



Annual Report 2018

รายงานประจำปี 2561

บริษัท แอ็คવานชั่นฟอร์เบชั่นเทคโนโลยี จำกัด (มหาชน)  
Advanced Information Technology Public Company Limited

# Get to know the Business of Advanced Information Technology PCL.



Our business is The **System Integrator or "SI"** or the designer of computer system and computer communication system in order to be able to work altogether efficiently and effectively agreeing with the customer's demand of work. The components of system consist of computer hardware, system software, application software, and computer network system equipment. Our sale is in the feature of completeness or **Turn Key** including the consultation, project planning, system design, implementation, installation, training, and maintenance.

## VISION

**"AIT vision is to be a key player in driving Thailand's Digital Society in order to provide more accessibility opportunities for our customers everywhere and every time"**

## MISSION

**"Your success is our success"**



### To Customers

Is to be number one in the minds customers and provides a professional team who emphasize the customer's benefits and success beyond the features.

### To Employees

Is to encourage them to be a professional and create the stability of work and family life.



### To Shareholders

Is to build confidences and maximize return to shareholders.

### To Partners

Is to create trust to business partners to drive business growth opportunities and sustainable success together.



### To Society and Community

Is to create the digital services to society and community

## CORE VALUE

### Being Professional



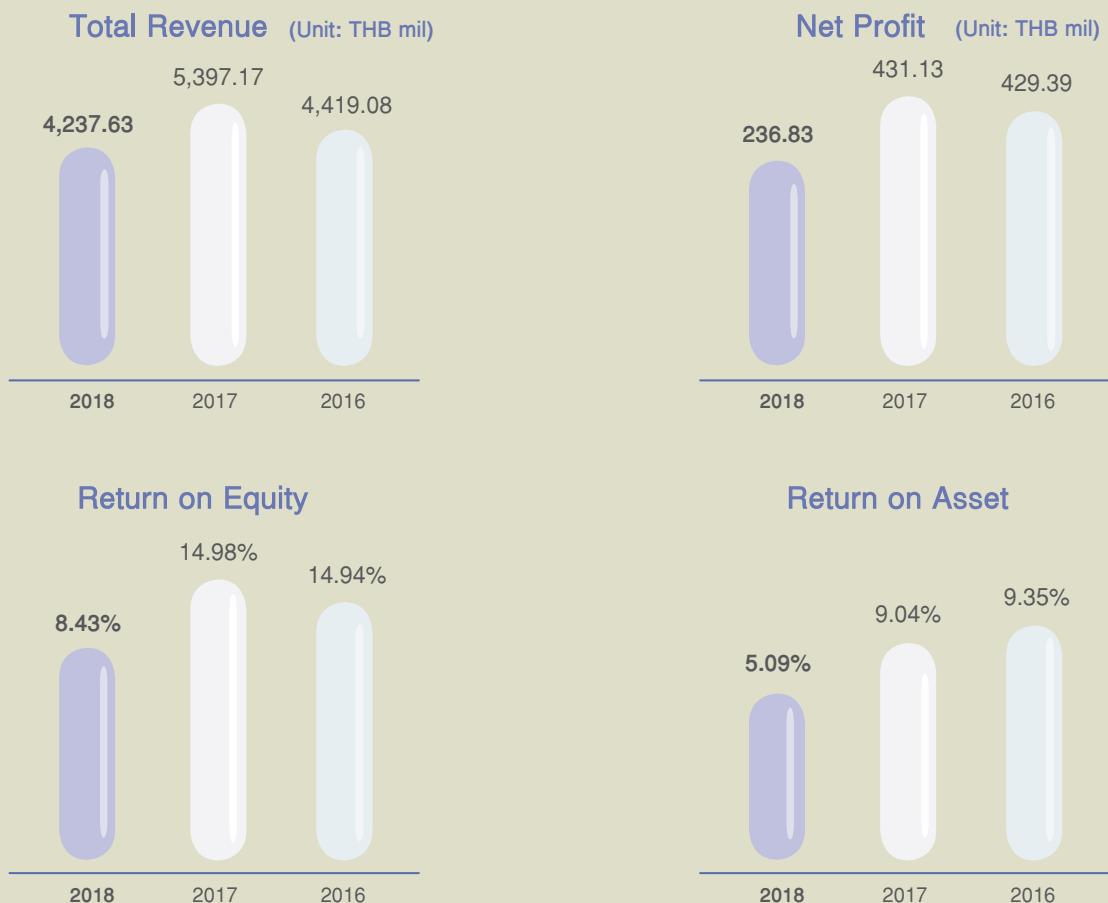
### Friendly Collaboration



### Virtual



## Financial Highlights



Financial Highlights	Consolidated financial statements			Financial statements in which equity method is applied		
	2018	2017	2016	2018	2017	2016
Total Assets (THB mil)	4,272.78	5,024.95	4,511.80			
Total Liabilities (THB mil)	1,528.12	2,153.41	1,627.80			
Total Shareholder's Equity (THB mil)	2,744.66	2,871.54	2,884.00			
Total Revenues (THB mil)	4,237.63	5,397.17	4,419.08			
Total Expense (THB mil)	3,887.70	4,808.46	3,848.38			
Net Profits (THB mil)	236.83	431.13	429.39			
Earning per Share (Baht)	1.15	2.09	2.08			
Total Number of Employee (persons)	469	332	321			
