



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

Opportunity Day

20 August 2025

AIT's Performance Q2/2025



Agenda

- 1 Company Overview
- 2 Financial Highlights Q2-2025
- 3 Business Outlook

Our Company at Glance



30+ Years of Experience

- in System Integration business
- 20 years listed on SET



6,700+ Million Baht
of revenue over the past 4 years



40+ Key Customers
contributing 90% of revenue



**5 Pillars of Key
Technology Partners**



500+ Employees
300+ Experienced Engineers
60+ Project Managers
200+ Operations



**350+ Certified
Engineers and PM**



**1HO / 7 Service
Centers**
offering 24/7 SLA nationwide

Company Milestones

● Early Stage and Growth

- 1992: Company **established**
- 2003: **Listed** on the Stock Exchange of Thailand (SET)
- 2006: Appointed as a **CISCO Certified Gold Partner**
- 2014: Opened a new training center, "**TRAINEX**", operated by AIT

● Expansion and New Business Investment

- 2017: Invested in **Campana** Pte. Ltd, the Fiber Optic Cable Project in Myanmar
- 2021: Invested in **Blue Green Technology** Co., Ltd., an expert in System Storage
- 2022: **Changed the par value** of shares from 5 baht to 1 baht in order to increase liquidity for investors
: Invested in **the Carbon Credit Trading and Economic Teak Plantation Business**
- 2024: Invested in **Carbon Lead** Co., Ltd., a technology company with a platform for carbon reduction and management

● Recent Achievements

- 2024: Achieved **the highest revenue** since the company was established, recording 7,198 million baht

AIT Management



Sasinet Baholyodhin
Acting President and CEO



Suraporn R.
SEVP – Service



Apichai N.
SEVP – Marketing and Sales



Promporn K.
SEVP – Support

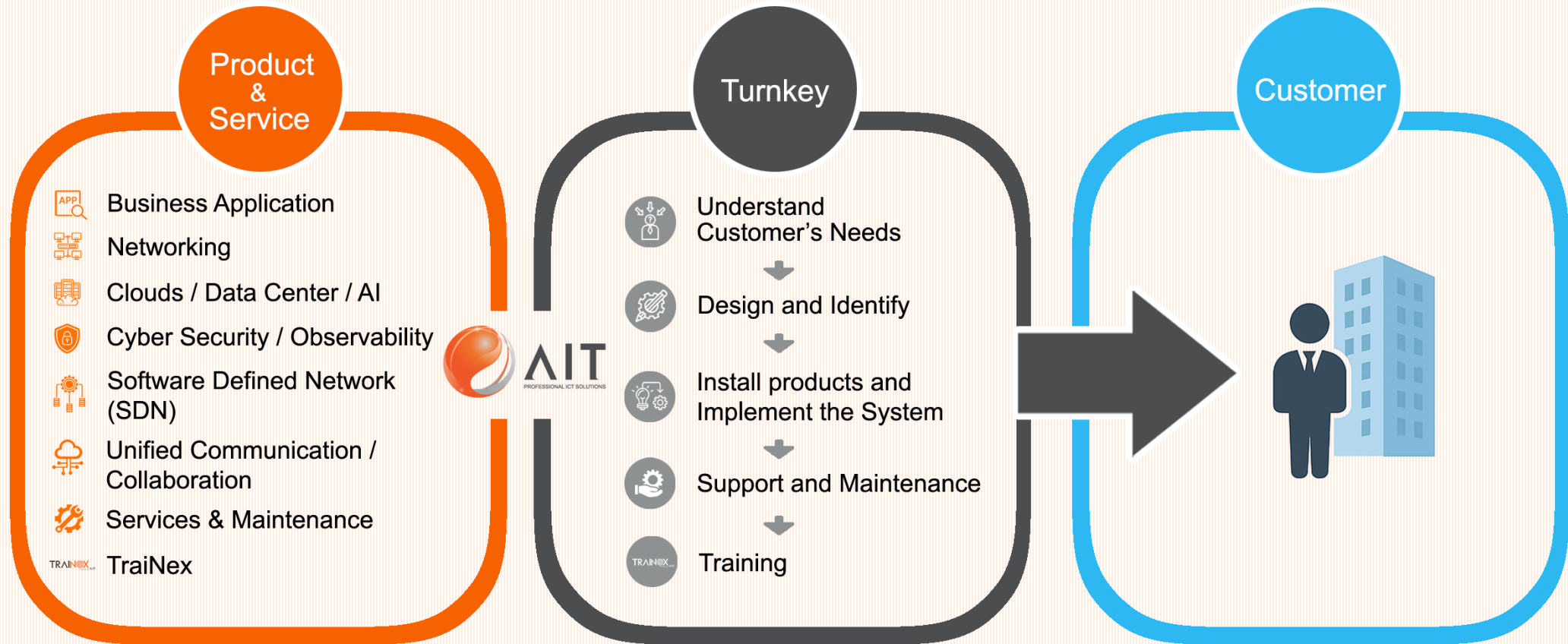


Sasinet B.
SEVP – Corporate Affairs & President Office



Sureerat P.
SEVP - Finance

Our Services



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, maintenance and training.

