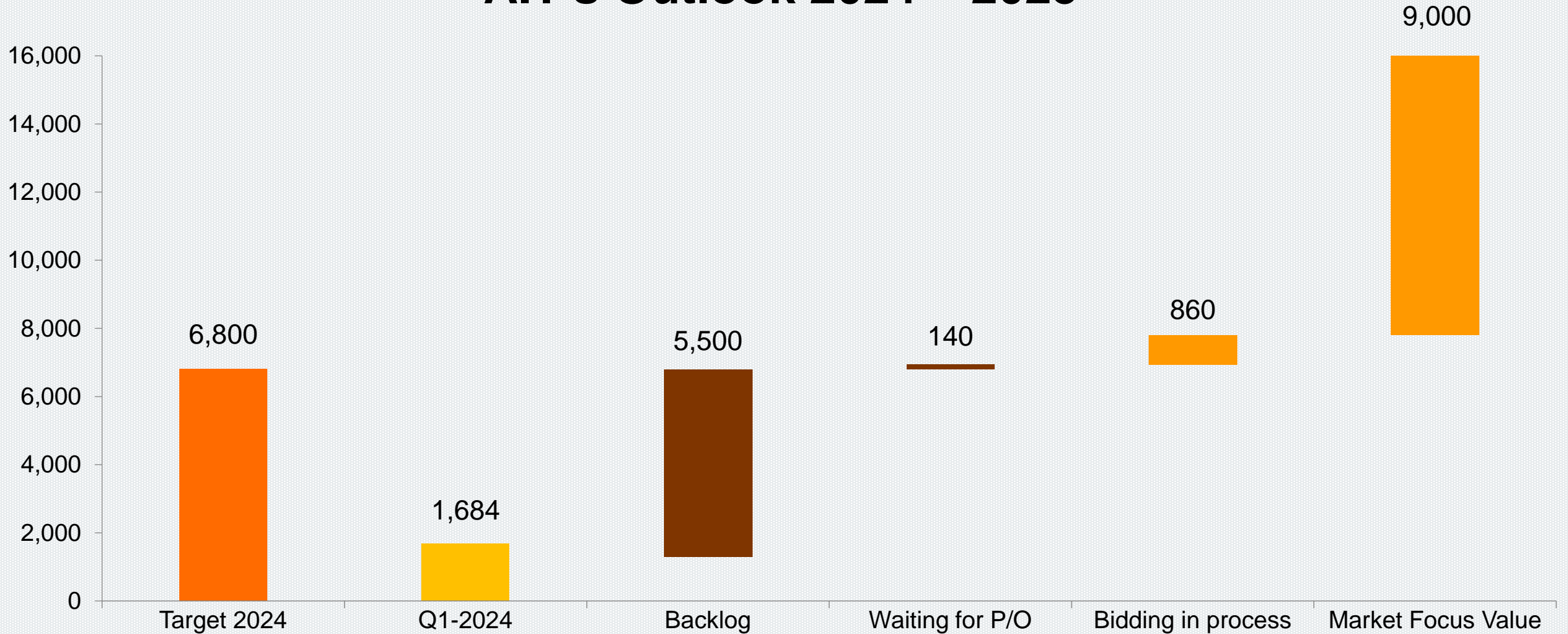


Source: www.set.or.th as of **May 21, 2024**
 *SI-Peer = System Integration Peer

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