



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

**Analyst Meeting #3/2024**

22 August 2024

*AIT's Performance Q2/2024*



# 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

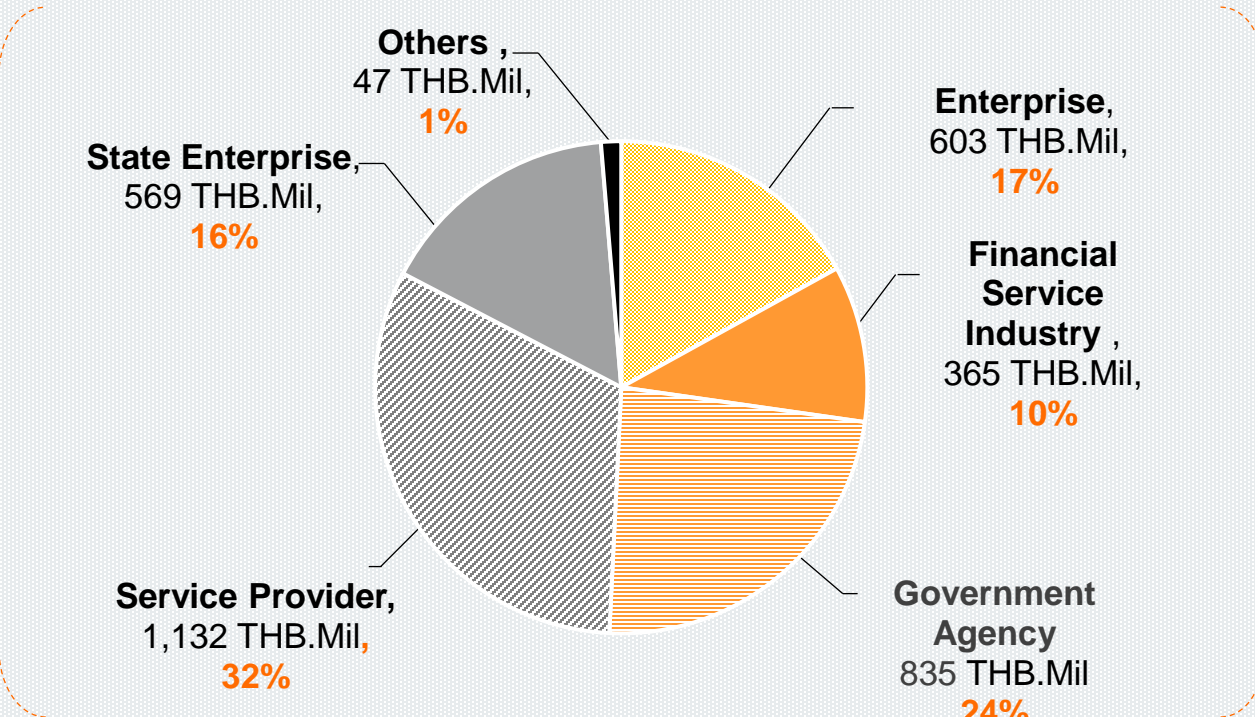
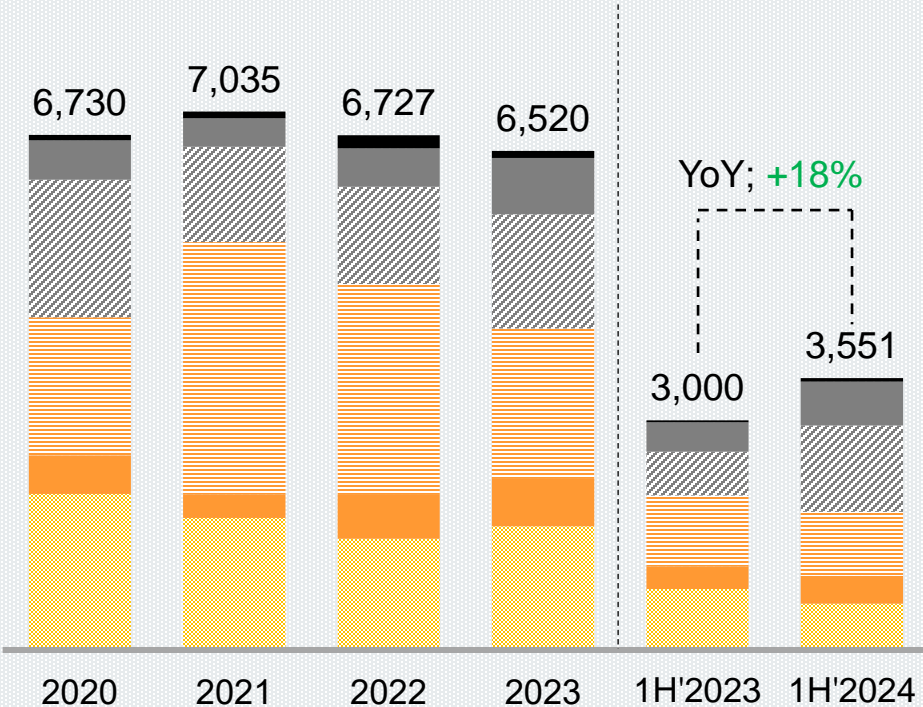
- 1 Financial Highlights Q2-2024
- 2 Business Update and Outlook
- 3 Appendix