Total Number of Shares (shares) as of 31st December	206,320,897	206,320,897	206,320,897			
Financial Ratios						
Liquidity Ratio (Times)	2.70	2.16	2.67			
Gross Profit Margin (%)	18.96%	20.16%	24.49%			
Net Profit Margin (%)	5.59%	7.99%	9.72%			
Debt to Equity Ratio (Time)	0.56	0.75	0.56			
Dividend Yield (%)	10.41%	6.61%	8.30%			

## Significant Event in the year 2018



**Genesis Data Center Company Limited;** Joint Venture of the company, the comprehensive data center service provider, opened on 1 January 2018



**Campana Company Limited;** Joint Venture of the Company's Joint Venture, The licensee to operate the fiber optic project in Myanmar, started the ground cable service (TARO project) since January 2018



**Advanced Information Technology PCL.** and SK Telecom; The telecommunication services provider from South Korea, organizing Next Gen-Digital Innovation seminar at the ballroom, Sheraton Grande Sukhumvit hotel to educate Thai entrepreneurs on implementing new technologies to improve their business efficiency, under the government policy for driving to the digital economic in the future, on 30 January 2018.



Mr. Siripong Oontornpan, Chairman of Executive Committee and President, attended and was awarded FY17 Top Service Partner of the Year and FY17 Commercial Segment Partner of the Year by CISCO at Thailand and Indochina Partner Conference 2018 at Deluxe theater, Pattaya on 1 February 2018.



Mr. Chodiwat Duntasarn, Director and Executive Vice President - Special Project, attended to the signing ceremony "Human Resource Information System (HRIS)" with State Railway of Thailand on 21 June 2018.

Advanced Information Technology PLC invested in a subsidiary named "**S P Resources and Commercials Pte.Ltd.**" in Singapore, to be engaged in trading of spare parts and hardware accessories, as well as to operate other businesses with an investment value of 100,000 SGD, which notified in the Board of Directors Meeting No.4/2018 for an acknowledgement on 4 October 2018.

# The Board of Directors



**Mr. Thana Chaiprasit**

Chairman of the Board



**Mr. Siripong Oontornpan**

President  
Director



**Mr. Chokechai Tanpoonsinthana**

Independent Director  
Chairman of the Audit Committee



**Mr. Pongtep Polanun**

Vice Chairman of the Board  
Independent Director  
Member of the Audit Committee