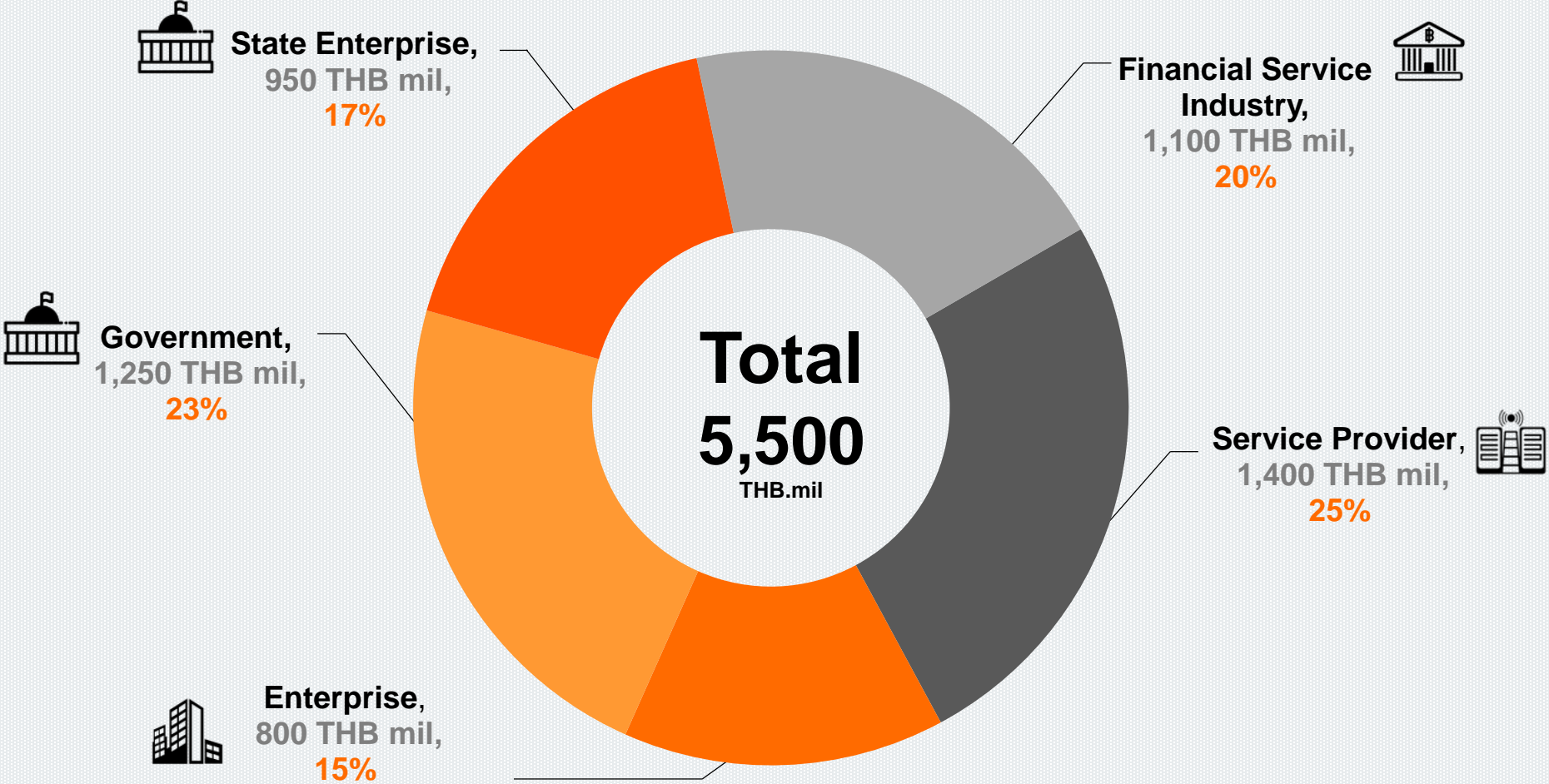
AIT's Outlook 2024 – 2025



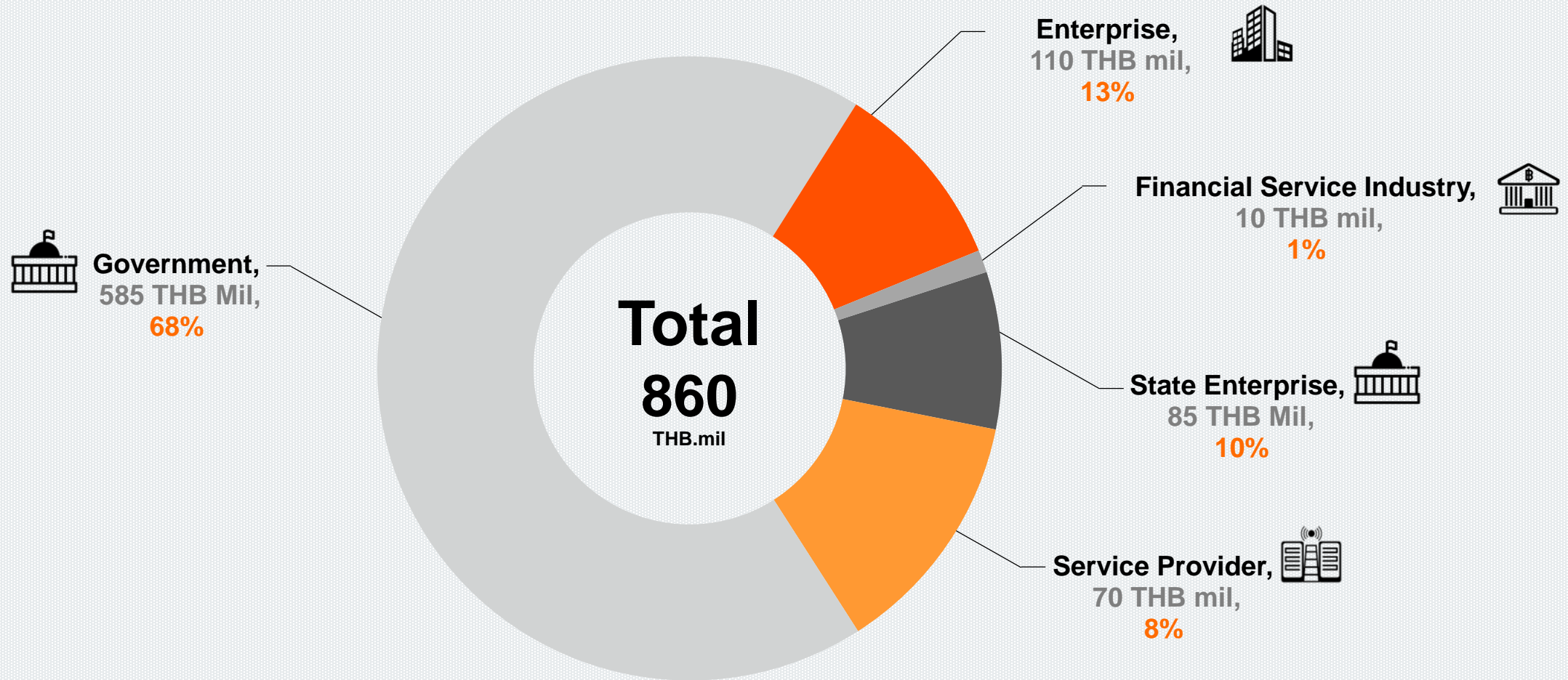
Source: Company estimation updated on **May 17, 2024**