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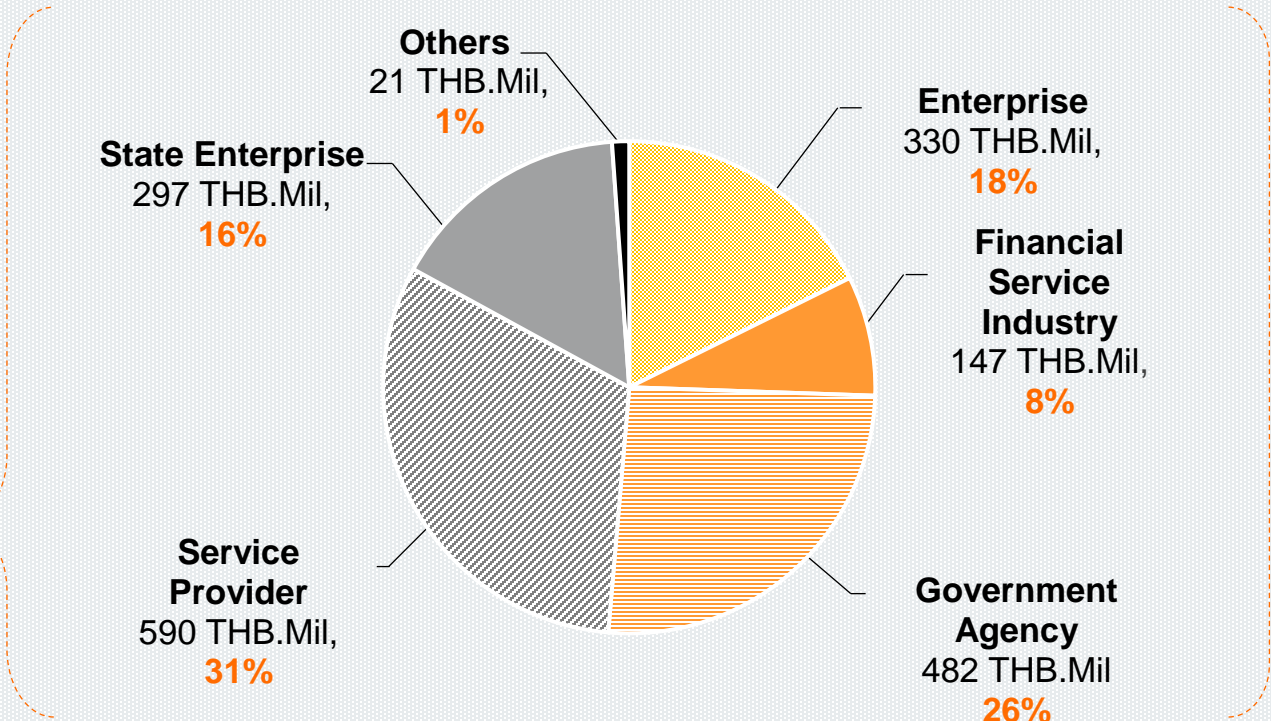
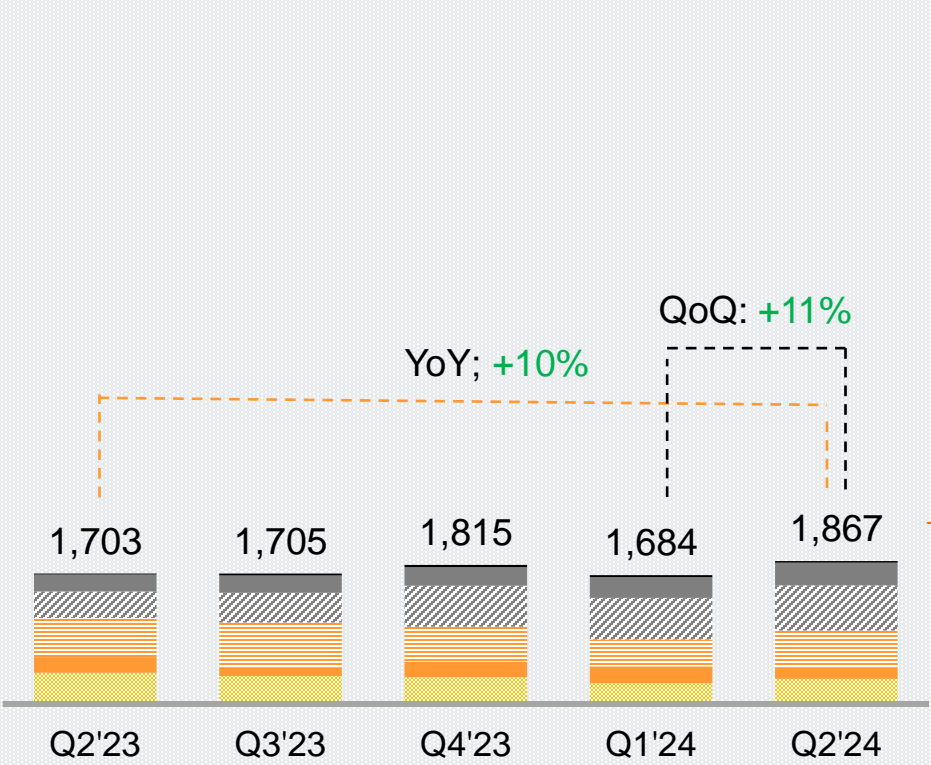
# Total Revenues by Customer

Annual Revenues (THB. Mil)



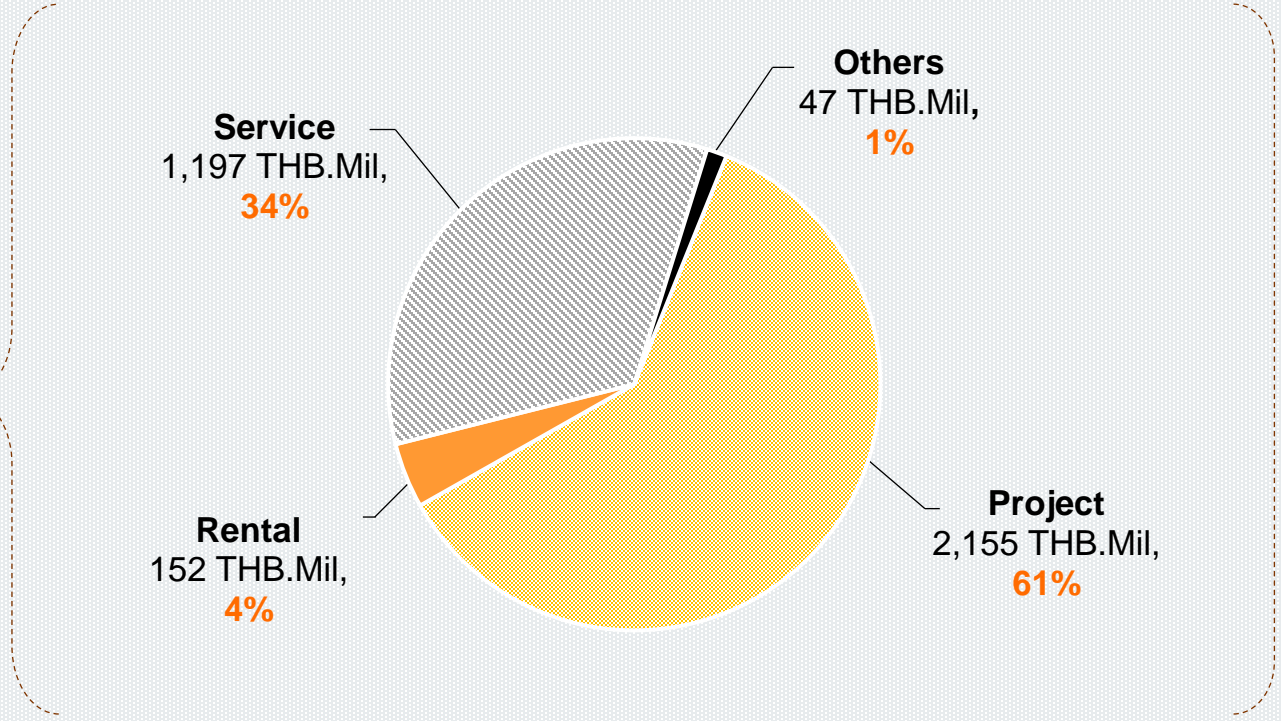
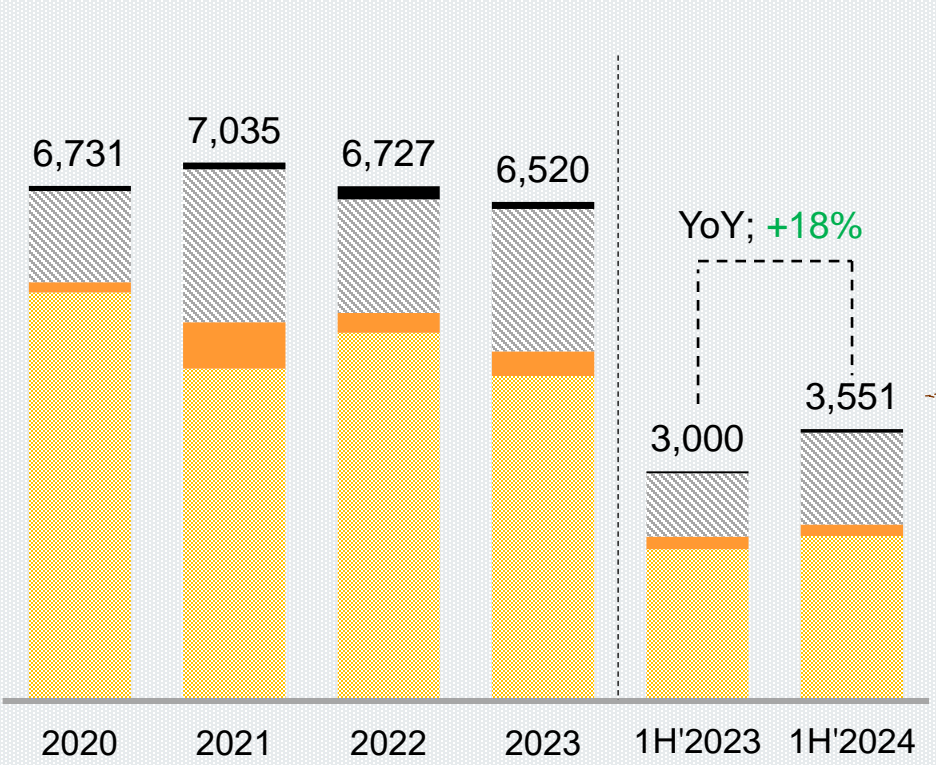
# Total Revenues by Customer