Key Technology Partner

INFRASTRUCTURE



NEW TECHNOLOGY

(AI, eKYC, Video Analytic, PDPA)



COMPUTING/STORAGE/CLOUD



BIG DATA/DATA ANALYTIC



CYBER SECURITY



Partner Awards

2025



“Digital Transformation Partner
of the Year Award”



"Veeam Value-Added Reseller
Platinum Level"

2024



1. FY24 Partner of the Year.
2. FY24 Collaboration Partner of the Year.
3. FY24 Public Sector Partner of the Year.
4. FY24 Service Provider Partner of the Year.
5. FY24 Customer Experience Partner of the Year.
6. 2nd Runner Up Secure Network Partner Perfect Pitch 2025



1. Top SASE Partner of the Year 2024
2. Best Performance in Public Sector Space 2024
3. Partner of the Year 2024



Lifelong **Trusted** Partner

AIT Certification



Gold Integrator

CCNP: 168

CCNA: 125

Associate
Level

Professional
Level

Expert
Level

CCIE = 36

- CCIE-COLLA: 4
- CCIE-DC: 6
- CCIE-EI: 7
- CCIE-S: 4
- CCIE-EW: 4
- CCIE-W: 1
- CCIE-SP: 10

Project Management by PMI



Project
Management
Professional

18



Certified Associate
in Project
Management

15



Our Customers

Enterprise



Government Agency



State Enterprise



Financial Service Industry



Service Provider



Agenda

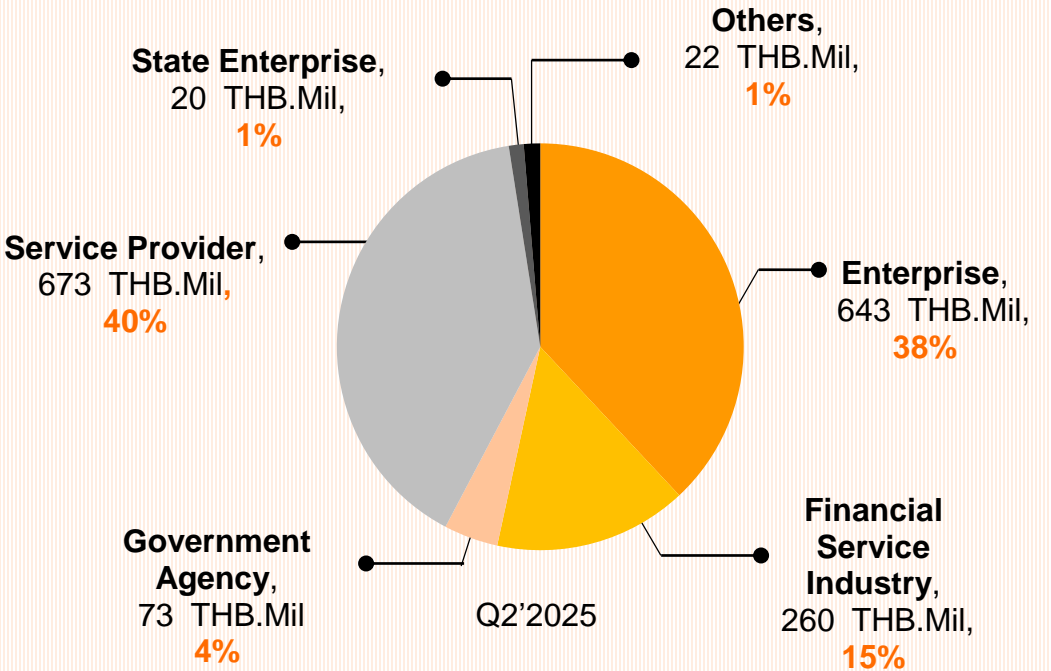
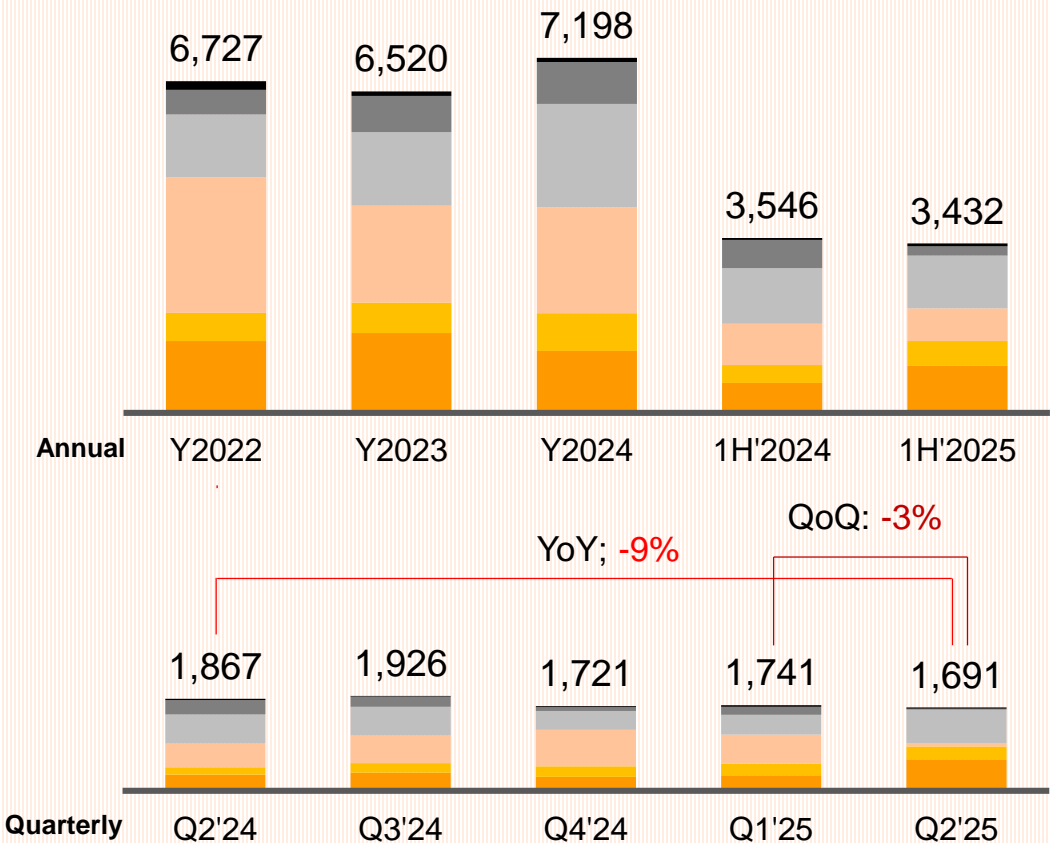
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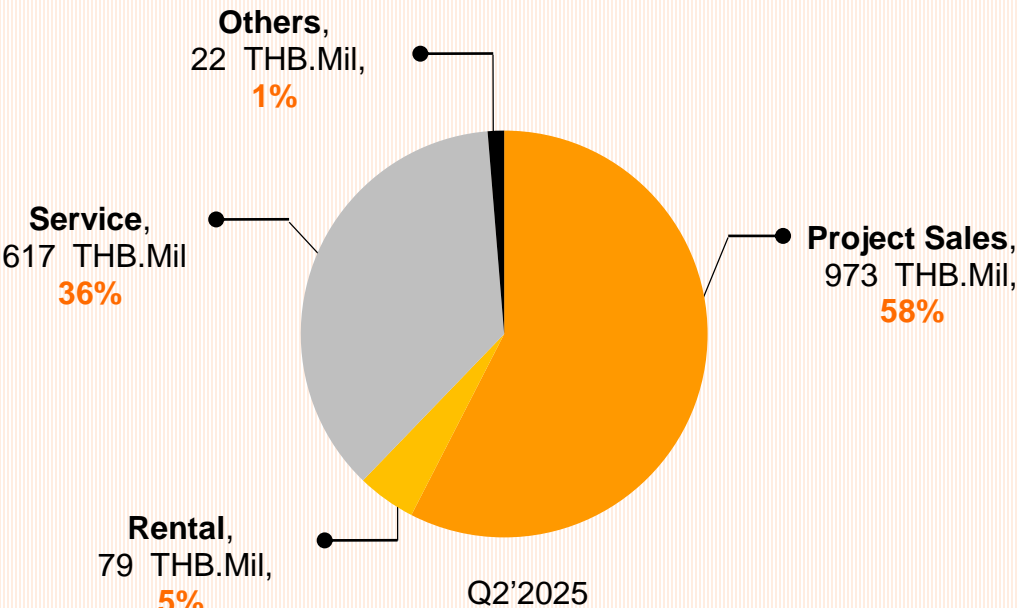
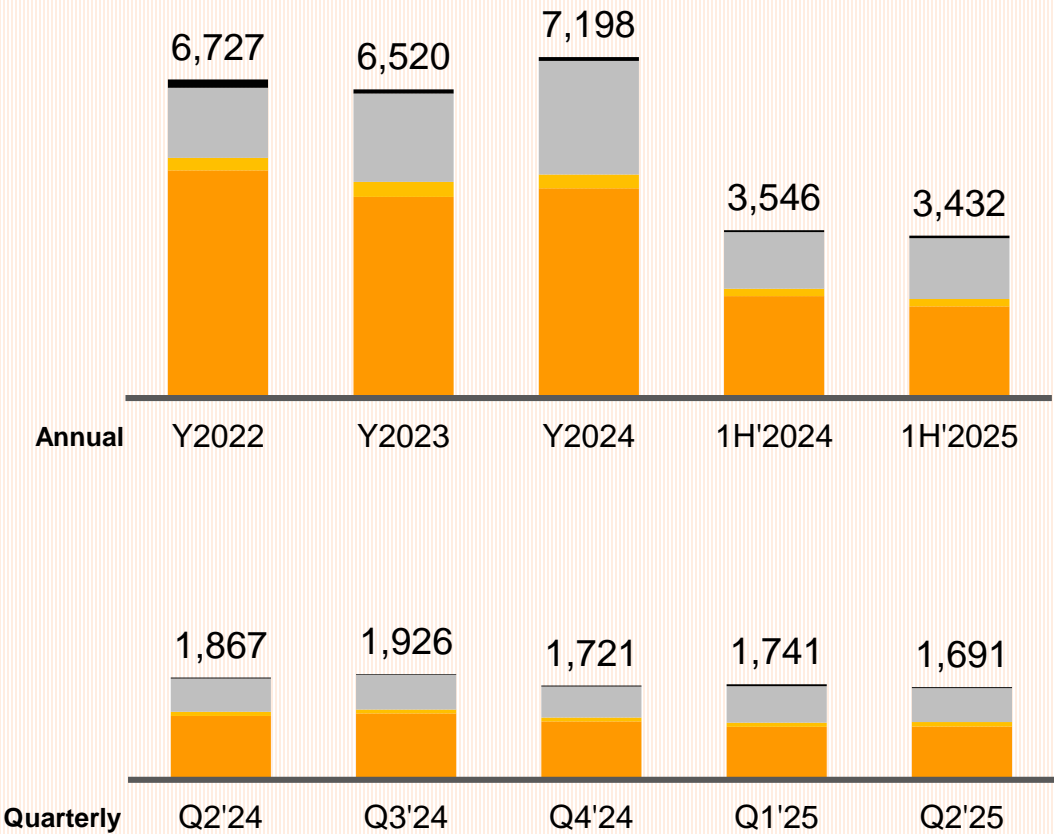
Total Revenues by Customer

