



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

Analyst Meeting #1/2025

4 March 2025

AIT's Performance Q4/2024 and Y'2024



Management Team



Ms. Sureerat Prachayanukul
Senior Executive Vice President
Finance Division

Investor Relations



Ms. Sarin Chandranipapongse



Ms. Rita Thappaman

Agenda

- 1 Financial Highlights Y2024
- 2 Business Update and Outlook
- 3 Appendix

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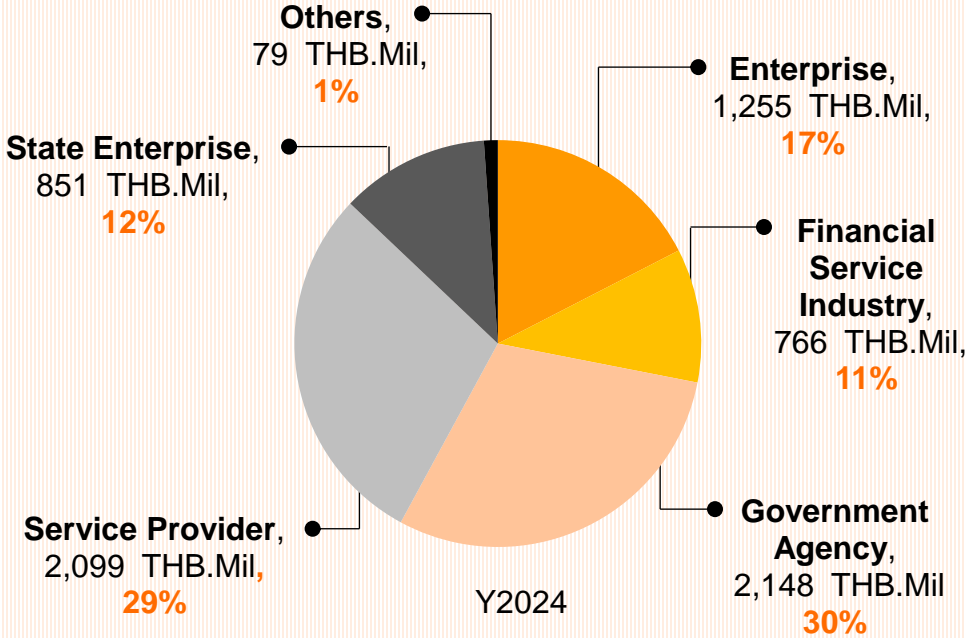
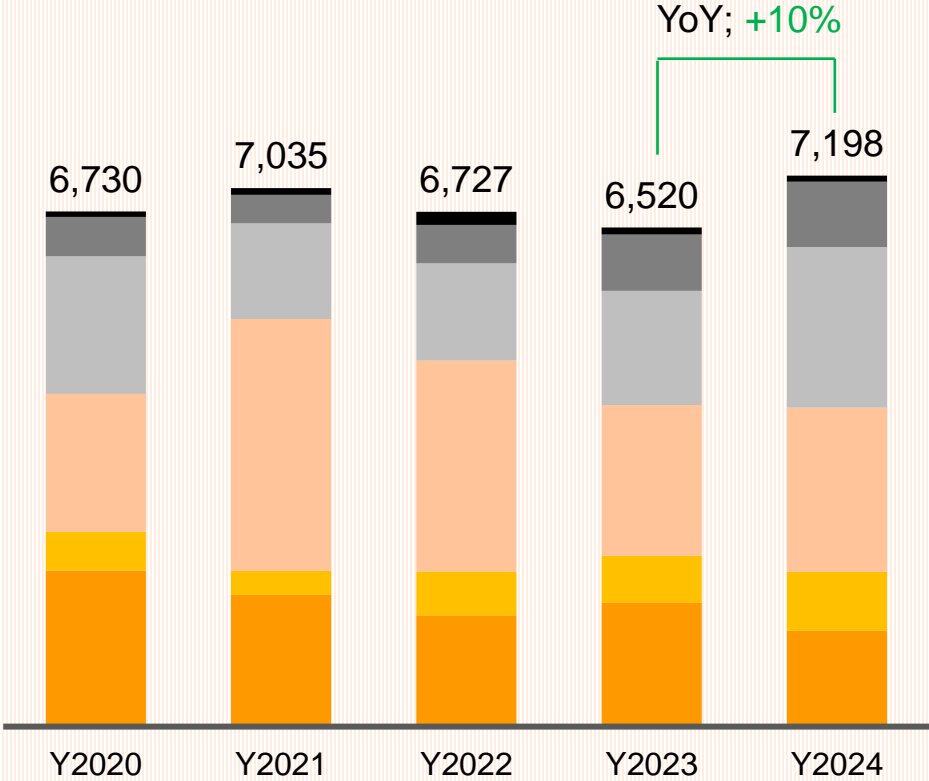
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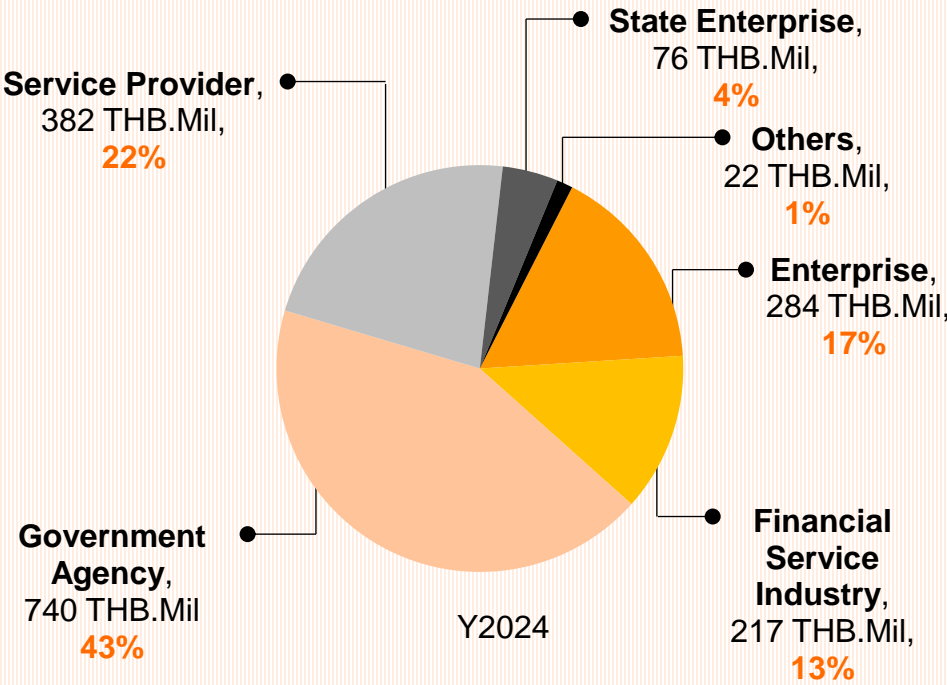
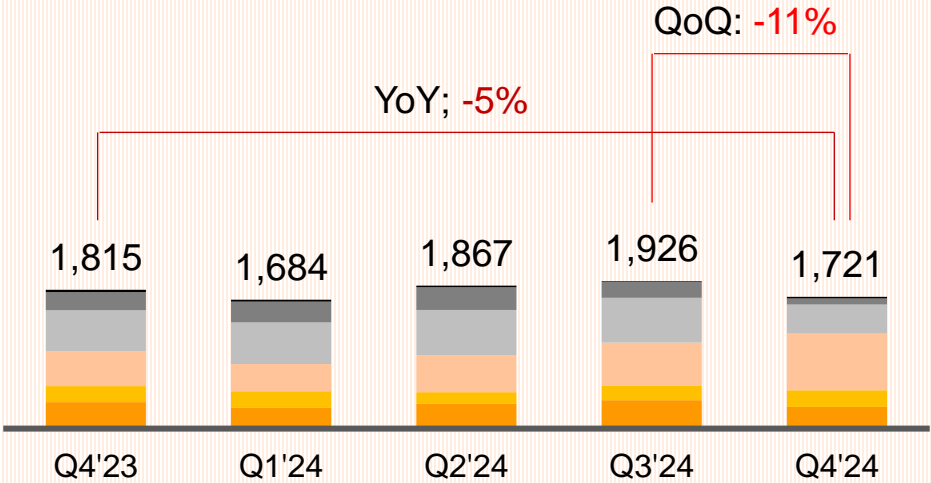
Total Revenues by Customer