**Mr. Sripop Sarasas**

Independent Director  
Member of the Audit Committee



**Mr. Suraporn Raktaprichit**

Director



**Mr. Kijja Laoboonchai**

Director



**Mr. Thanarak Phongphatar**

Independent Director



**Mr. Kittisak Sopchokchai**

Director



**Mr. Pisak Charudilaka**

Director



**Mr. Chodiwat Duntasarn**

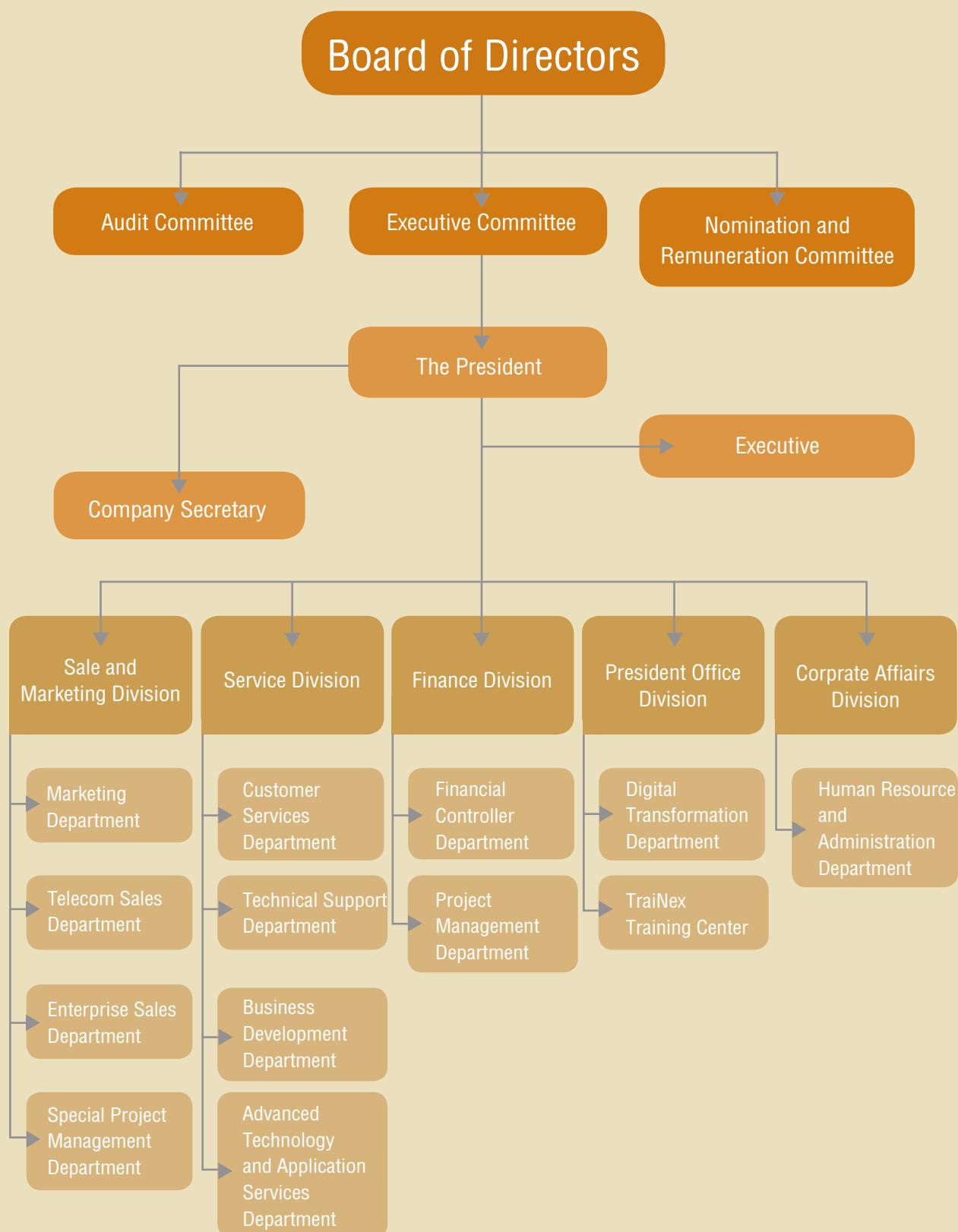
Director



**Ms. Sarin Chandranipapongse**

Company Secretary

# Organization Chart





## Message from the Chairman of the Board of Directors and the President

The Company overview for the year 2018 is considered as a year with a great difficulty and challenge, which was a result of the delay in the government investment in Information and Communication Technology, a small number of large-scale project, including an increasing awareness of the government sectors in digital transformation that became clarity yet had less investment, while the private sectors had higher awareness in digital transformation, resulted as a change of customer's investment in IT due to new technology. Refer to the mentioned factors, the operating performance of the previous year was decreased in revenue and profit by 21.48% and 45.07%, respectively compared to the year 2017.

Although, Thai economy in the year 2018 was fluctuate and risky in many areas, but the overall business opportunity still existed, especially in business sector that has the expansion channel, such as the investment in infrastructure of high-speed data networking, data connection and data exchange system center, digital platform for government infrastructure services, and the business that applied 4.0 technology to extend its business. The Company saw the opportunity in those businesses and determined to be the comprehensive IT provider, focusing on the added value services including cooperation with the leading partners in order to fulfill the need of customers in this digital age at all aspects. The Company believe that it will create stable and sustainable growth in the near future.

On behalf of the Board of Director of Advanced Information Technology Public Company Limited, we would like to thank the shareholders, customers, partners, trade alliances, financial institutes, executives and employees, including all stakeholders who supported and entrust the Company, which the Company enable to achieve good performances over the past period and strive to operate the sustainable business with all of your supports in the future.