Revenues (THB. Mil)



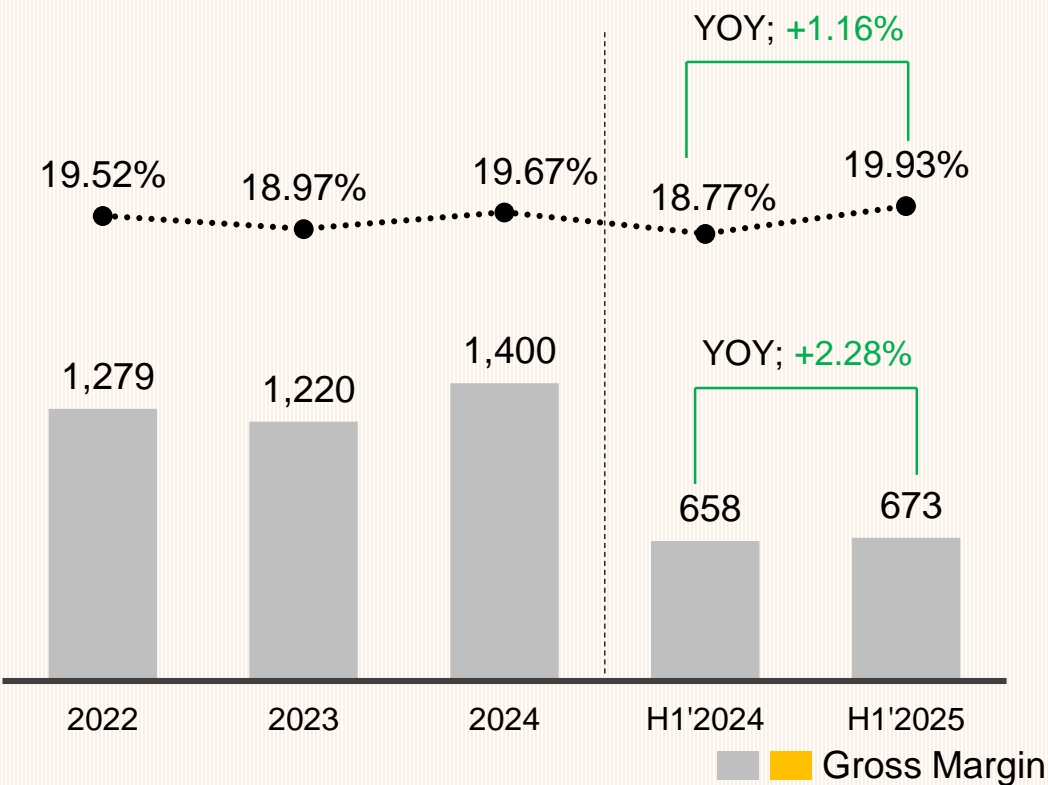
Total Revenues by Sources

Revenues (THB. Mil)