Annual Revenues (THB. Mil)



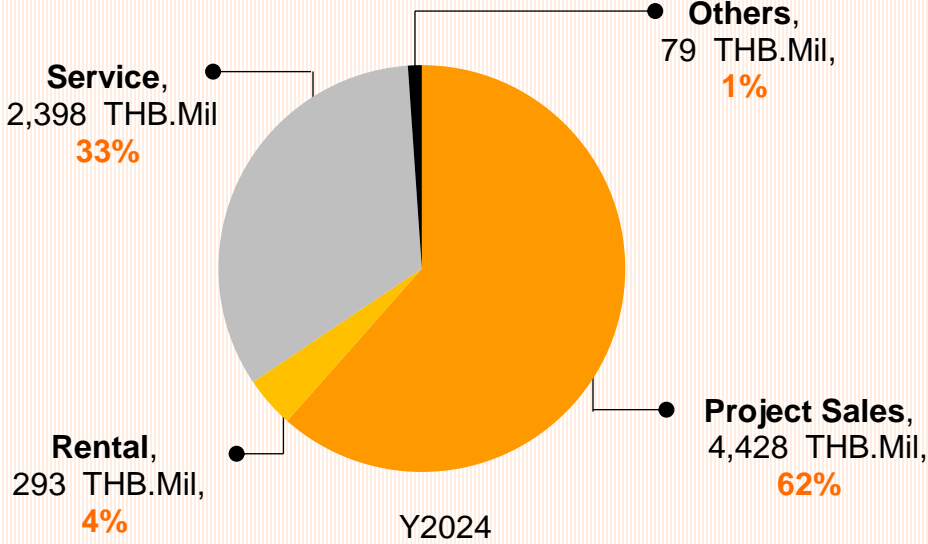
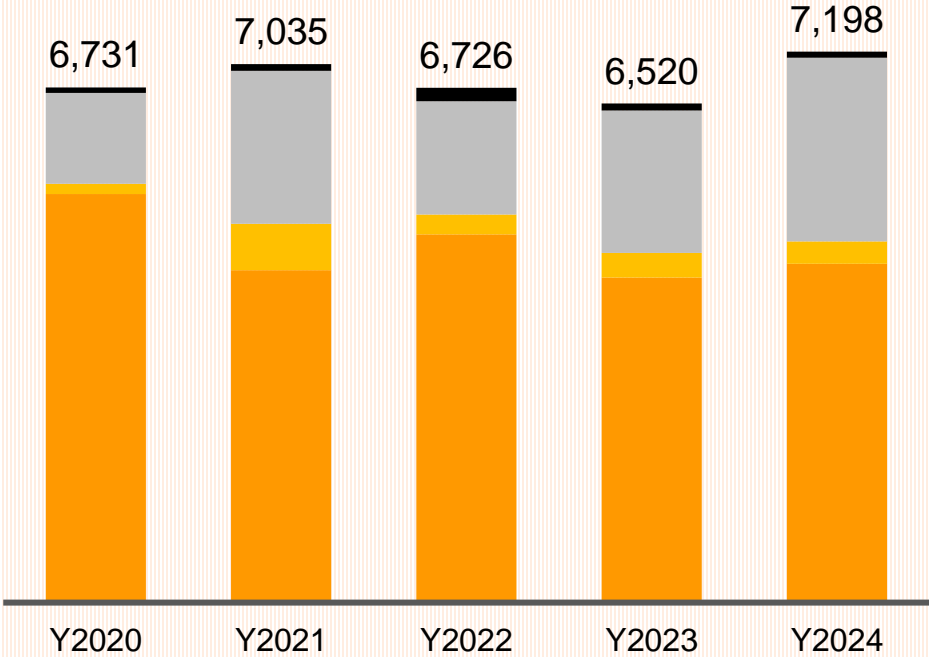
Total Revenues by Customer

Quarterly Revenues (THB. Mil)



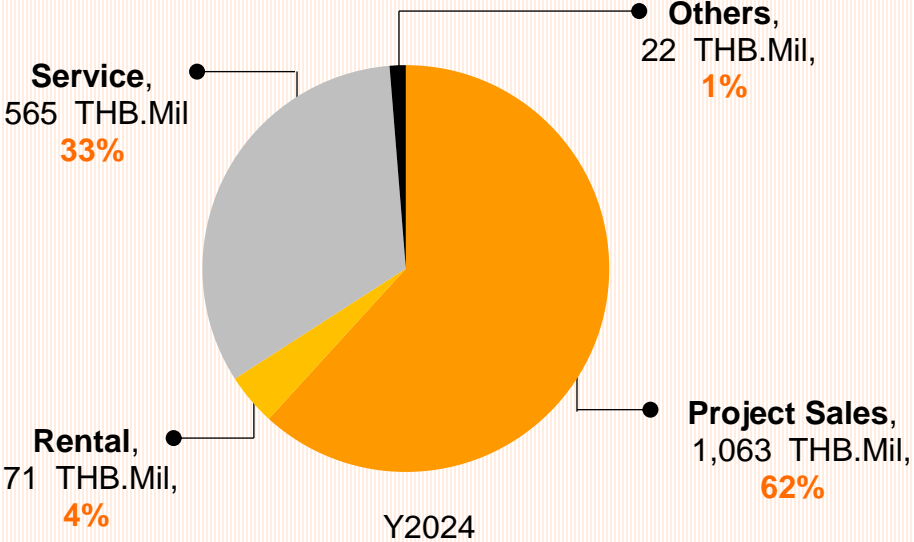
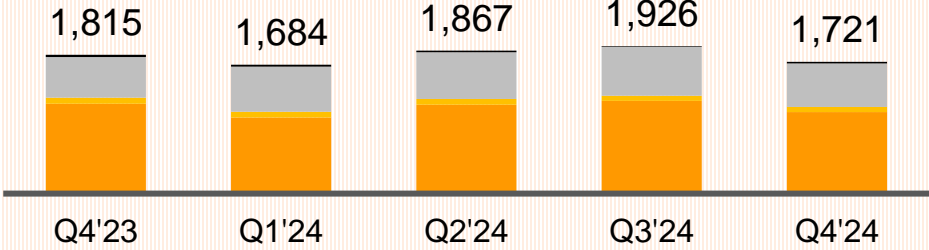
Total Revenues by Sources