Quarterly Revenues (THB. Mil)



# Total Revenues by Sources

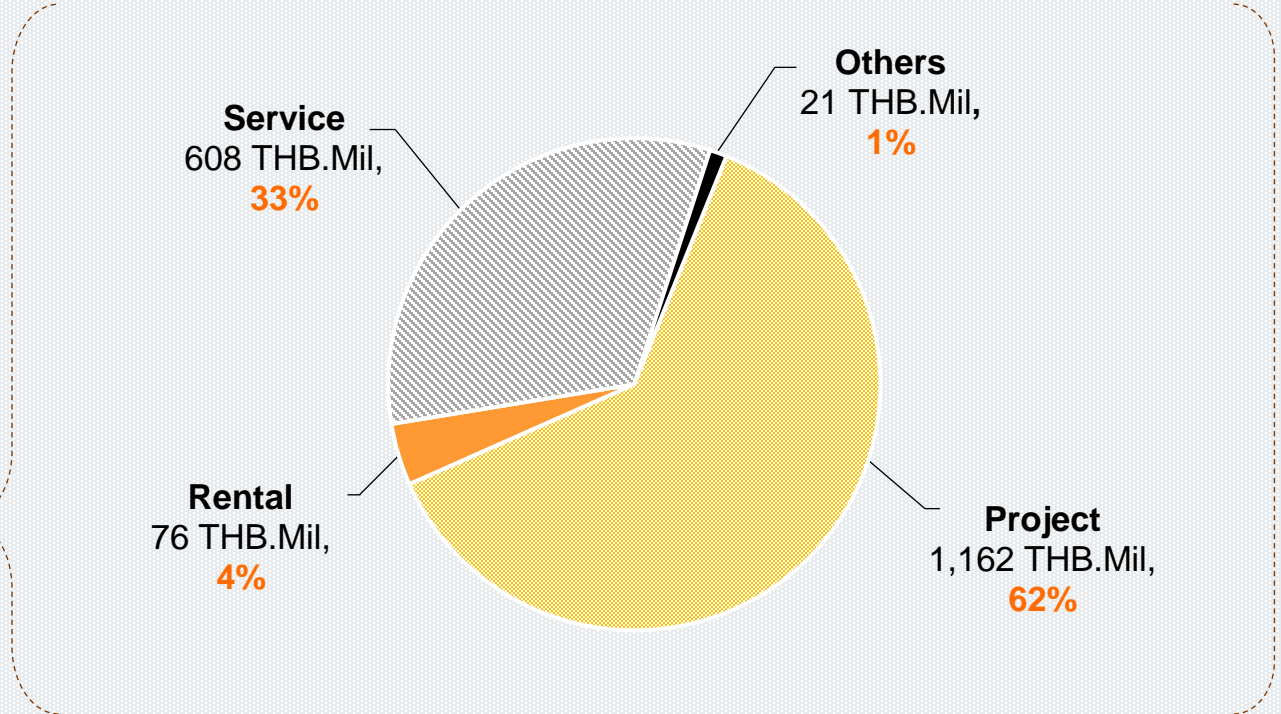
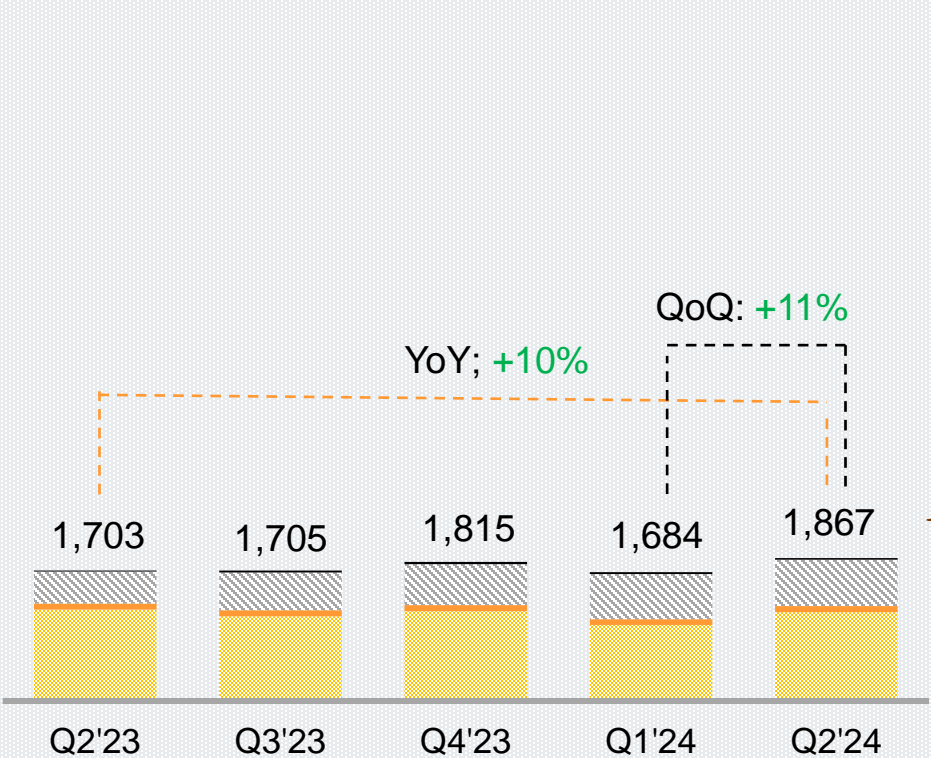
Annual Revenues (THB. Mil)





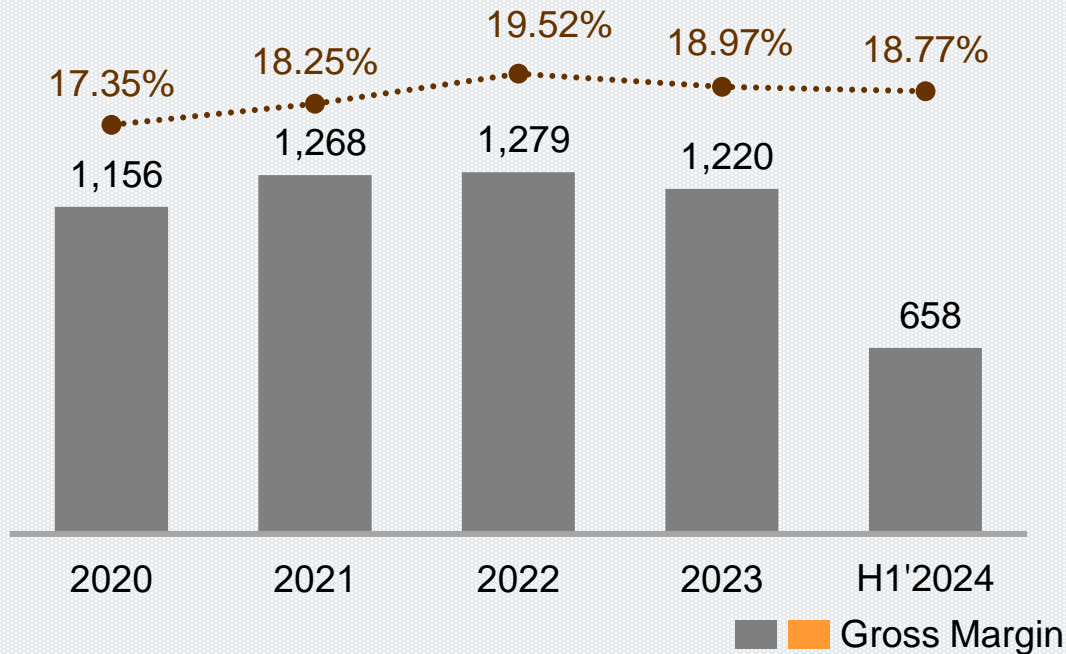
# Total Revenues by Sources

Quarterly Revenues (THB. Mil)