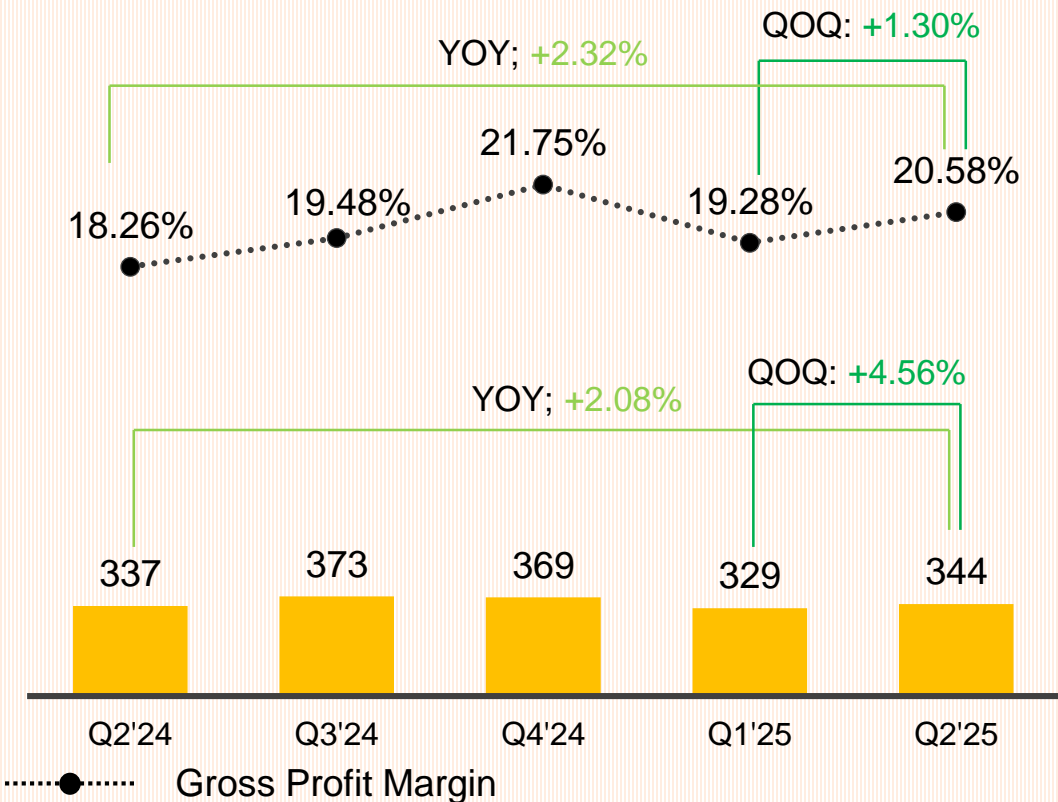


Gross Profit

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

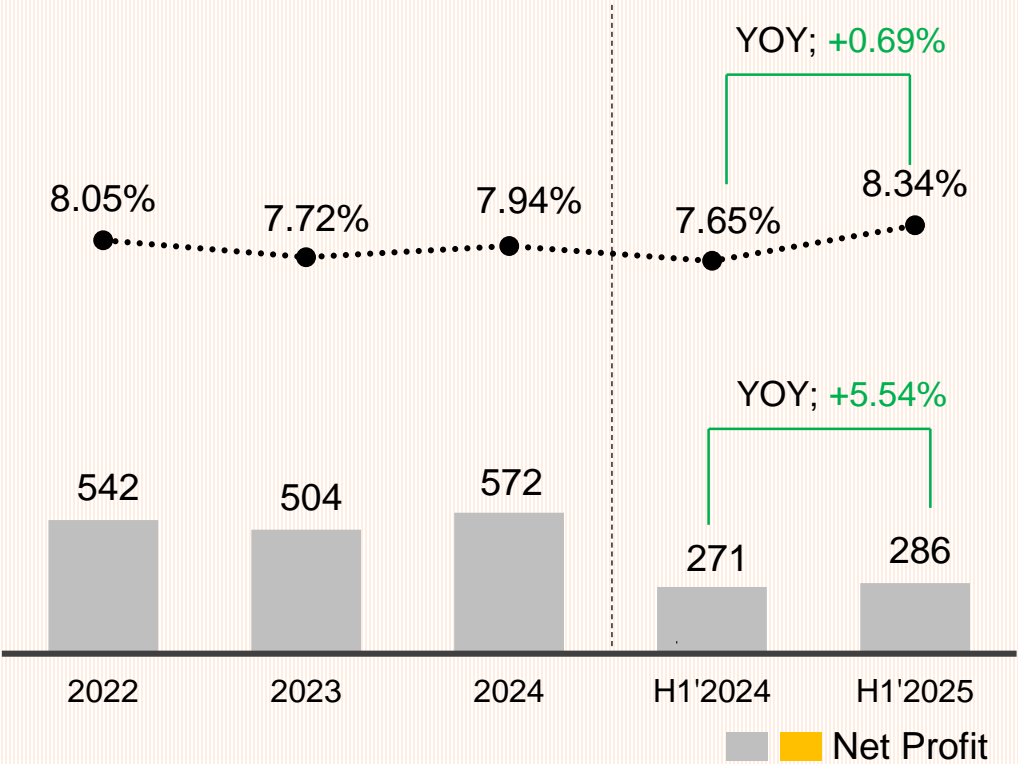


Quarterly GP (THB.mil) and GPM (%)

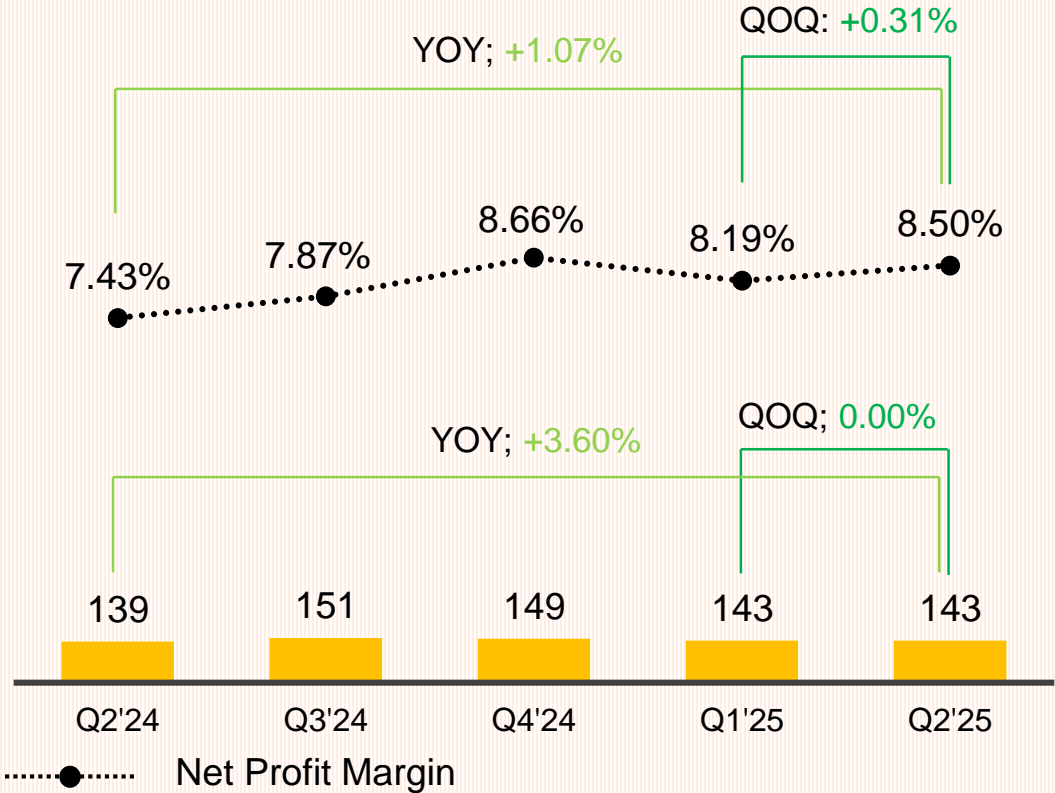


Net Profit

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

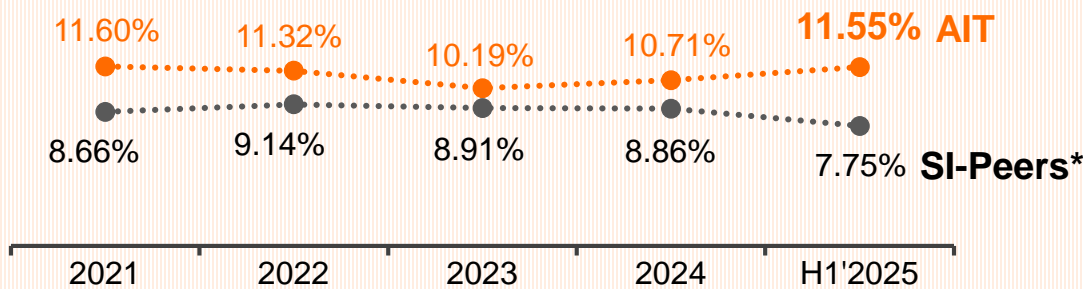


Quarterly NP (THB.mil) and NPM (%)