Annual Revenues (THB. Mil)



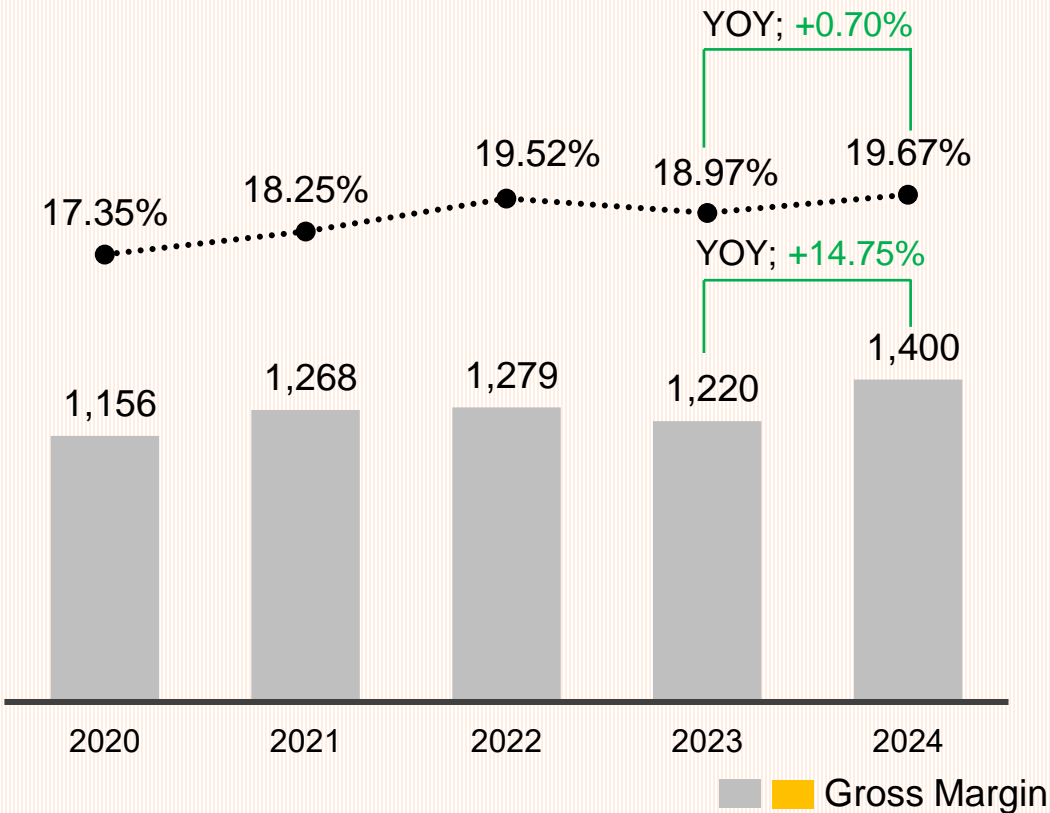
Total Revenues by Sources

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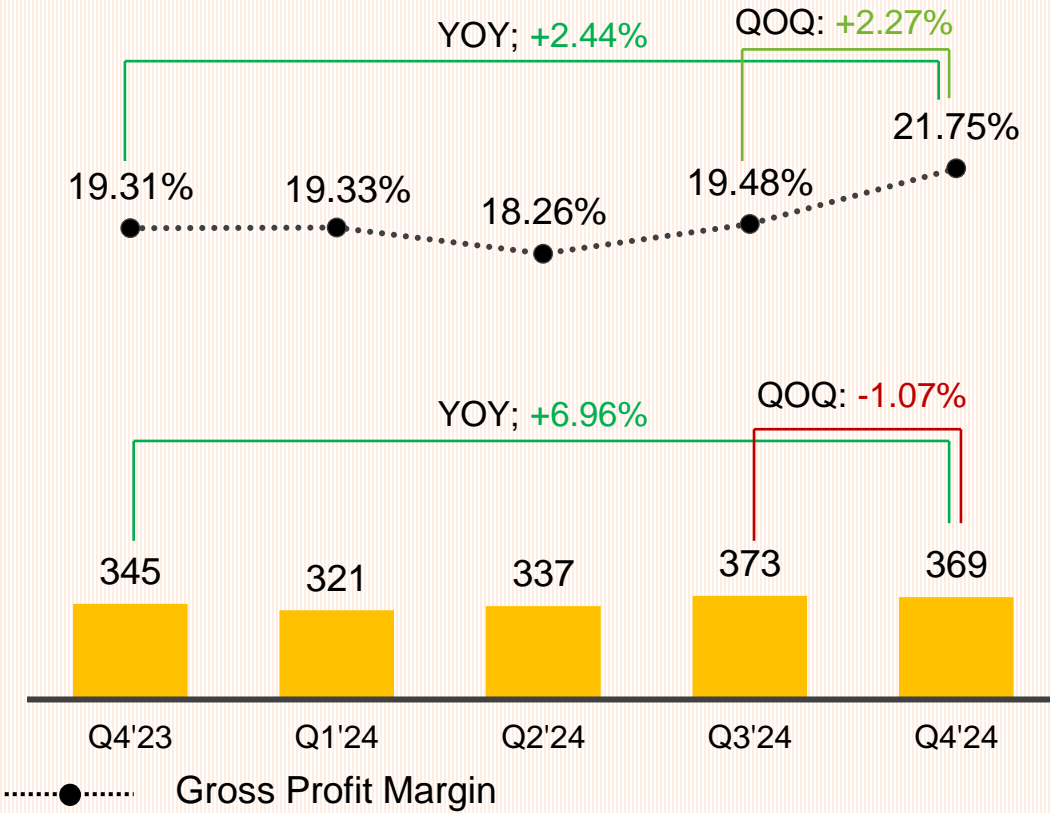