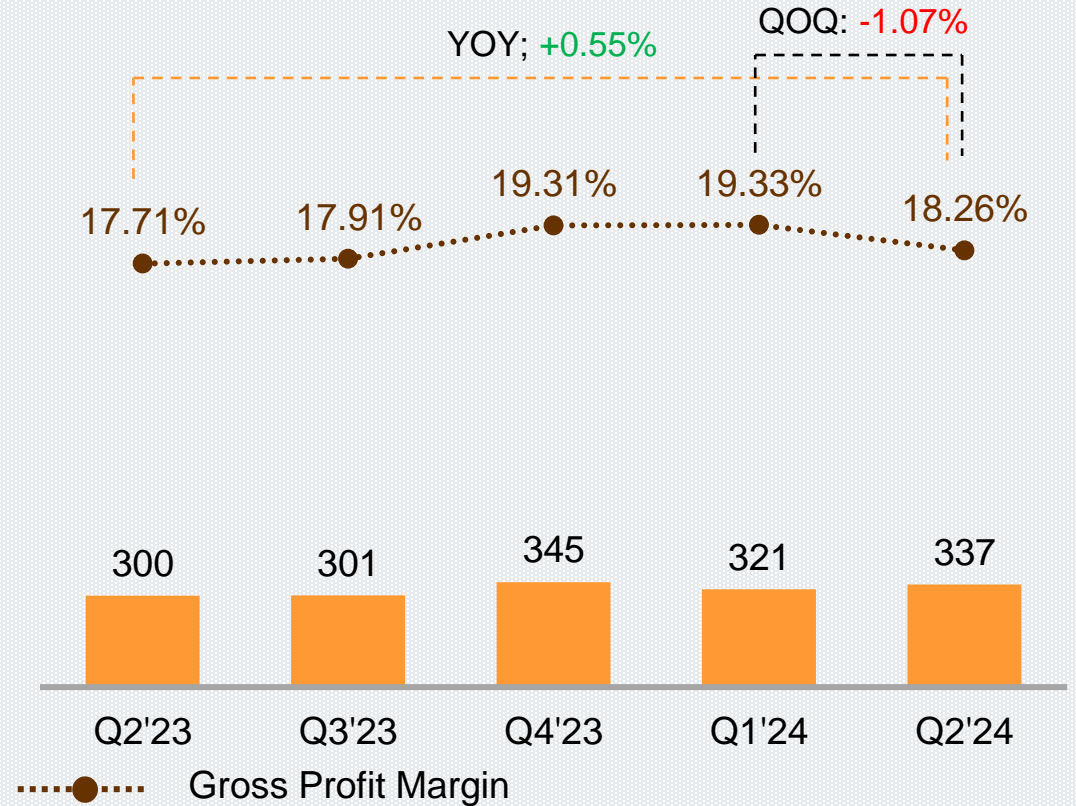


# Gross Profit

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

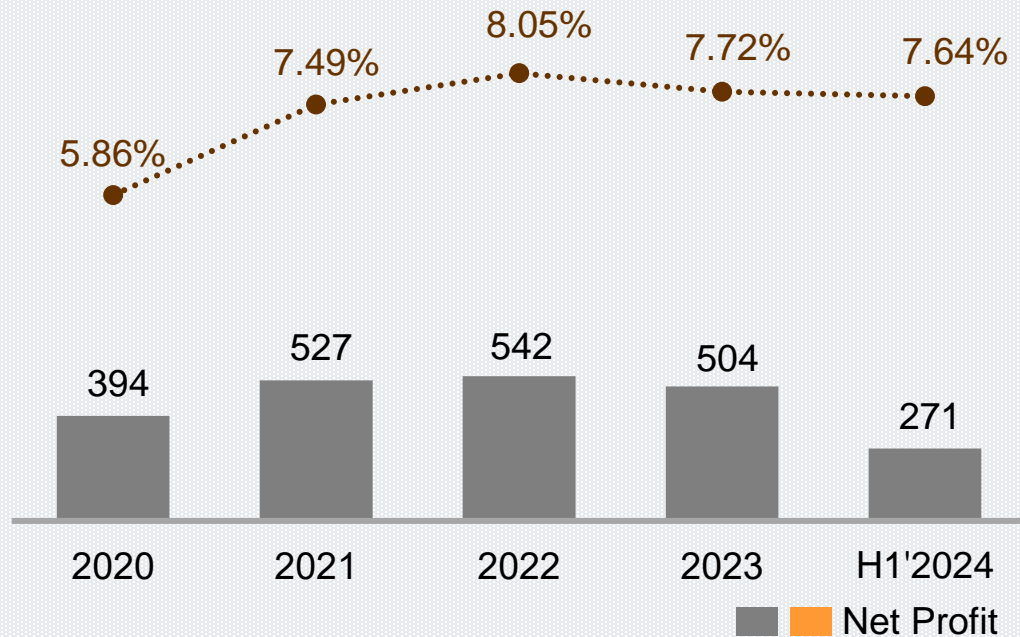


Quarterly GP (THB.mil) and GPM (%)

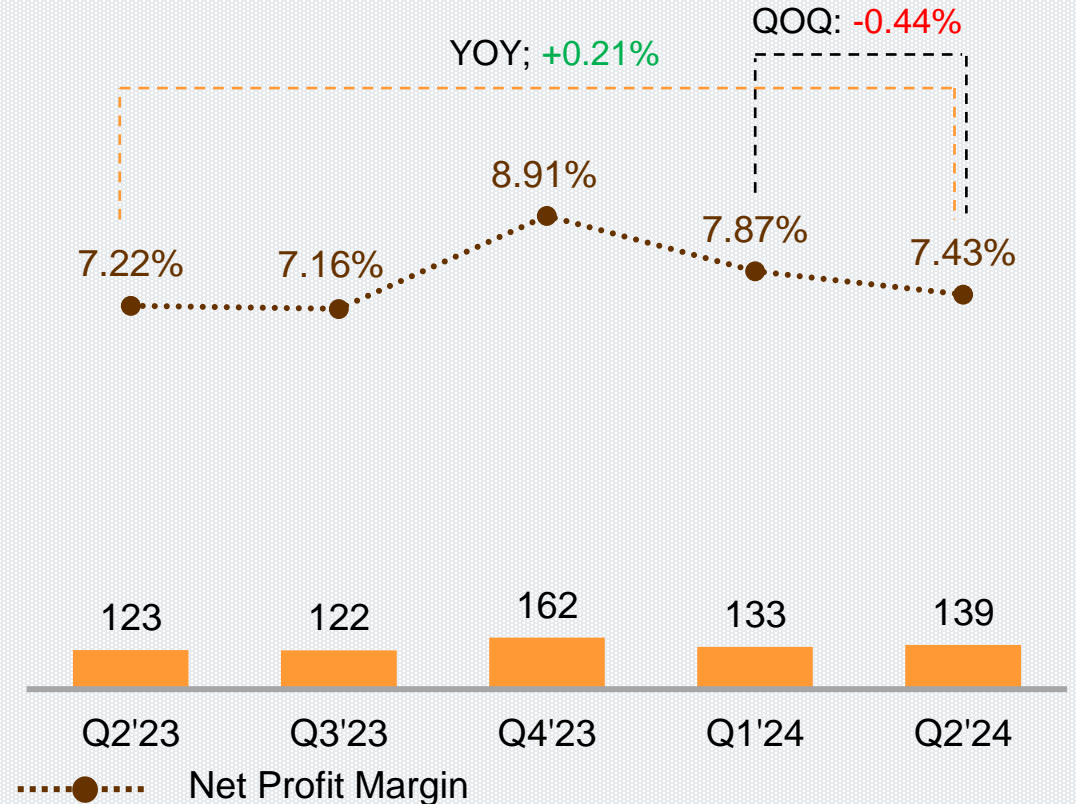


# Net Profit

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

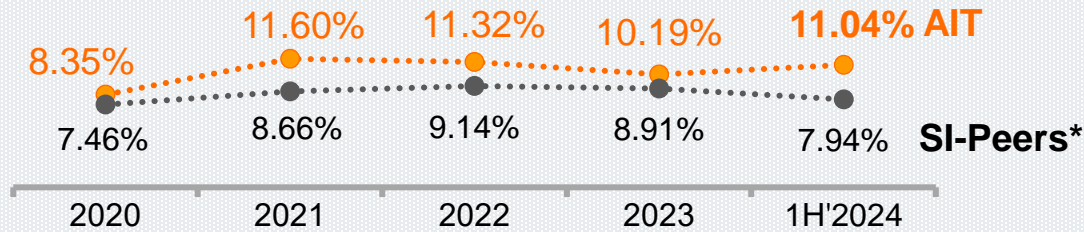


Quarterly NP (THB.mil) and NPM (%)