Lifelong **Trusted** Partner 12

Project in Backlog



Bidding in Process



Investment Update

ZERO CO2 Public Company Limited

- AIT ถือหุ้นในสัดส่วน 50% ด้วยเงินลงทุน 10 ล้านบาท
- ดำเนินธุรกิจให้บริการโซลูชันด้านคาร์บอนเครดิตภาคป่าไม้อย่างครบวงจร ตั้งแต่การจัดหาต้นกล้า การเพาะปลูก การดูแลรักษา รวมถึงการจัดการด้านงานเอกสารต่างๆ อาทิ การขึ้นทะเบียนโครงการ การหาผู้ตรวจวัด/ทวนสอบ ตลอดจนการซื้อขายคาร์บอนเครดิต

Carbon Lead Company Limited

- AIT ถือหุ้นในสัดส่วน 50% ด้วยเงินลงทุน 5 ล้านบาท
- ดำเนินธุรกิจให้บริการระบบจัดทำรายงานคาร์บอนฟุตพริ้นท์แบบอัตโนมัติ (Automate Carbon Footprint Report) ด้วยเทคโนโลยี Internet of Thing (IoT) และ Artificial Intelligence (AI)
- ให้คำปรึกษาเพื่อวางแผนในการลดการใช้ก๊าซเรือนกระจก รวมไปถึงดำเนินโครงการในการลดการใช้ปริมาณก๊าซเรือนกระจก





“Lifelong Trusted Partner”

Thank you

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For further information and enquiries, please contact

Investor Relations Unit

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Email: ir@ait.co.th

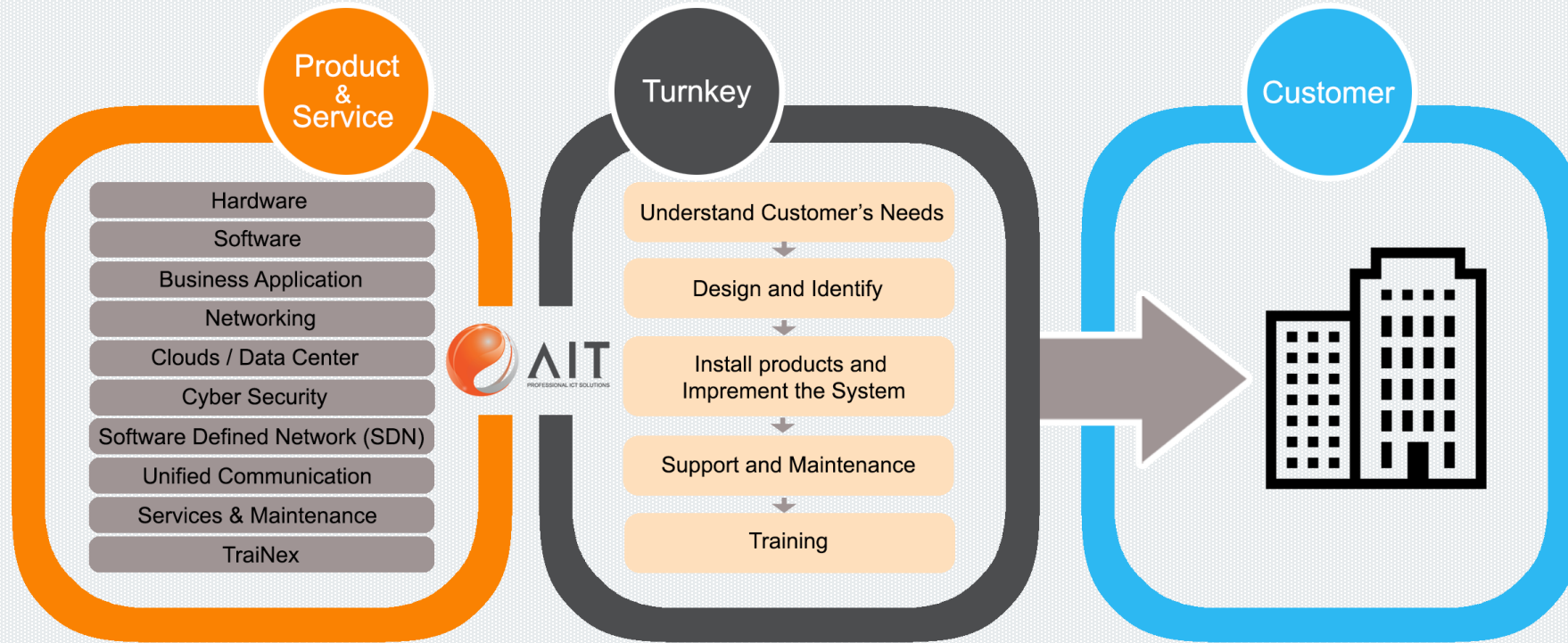
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Our Businesses