Gross Profit

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

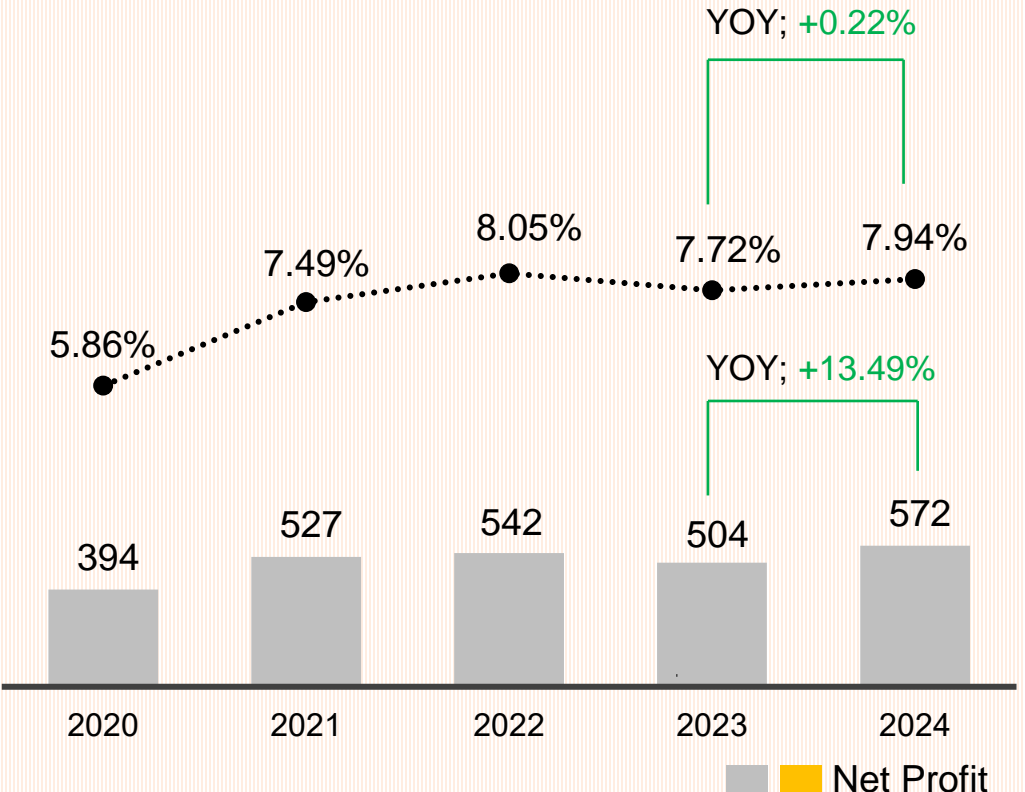


Quarterly GP (THB.mil) and GPM (%)

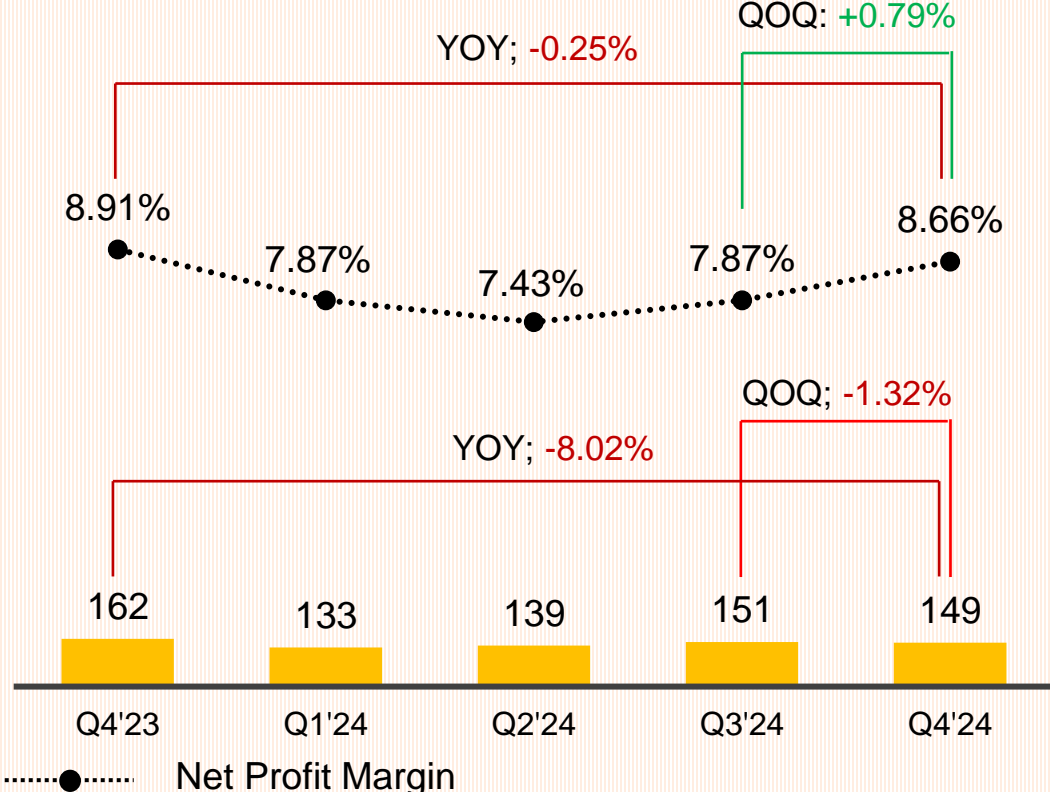


Net Profit

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

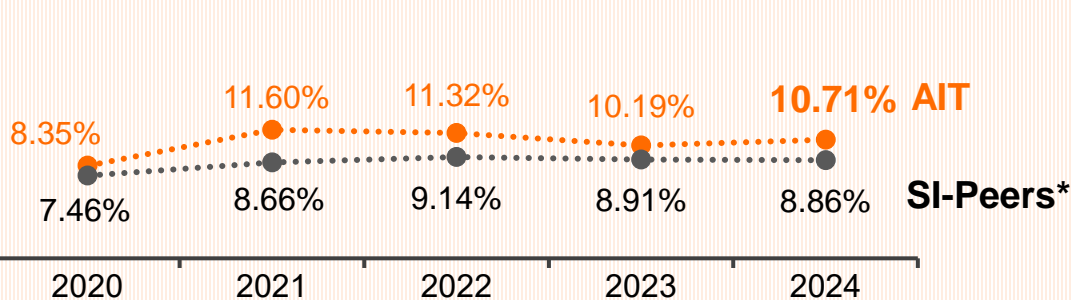


Quarterly NP (THB.mil) and NPM (%)