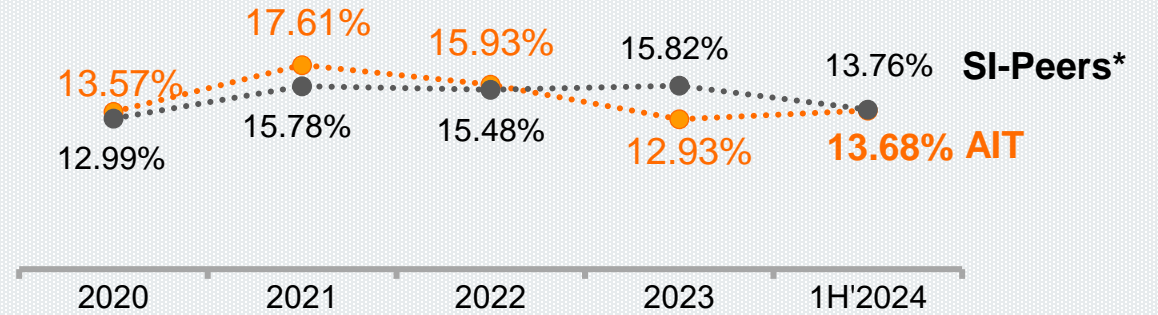


# Financial Ratio

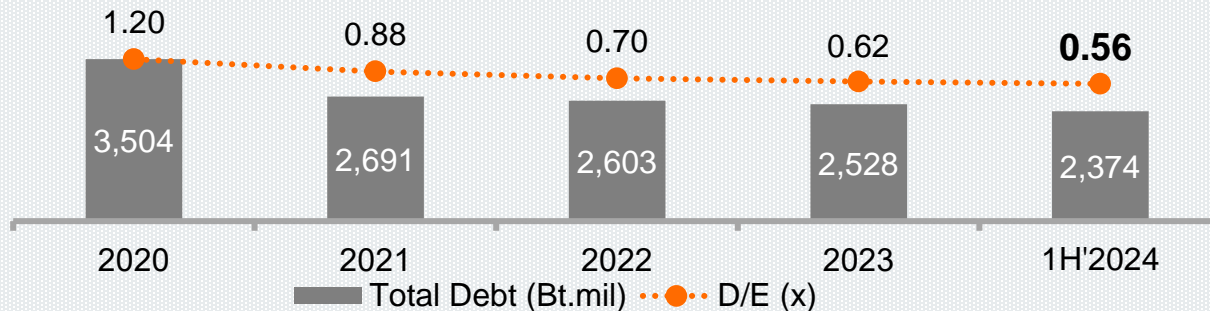
## Return on Asset (%) ; ROA



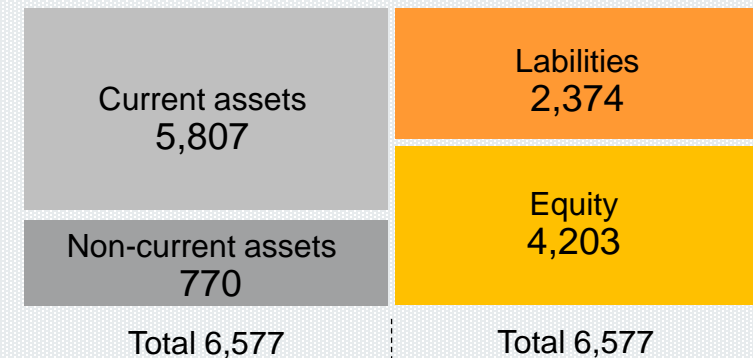
## Return on Equity (%) ; ROE



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



## Financial Structure Q2'2024 (THB.mil)



Source: www.set.or.th as of **August 19, 2024**  
 \*SI-Peer = System Integration Peer

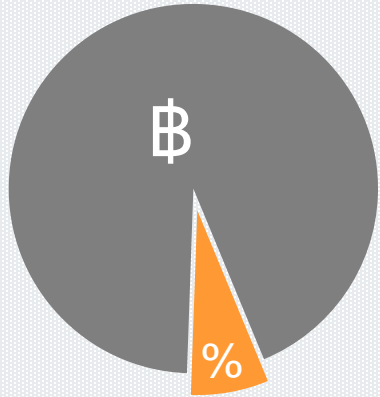
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# Interim dividend\*