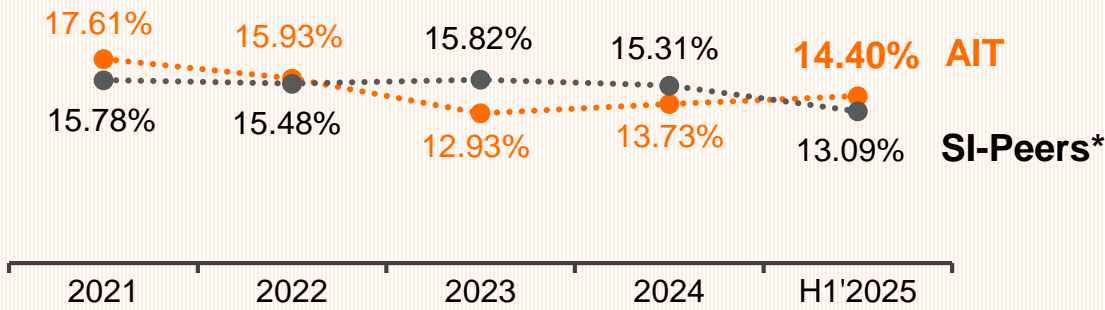


Financial Ratio

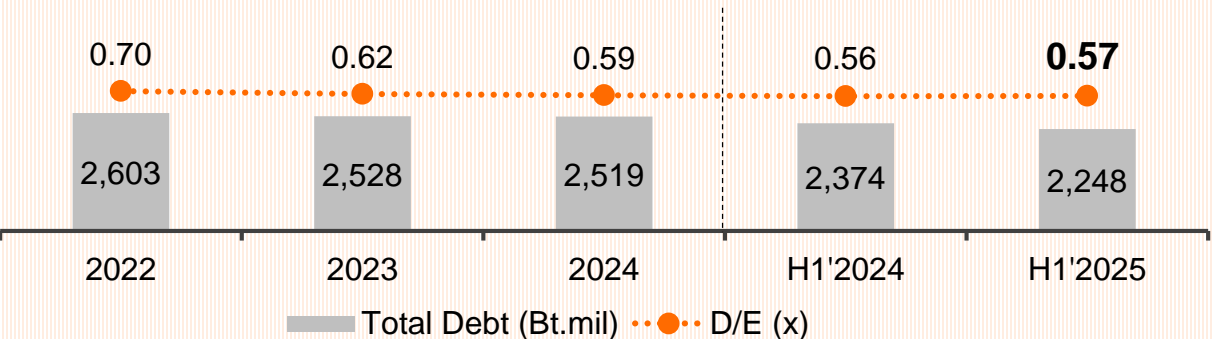
Return on Asset (%) ; ROA



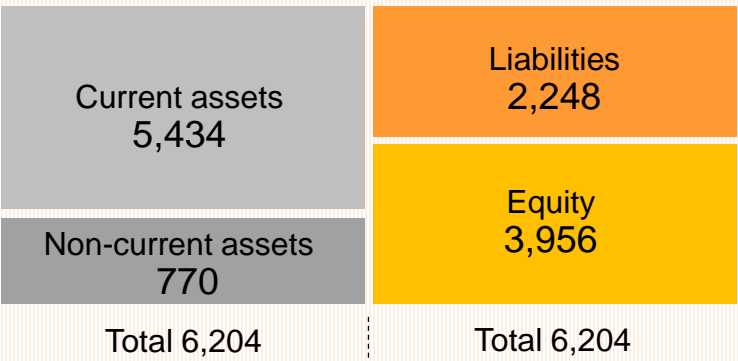
Return on Equity (%) ; ROE



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

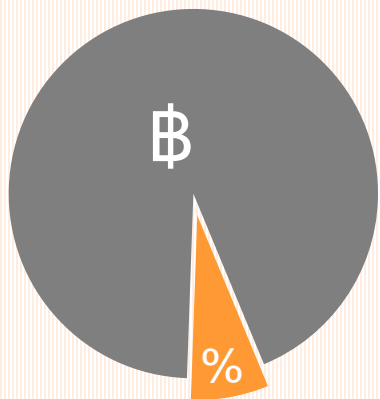


Financial Structure Q2'2025 (THB.mil)