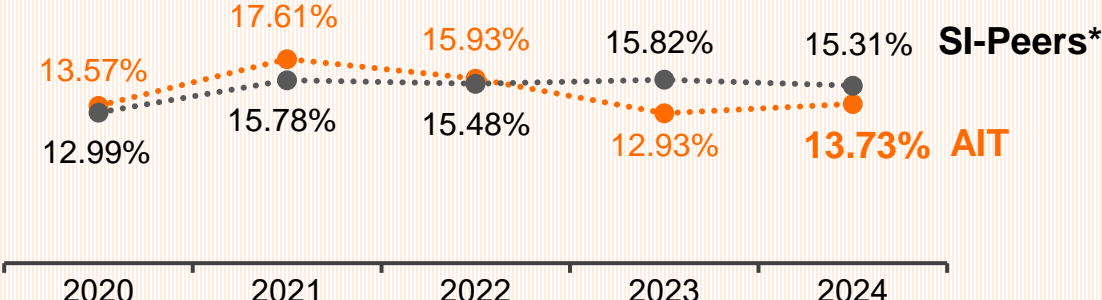


Financial Ratio

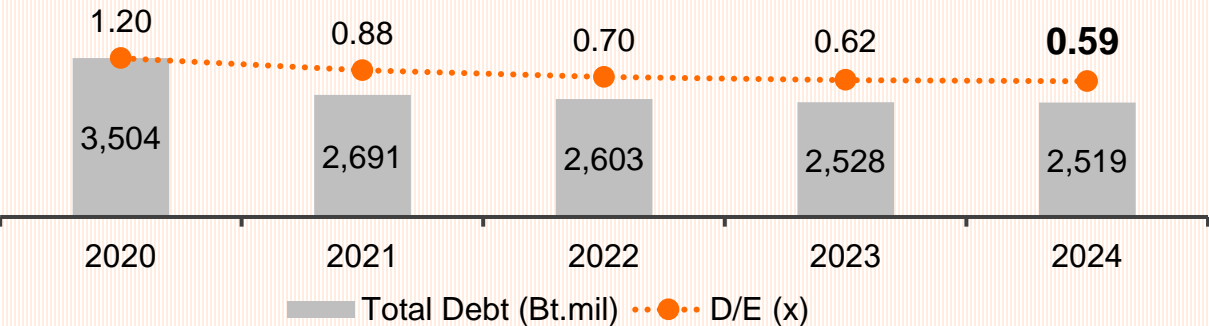
Return on Asset (%) ; ROA



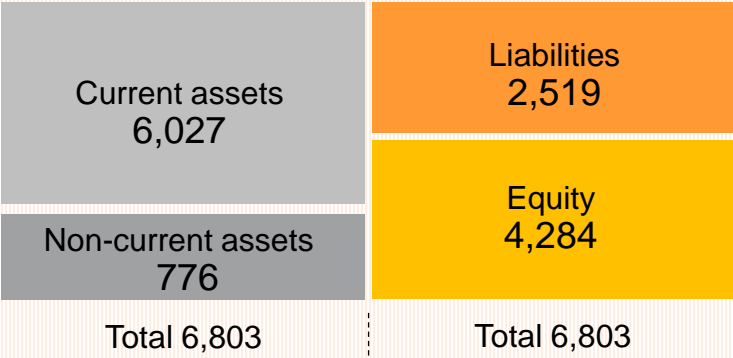
Return on Equity (%) ; ROE



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



Financial Structure Y'2024 (THB.mil)



Source: www.set.or.th as February 24, 2025
 *SI-Peer = System Integration Peer

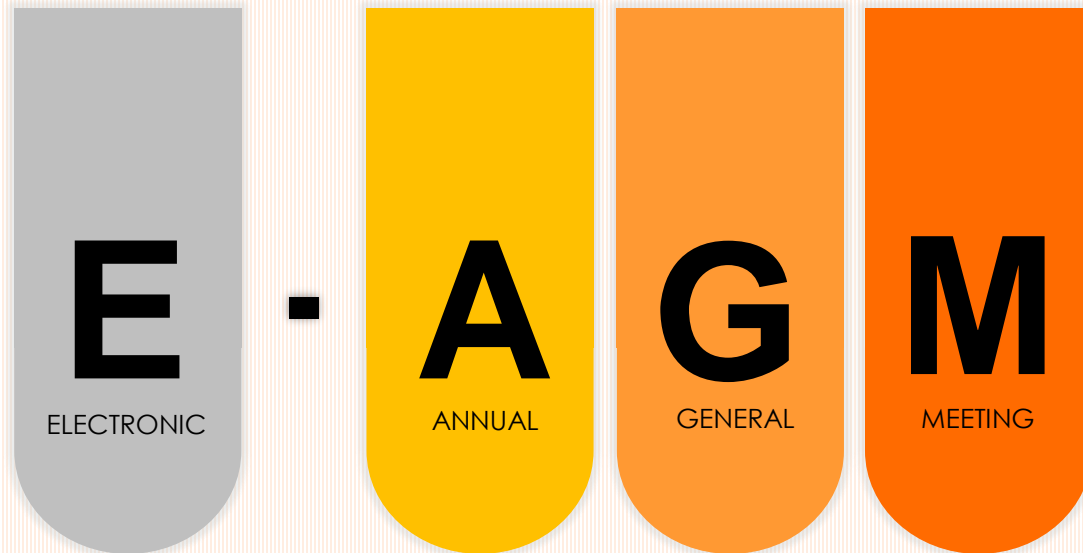
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Events Notification



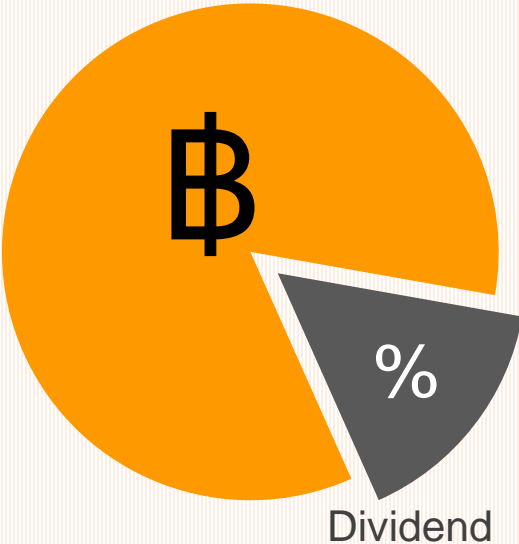
AIT's Annual General Meeting of Shareholders 2025

E-AGM 2025: **4 April 2025**

Time: **2 pm – 4 pm.**

XM: **3 March 2025**

Events Notification

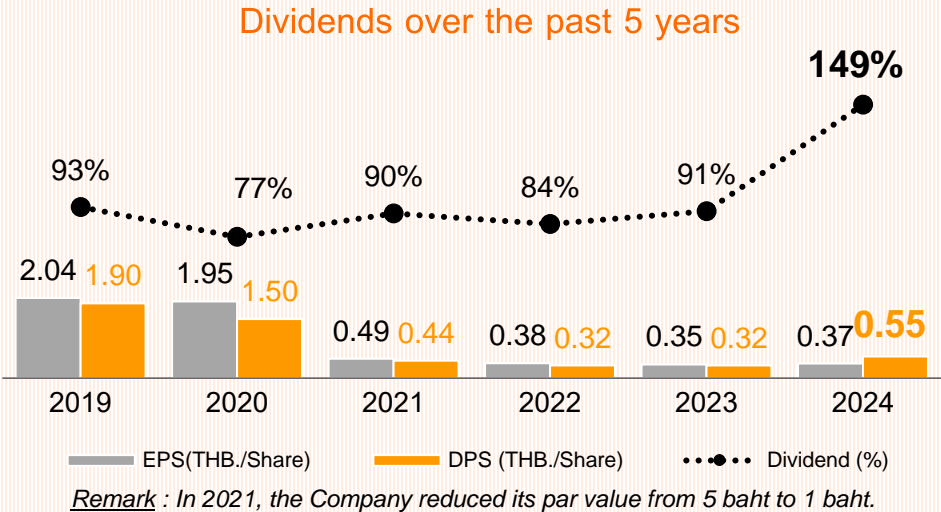


Dividend Payment

XD: **18 April 2025**
 Dividend Payment: **2 May 2025**

0.40 Baht

The Company will make an extra dividend at the rate of **0.40 Baht** (Forty satang). However, such dividend payment must be approved by the 2025 Annual General Meeting of Shareholders



* The Company paid an interim dividend of 0.15 baht per share on September 6, 2024. Therefore, the total dividend payment in 2024 will be paid at the rate of 0.55 baht per share.