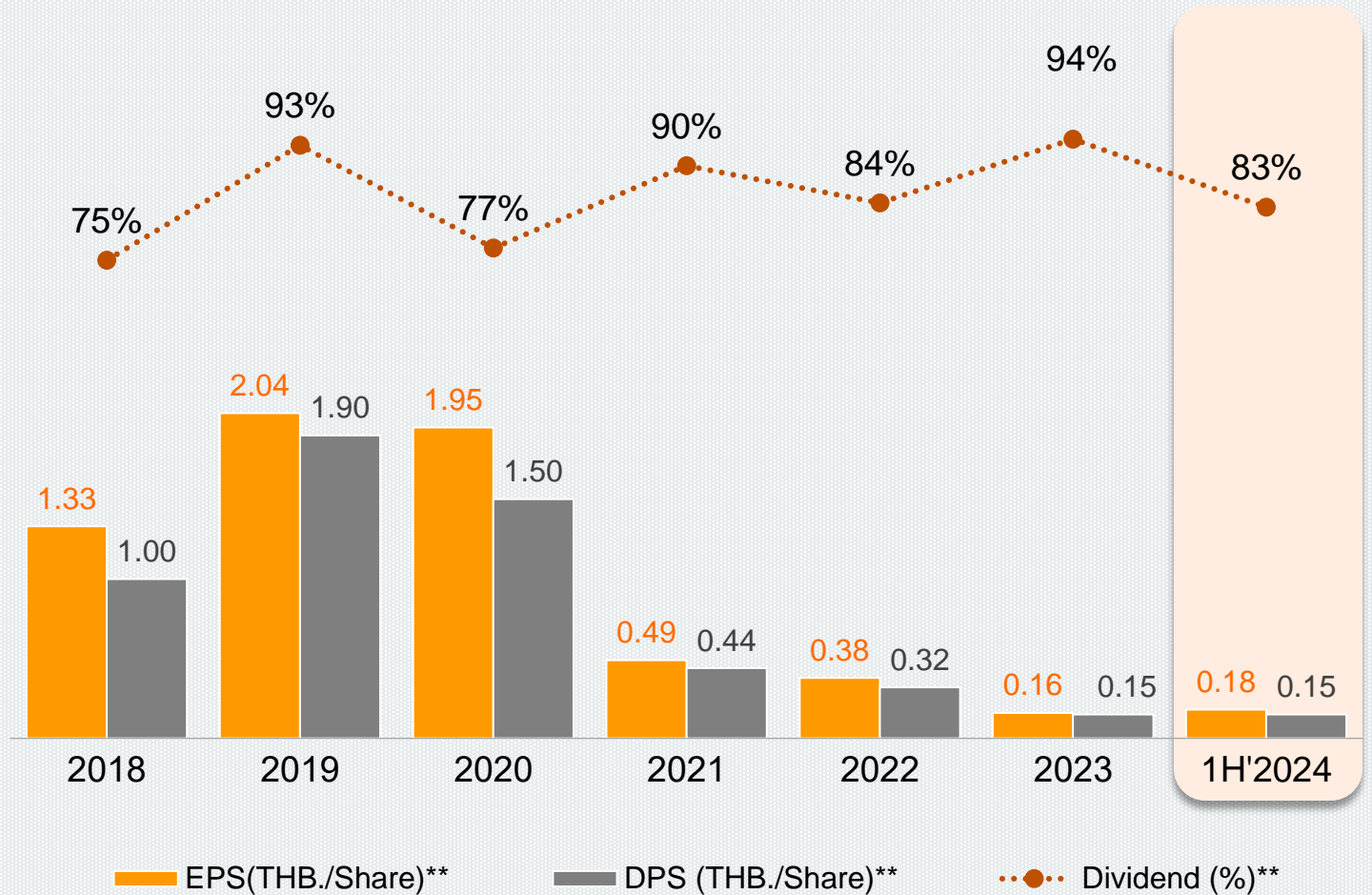
Dividend

## 0.15 Baht

The Company will pay an interim dividend at the rate of **0.15 Baht** (Fifteen satang).

XD: **22 August 2024**

Dividend Payment: **6 September 2024**



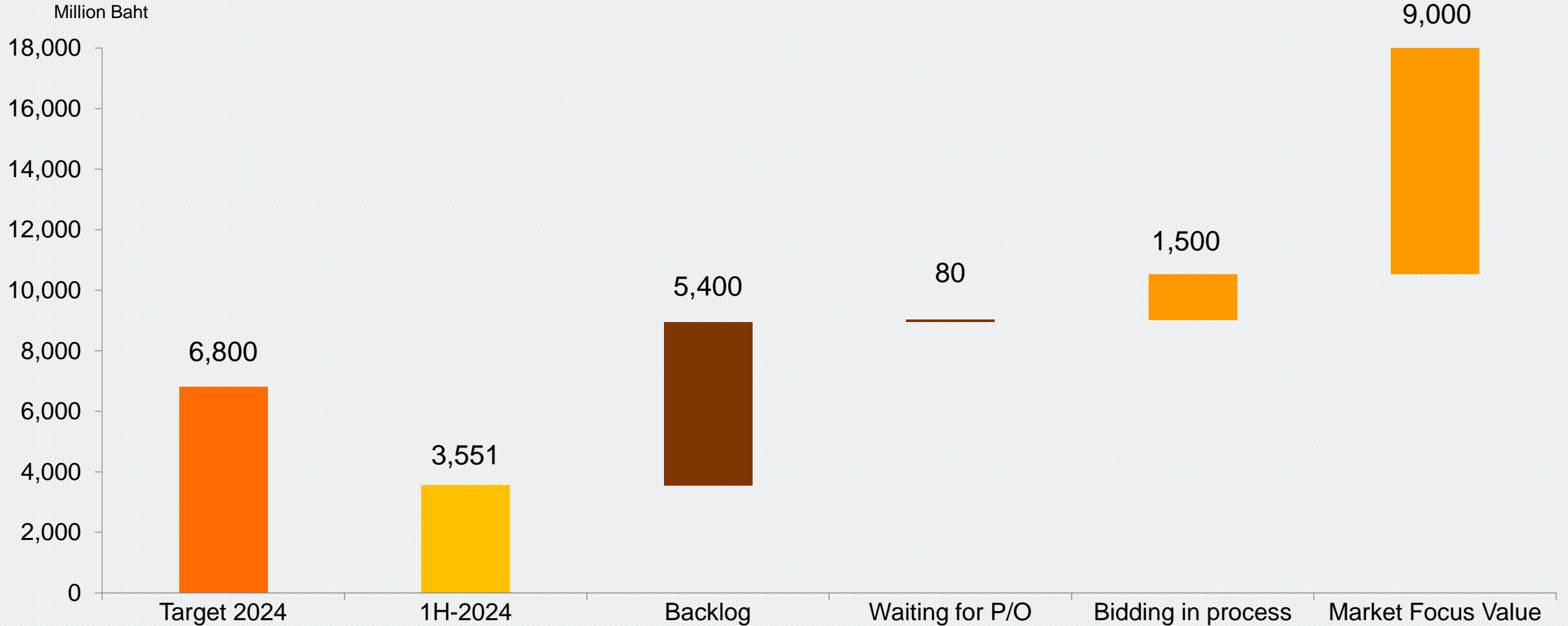
**Remark :** In 2021, the Company reduced its par value from 5 baht to 1 baht.