Source: www.set.or.th as **Aug 15, 2025**
*SI-Peer = System Integration Peer

Interim dividend*



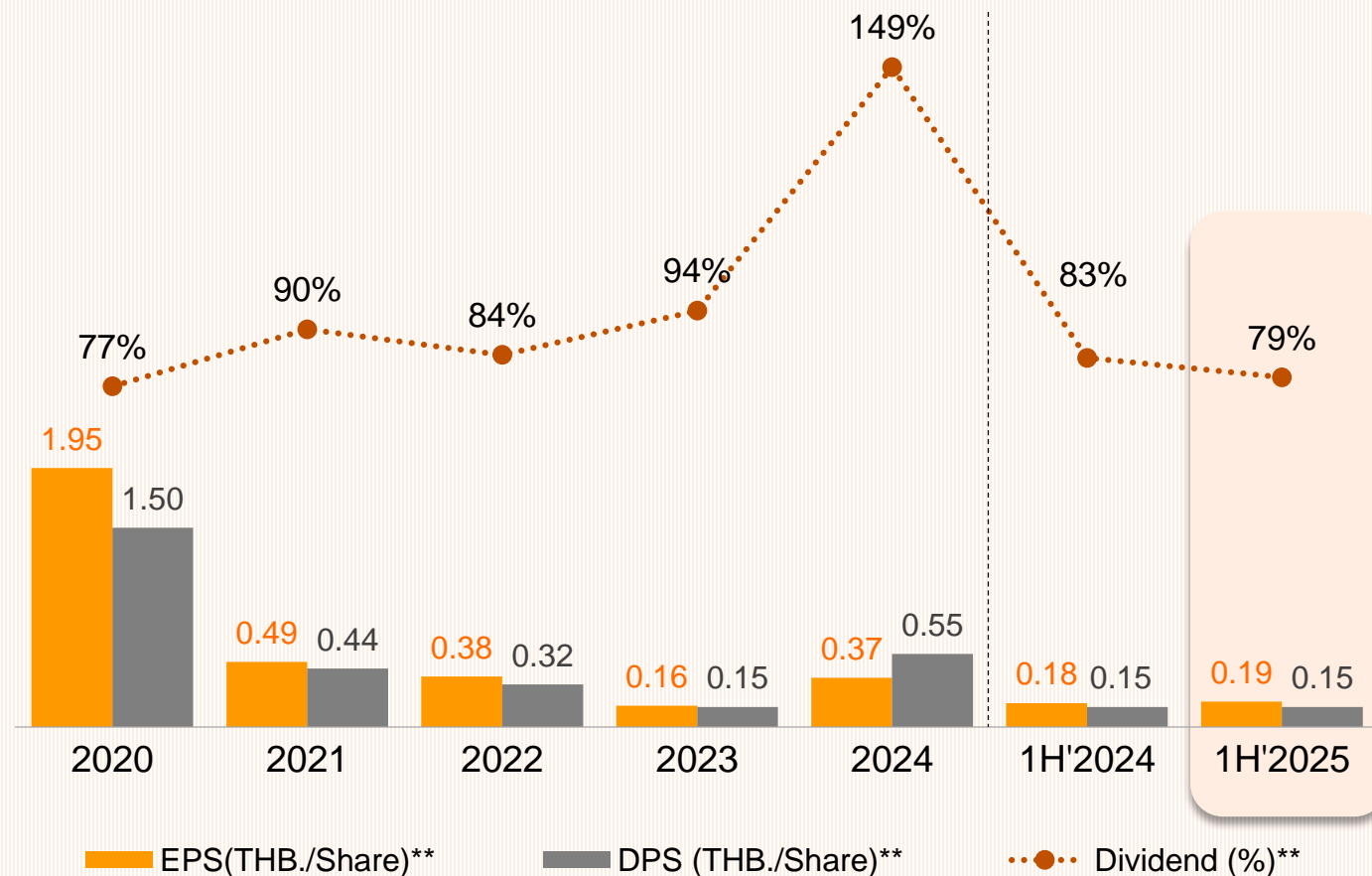
Dividend

0.15 Baht

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

XD: **21 August 2025**

Dividend Payment: **5 September 2025**



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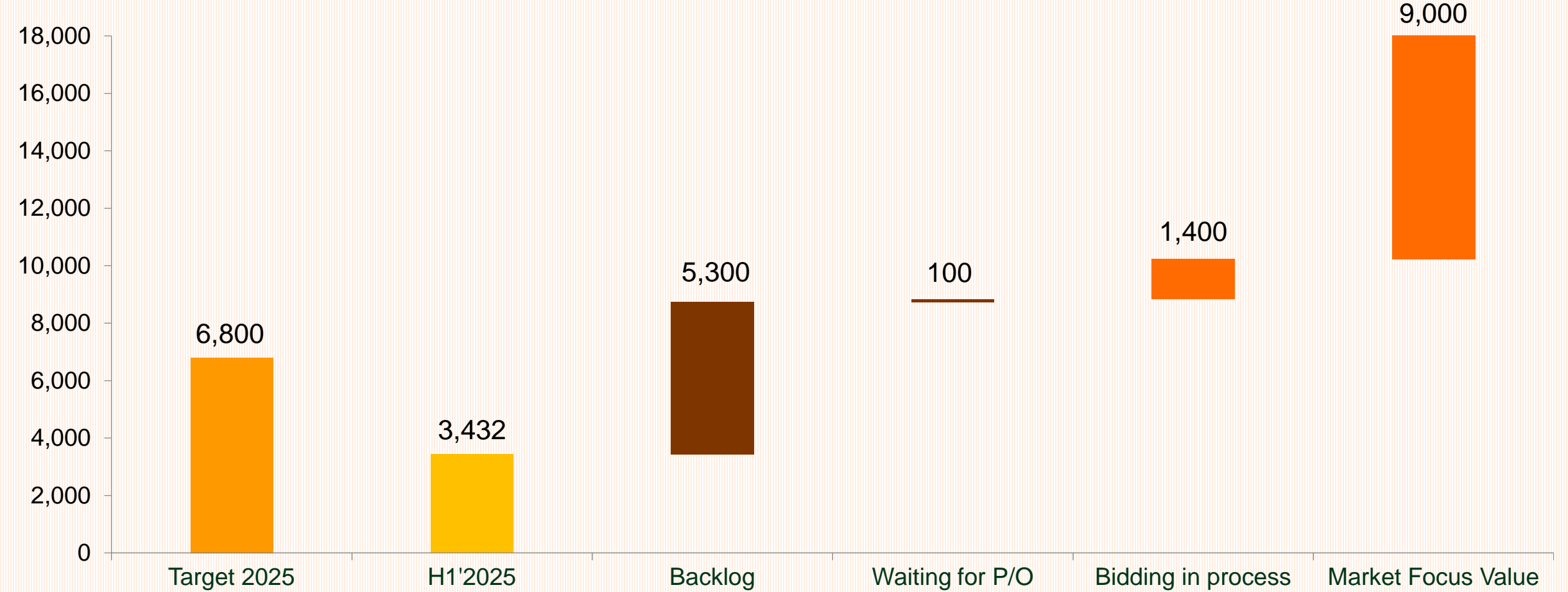