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.

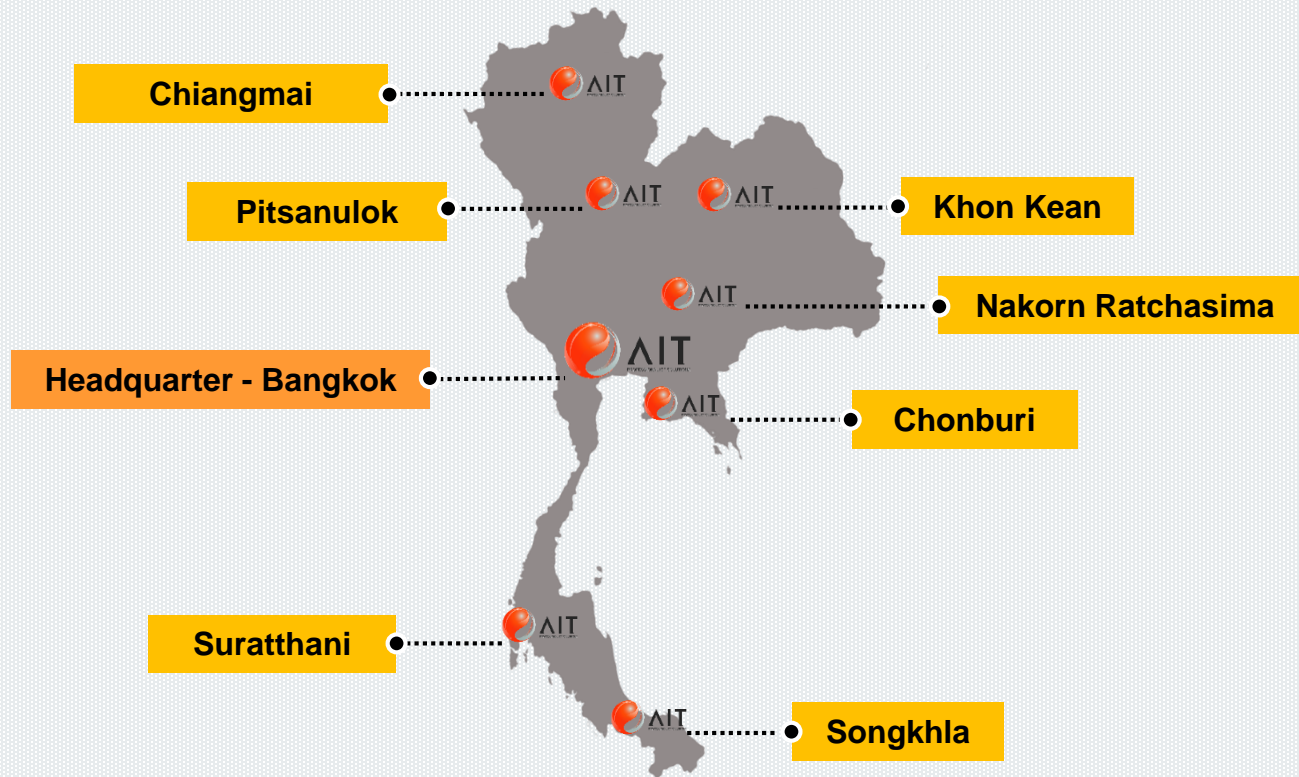


Cisco Telepresence Room



More detail: www.trainex.co.th

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/>