\* Dividend policy is not less than 40% of normal net profit

\*\* Separate Financial Statement

Lifelong **Trusted** Partner

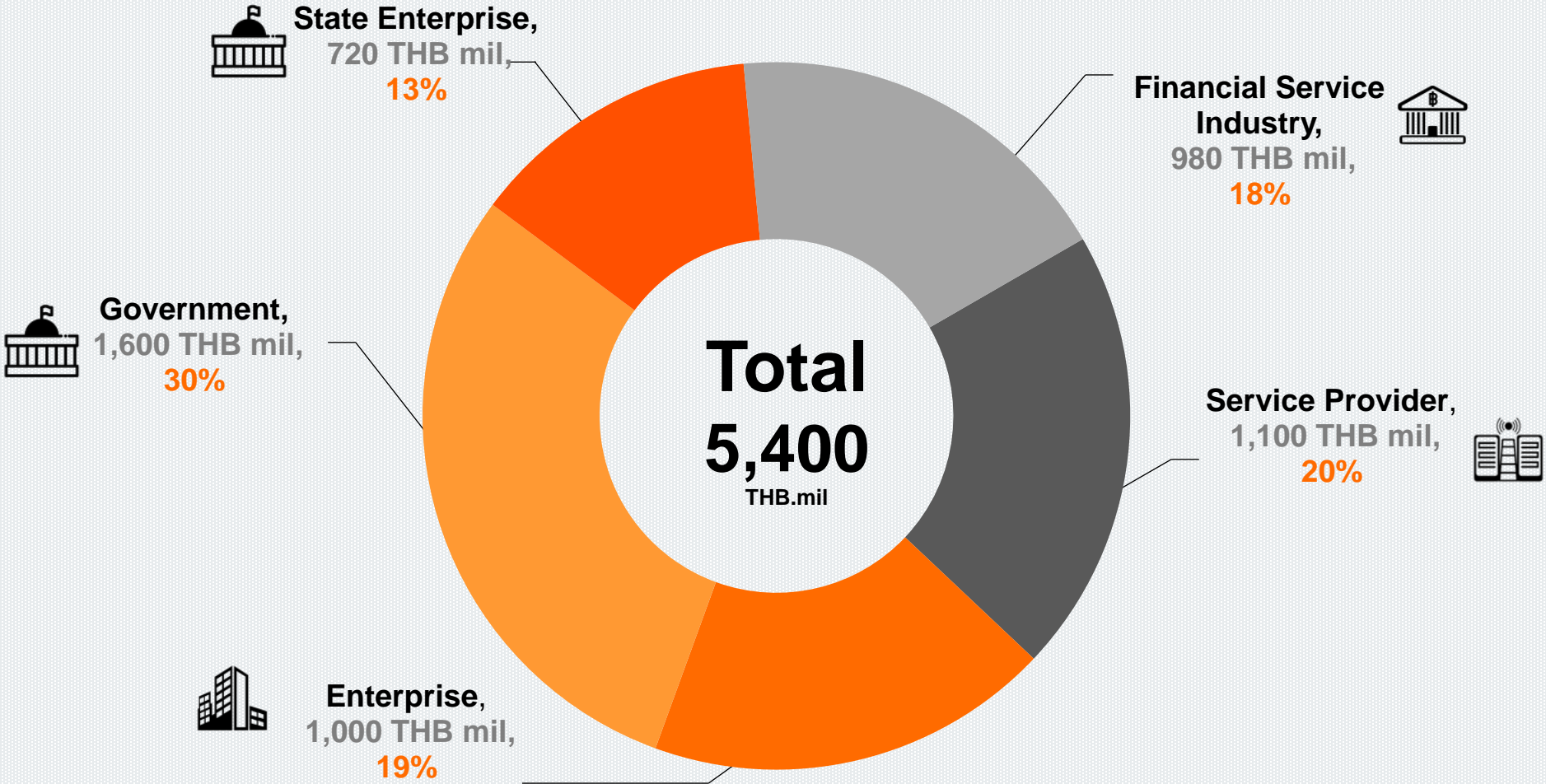
# AIT's Outlook 2024 – 2025



Source: Company estimation updated on **August 15, 2024**

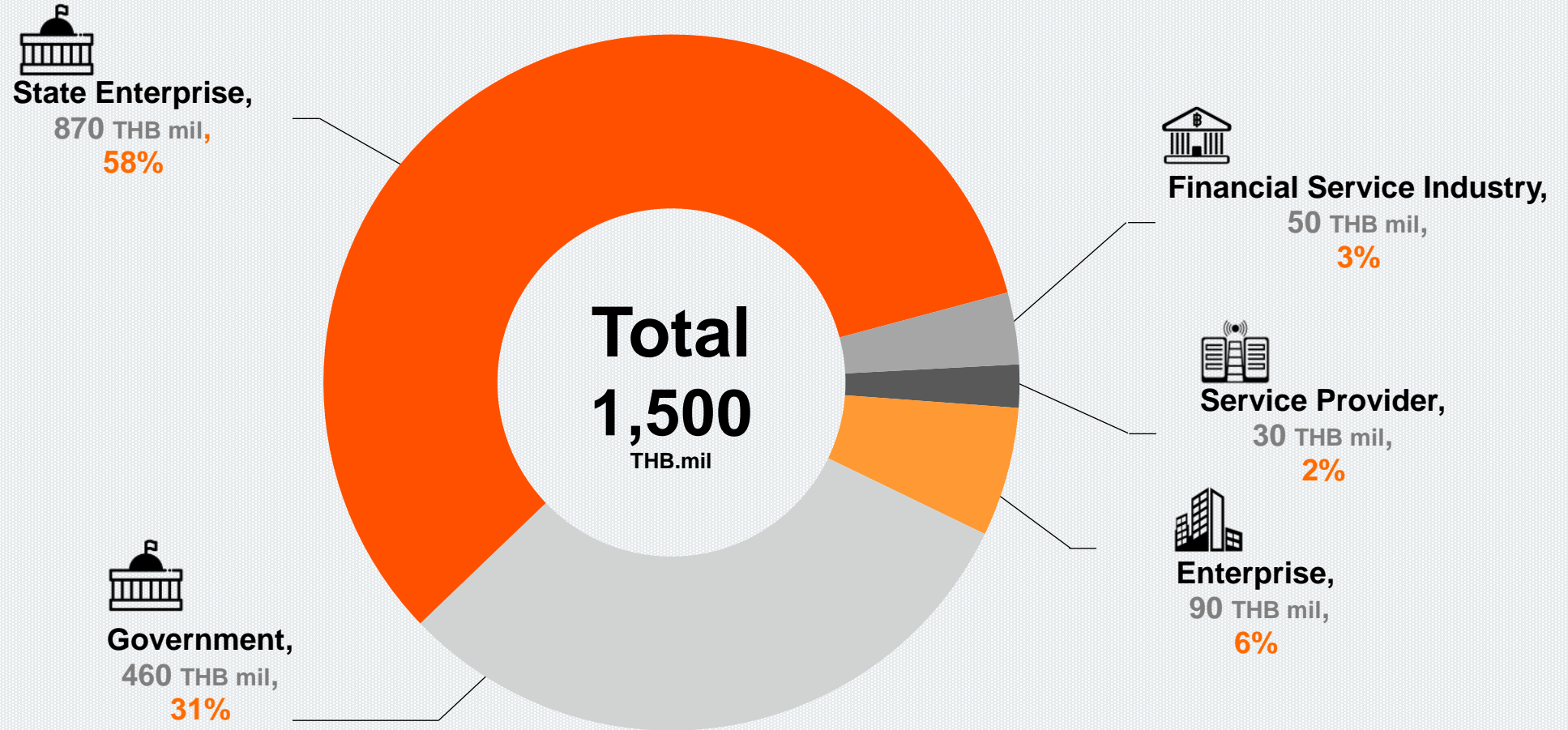
Lifelong **Trusted** Partner 15

# Project in Backlog





# Bidding in Process





# “Lifelong Trusted Partner”

## Thank you

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Tel: +662-275-9400 Fax: +662-275-9100 Website: [www.ait.co.th](http://www.ait.co.th)

**For further information and enquiries, please contact**

**Investor Relations Unit**

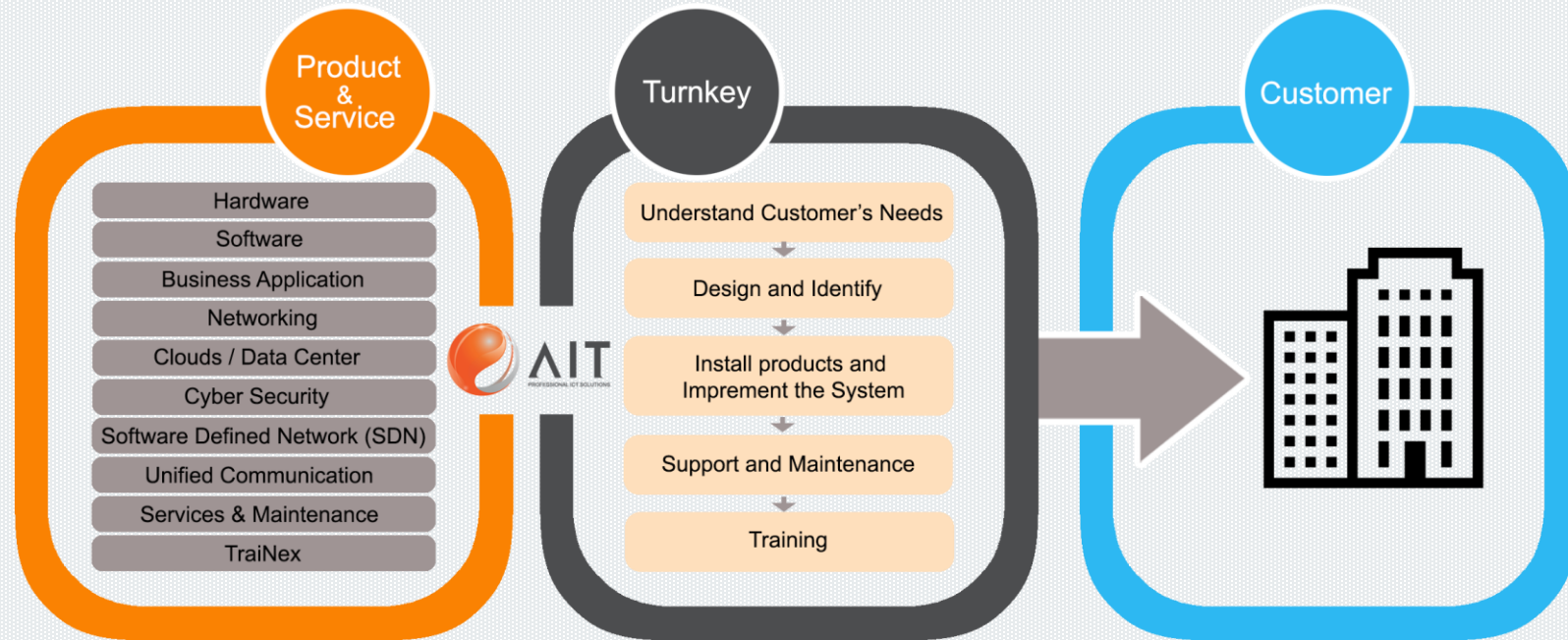
Tel: +662-275-9400 #1104

Email: [ir@ait.co.th](mailto:ir@ait.co.th)