Events Notification



Partial Tender Offer ('PTO')

TKC intends to make the PTO of AIT's shares up to **153,641,557 shares**, representing **no more than 10%** of the paid-up capital at a price of **5.20 Baht per share**

The objective

- To enhance the collaboration between AIT's business and TKC's business.
- To increase competitiveness.
- To enable rapid expansion of its customer base in both the public and private sectors.

Impact on AIT

- No plans to change the AIT's business objectives, business policies, including business plans.
- Continue to be the existing AIT's management team, with TKC providing full support.

Revenue Target 2025



Revenue Target 2025

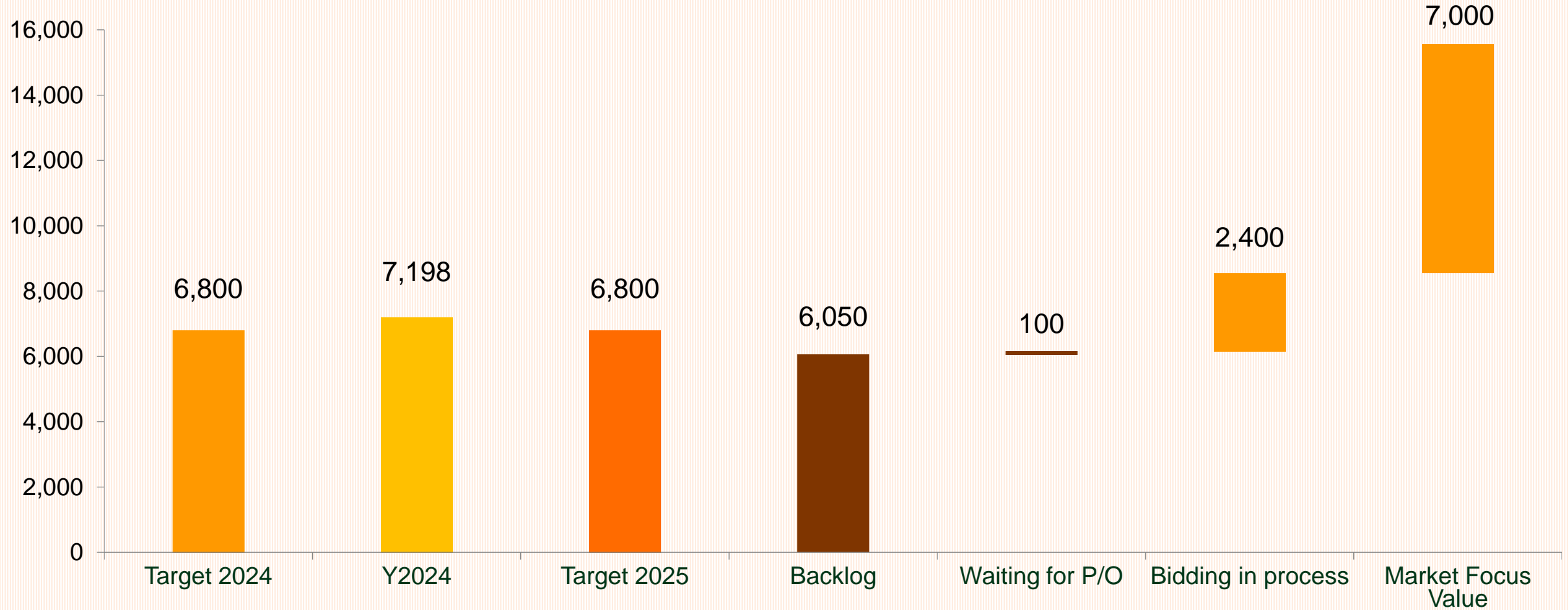
6,800 Mil. Baht

Key Strategies

- Expanding customer base and creating income growth.
- Building good relationships with new trading partners.
- Improving personnel to support challenging work.
- Improving internal systems to enhance work efficiency.
- Expanding business that creates sustainable growth opportunities