**Revenue
Target**

**6,800
Mil.Baht**

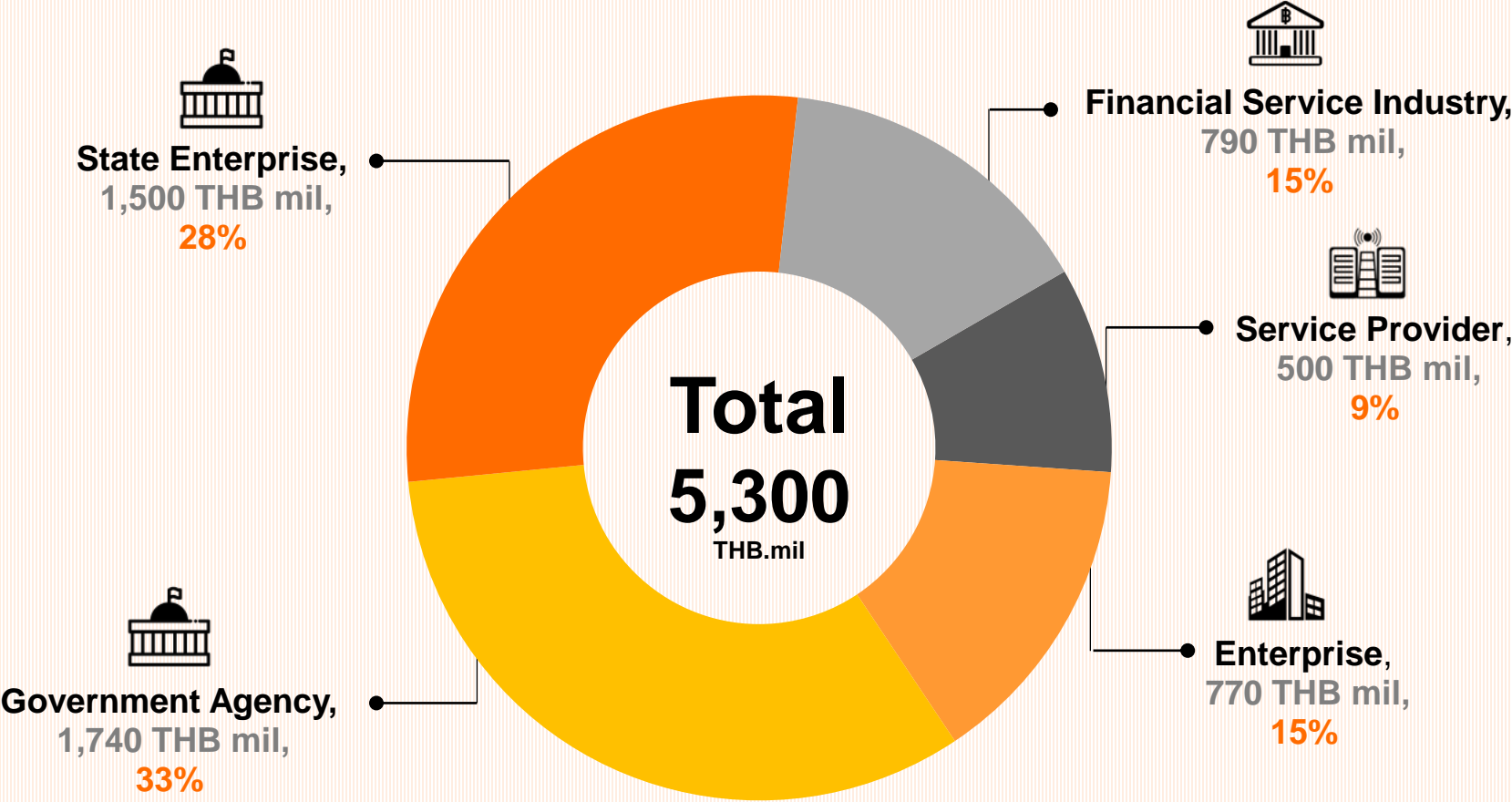
AIT's Outlook 2025 – 2026

Million Baht

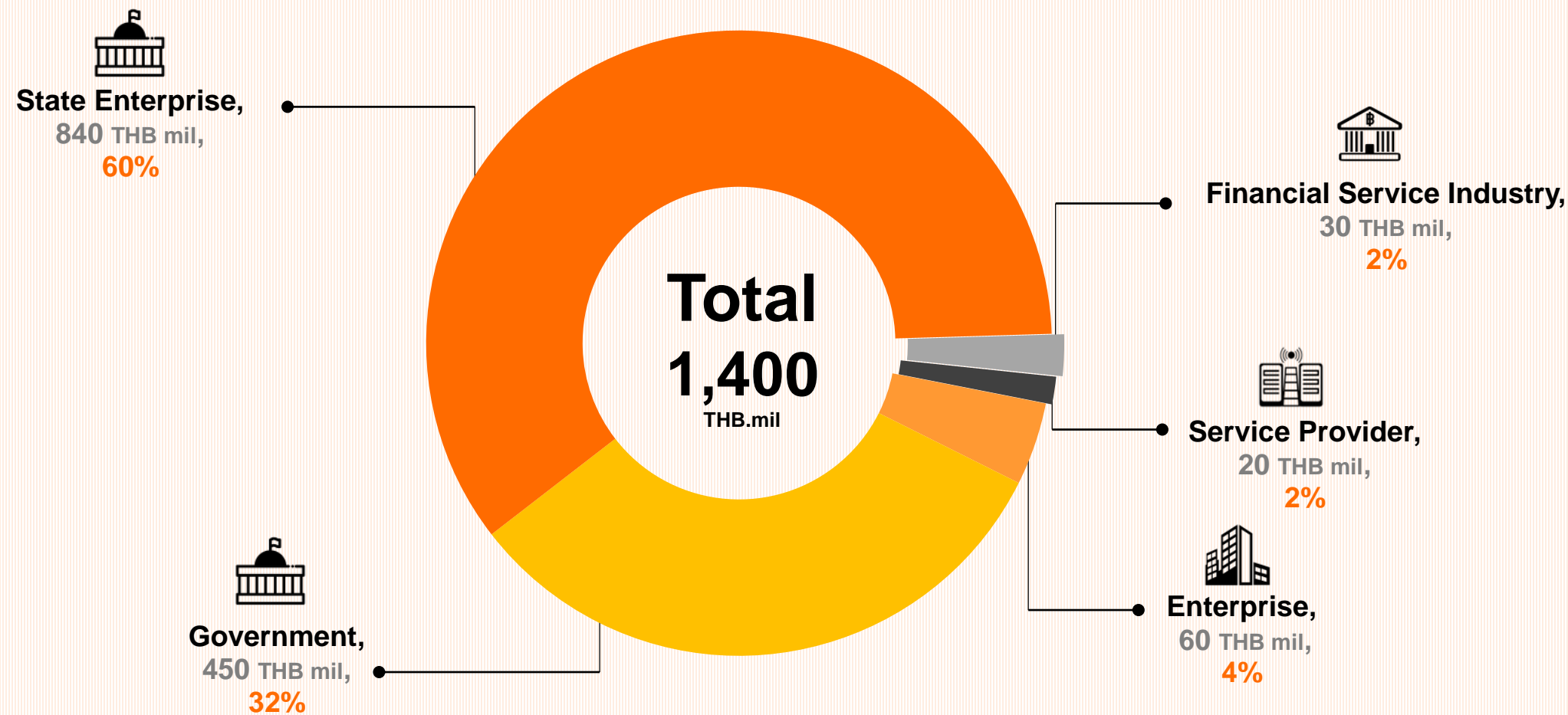


Source: Company estimation updated on **Aug 8, 2025**

Project in Backlog



Bidding in Process



“Lifelong Trusted Partner”

Thank you

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