# Agenda

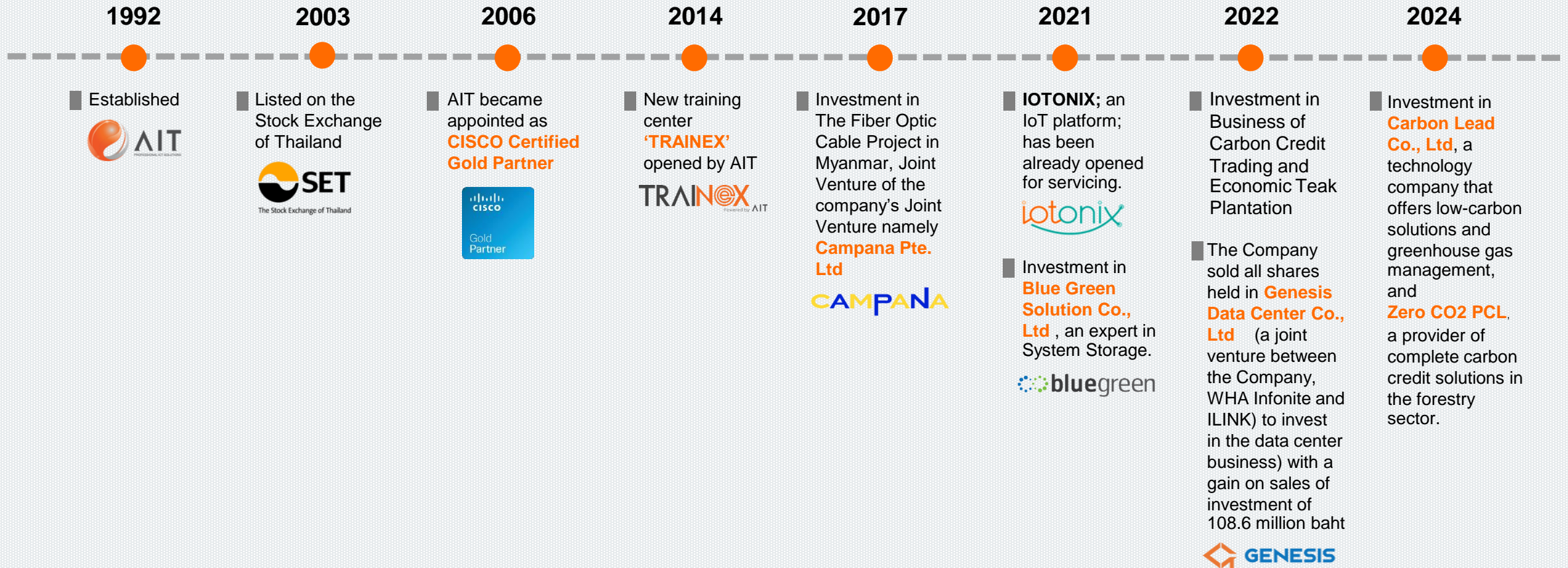
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# Business Overview



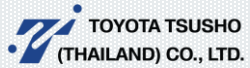
AIT is a leading systems integrator (SI) and ICT solution provider in Thailand, providing services in both the private and the public sector. Our service provides turn key project including project consulting, project planning, system design, implementation, installation, training and maintenance.

# Company Development



# Our Customer

## Enterprise



## Government Agency



## State Enterprise



## Financial Service Industry



## Service Provider



บริษัท โทรคมนาคมแห่งชาติ จำกัด (มหาชน)  
National Telecom Public Company Limited



Lifelong **Trusted** Partner

# 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.



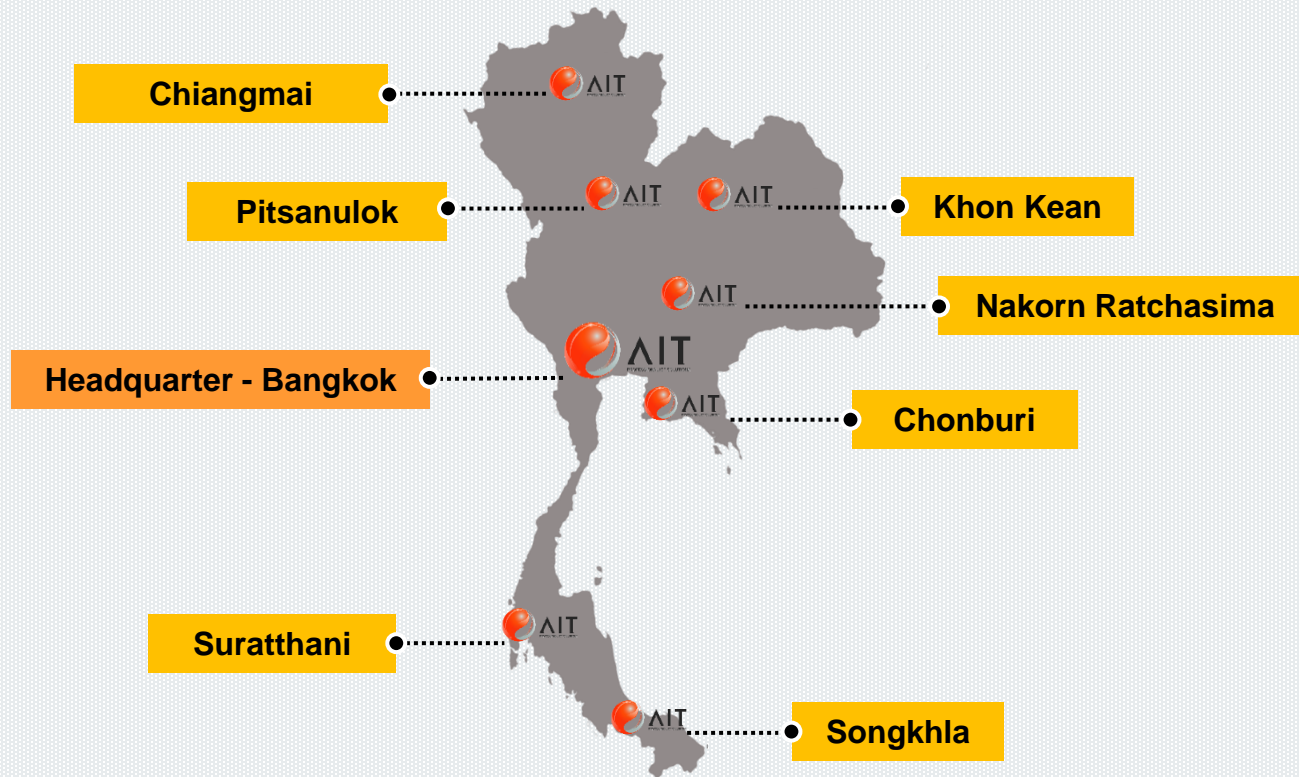
Cisco Telepresence Room



More detail: [www.trainex.co.th](http://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.

# Investment Update

## ZERO CO2 Public Company Limited

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

## 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 รวมไปถึงดำเนินการในการลดการใช้ปริมาณก๊าซเรือนกระจก
- พัฒนาแพลตฟอร์มการจัดการก๊าซเรือนกระจกเสร็จสิ้นแล้ว และพร้อมเปิดให้บริการ



# 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/>