AIT's Outlook 2025 – 2026

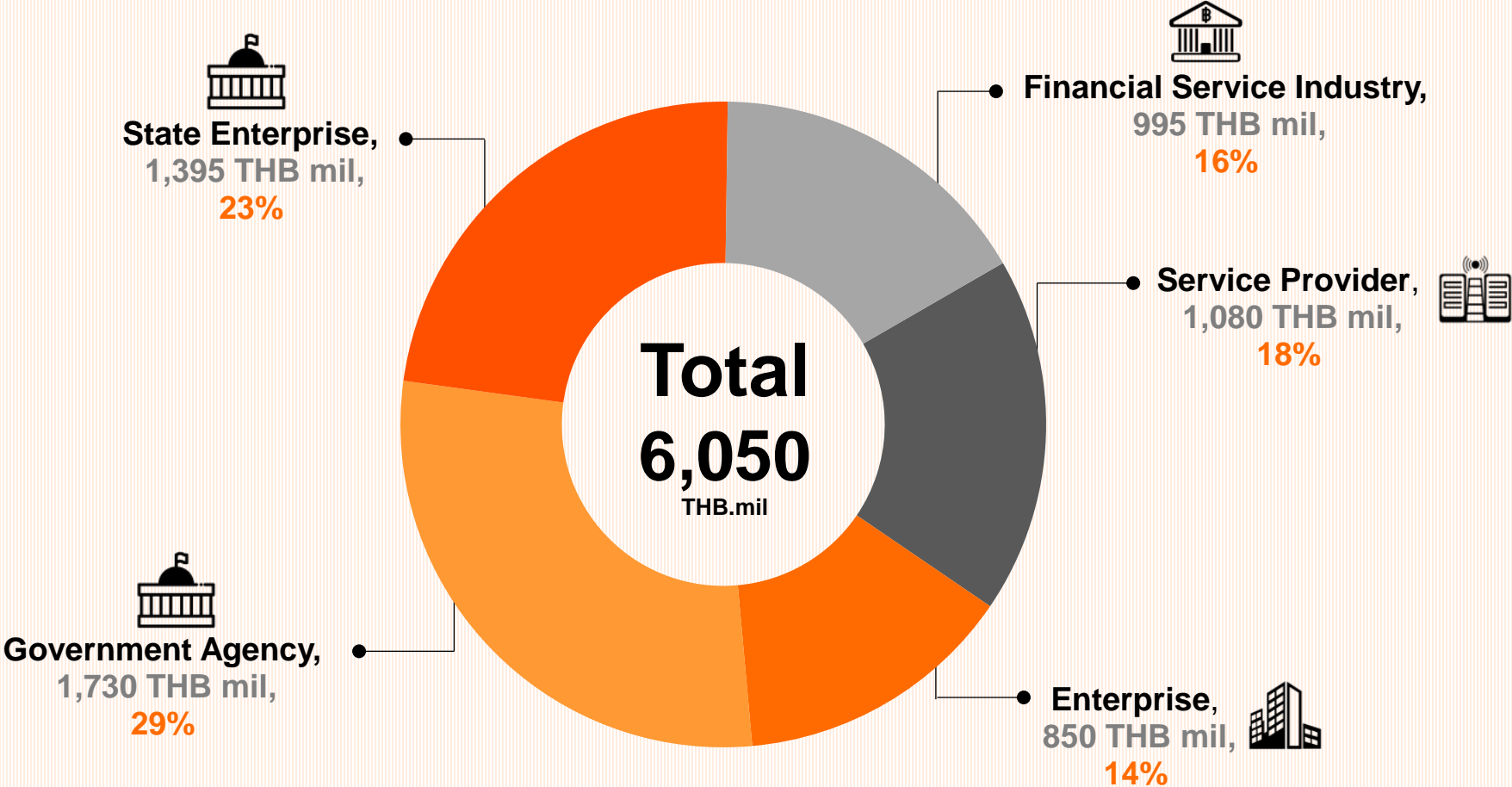
Million Baht



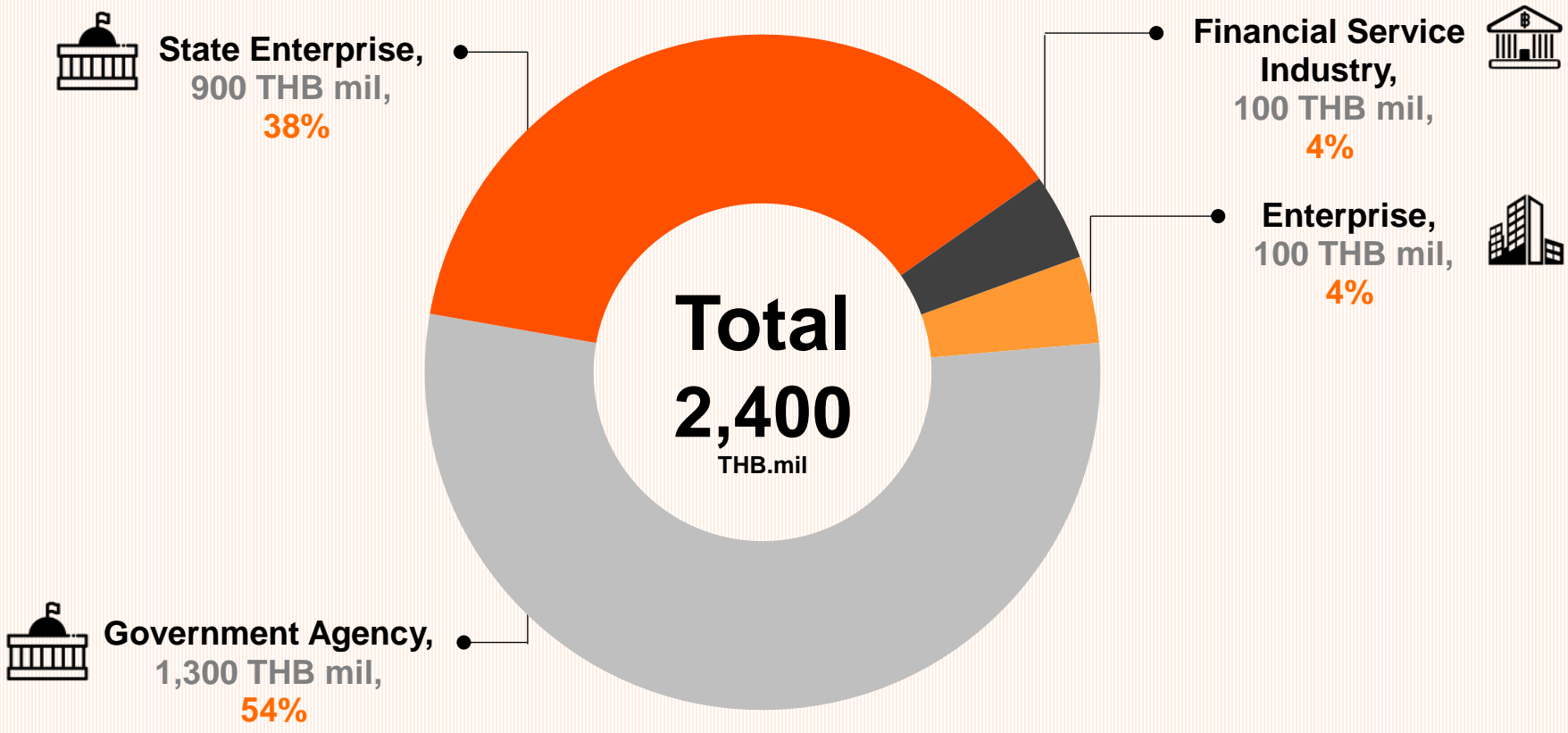
Source: Company estimation updated on **February 24, 2025**

Lifelong **Trusted** Partner 17

Project in Backlog



Bidding in Process



Q&A

“Lifelong Trusted Partner”

Thank you

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Investor Relations Unit

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Email: ir@ait.co.th

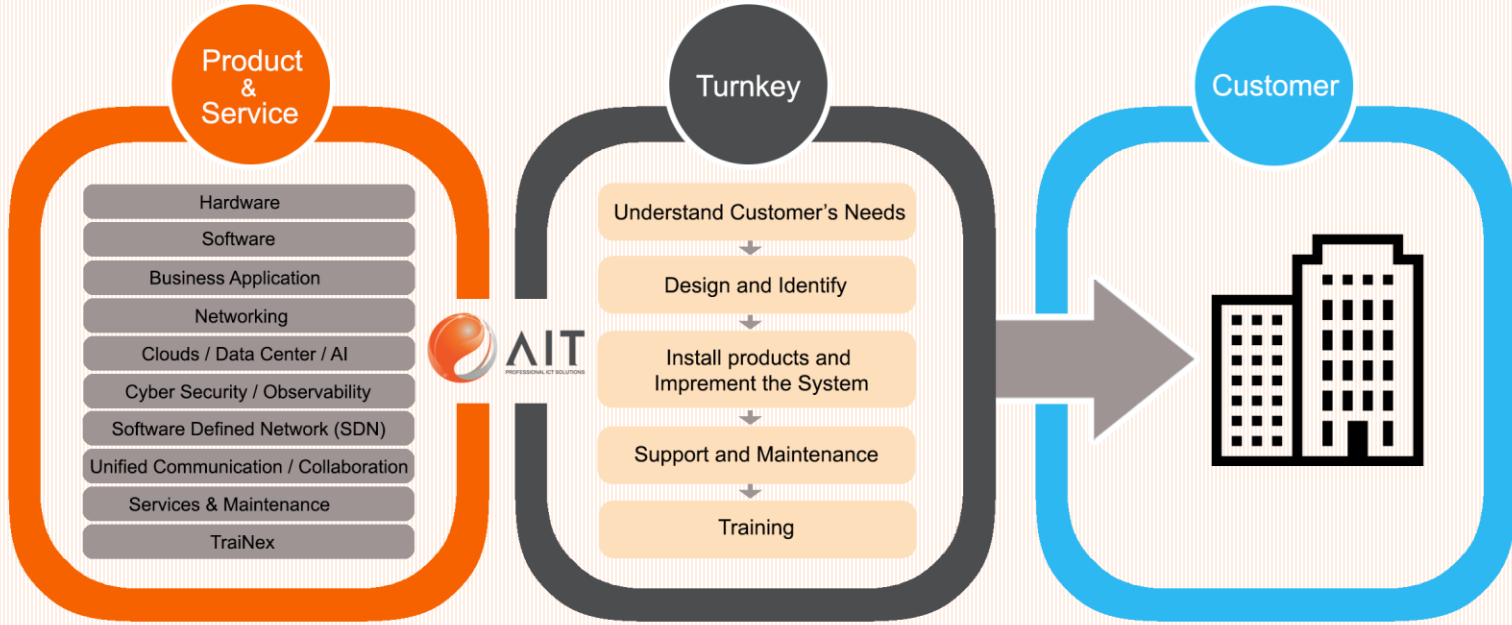
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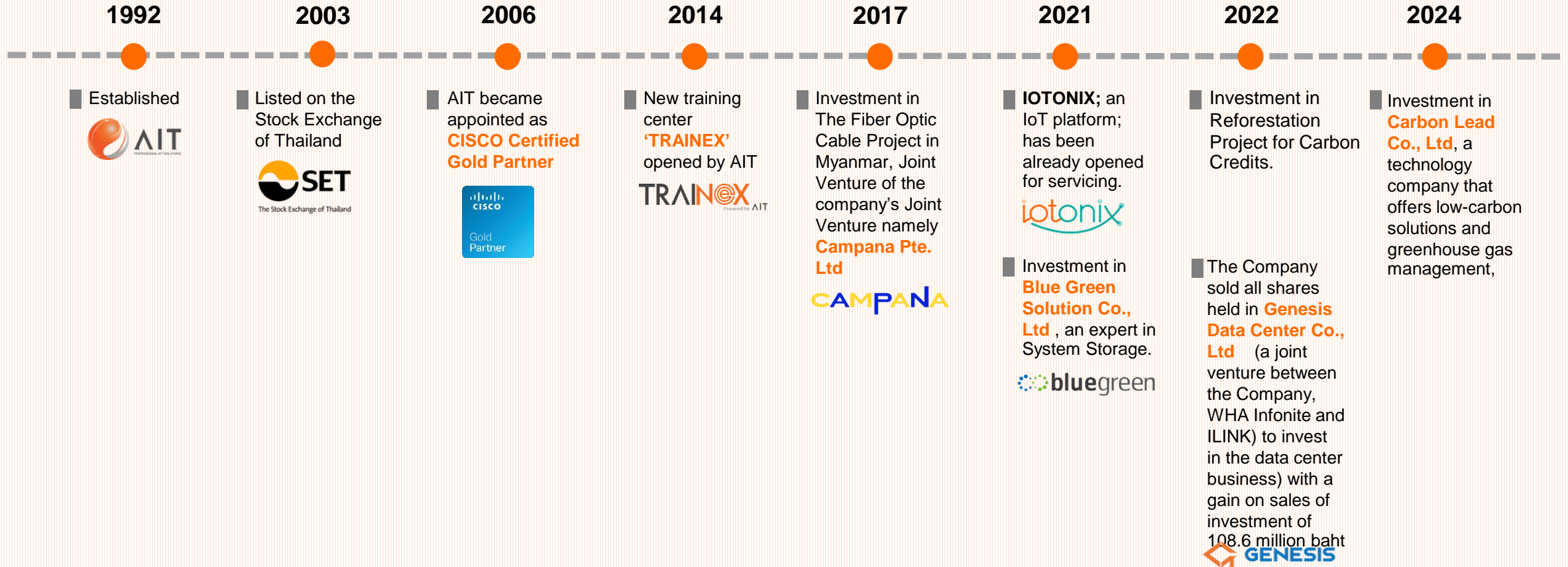
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Business Overview



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 turnkey project including project consulting, project planning, system design, implementation, installation, training and maintenance.

Company Development



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.

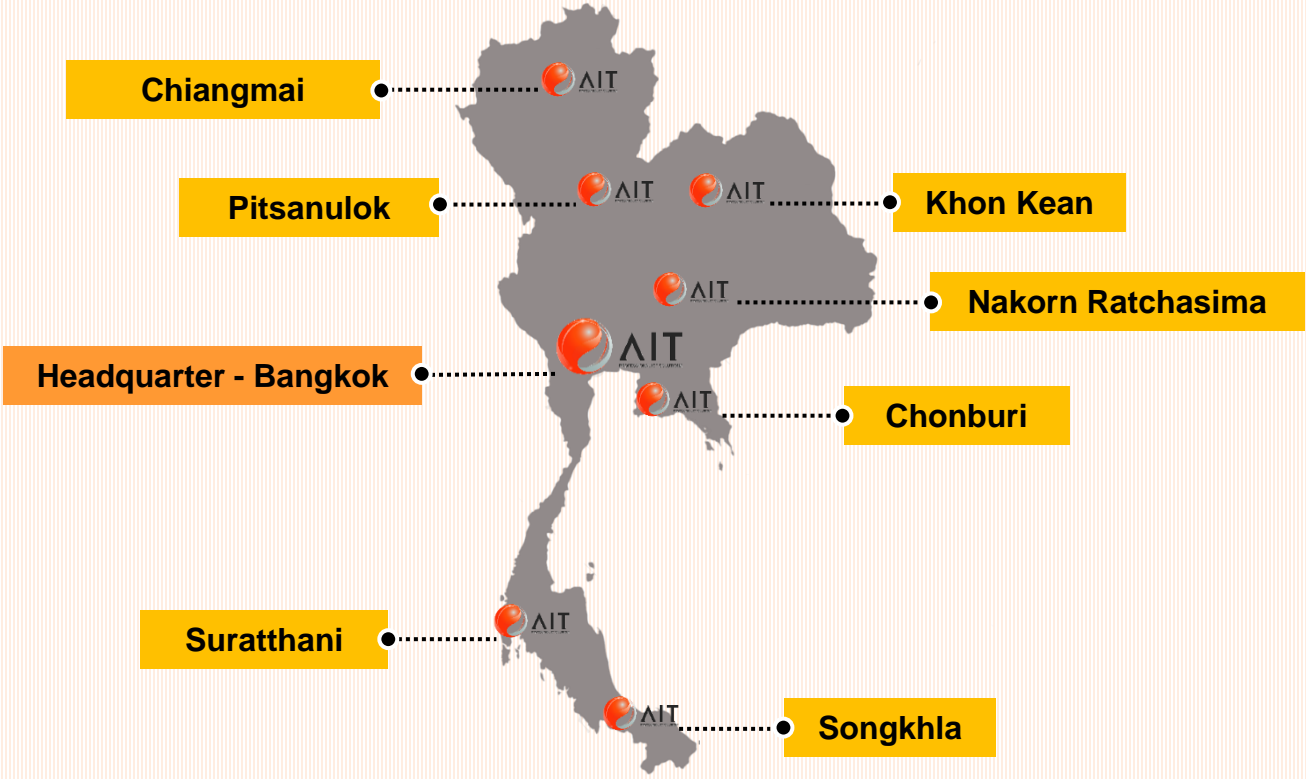


Cisco Telepresence Room



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.
- AIT holds Campana's shares by 6.06% as of November 13, 2024
- More detail, please visit <https://www.campanaworks.com>