Mr. Thana Chaiprasit  
Chairman of the Board



Mr. Siripong Oontornpan  
Chairman of Executive Committee & President

# Report of the Audit Committee

Dear Shareholders,

The Audit Committee performs its duties in accordance with the scope of authorities and responsibilities assigned by the Board of Directors. These duties are monitored to ensure that the executives and members of the Executive Committee perform their duties and manage the affairs of all stakeholders with integrity and responsibility in accordance with the Company policies.

In 2018, the Audit Committee was held 8 times, which were the meetings with the auditors but without any Company representatives as 4 times, for attending in order to monitor the progress of the operations as discussed and suggested by the auditors, and there were 4 the meetings with the management. Its main activities can be summarized as below.

1. To consider the quarterly and annual financial statements before present to the Board of Directors. The Audit Committee has questioned and listened to the explanations from the management and the auditors in order to the accuracy and completeness of the financial statement as well as the adequacy of disclosure, situations after the disclosure period and accounting adjustments that have significant impact on the financial statements to ensure that the financial statement was accurate in accordance with the regulations and standards of accounting principles that accounting system and financial statements are accurate and reliable. This including insuring that the financial statement disclosures are adequate and timely in order to beneficial to the investors and the users of financial statements.
2. To review and evaluate the internal control systems, the Audit Committee reviewed and gave opinions on the internal audit system's report of 2018, the topic regarding to the topic regarding to tracking an issue from the previous inspections, payment control system, fixed asset control system, cost of sales recognition system, after-sales cost control system and withholding tax control system, human resources management control system, budget management system that was reviewed and evaluated by the auditor, DIA Audit Company Limited The Board of Directors gave opinions that the Company's internal control system is sufficient and appropriate in accordance with the generally accepted criteria.
3. To realize the importance of the approval process procedure of the conflict of interest transactions in compliance with regulatory requirements and good corporate governance principles.
4. At each meeting, the Audit Committee reviewed and gave opinions regarding to their compliance with the Law of the Securities and Exchange Commission, the regulations of the Stock Exchange of Thailand, or other Laws relating to the Company's business. The report of the Company's operations for the year 2018 showed no significant issues regarding to non-compliance with the Securities and Exchange Commission Law, the regulations of the Stock Exchange of Thailand, or other laws relating to the Company's business.
5. The Audit Committee reviewed the performance, independence and appropriate of the remuneration and agrees to appoint DIA Audit Company Limited as the Company's internal auditor. Its inspections and reports are useful for CG procedures in accordance with the regulations of the Stock Exchange of Thailand. The responsibility committees were nominated namely: Ms.Apinan Sripromo, Mr.Satja Srewilai, Mr.Sumrit Prapawong, or other officials which was appointed by the internal auditor.
6. The Audit Committee considered, selected, appointment proposed and remuneration proposed for the Company's auditor for 2018 in order to present to the Board of Directors for an approval by the Annual General of Shareholders Meeting of 2018, the Audit Committee reviewed the performance, independence and appropriate of



the remuneration and agrees to appoint Ms. Manee Rattanabunnakit, a certified auditor of License No. 5313, or Mr. Termphong Opanaphan, a certified auditor of License No. 4501, or Ms. Sumalee Reewarabandith, a certified auditor of License No. 3970, on behalf of EY Office Limited as the Company's auditor for 2019 as the following reasons:

- The standard of good performance, the professional practice of auditing, and the consistently of good performance;
  - The recommendation and clearly advice on the new standards of the accounting principles and guidelines;
  - The Auditor's fee for the year 2019 is totaling 1,600,000 Baht (One Million Six Hundred Thousand Baht), which was reasonable increased by 7.38 percent from The Auditor's fee for the year 2018;
  - The audit firm and the auditors as the proposed lists above, have no relationship or conflict of interest with the Company, managements, major shareholders, or anyone related to such a person; therefore, the Audit Committee carried out its independent in audit and comment on the Company's financial statements.
7. The Audit Committee performed within the full scope of the authority as set in the Charter of the Audit Committee, and in accordance with the laws of the Securities and Exchange Commission and the regulations of the Stock Exchange of Thailand.

The Audit Committee's opinion that the Company's operation results for the year ended 31 December 2018 have been performed under the proper internal control system and appropriate internal control process. The financial reports are accurate, complete and reliable and in accordance with the laws, rules, and regulation related to the Company's business including the accurate disclosure to regulator institutions that are consistent with good corporate governance, transparency and reliability.

Mr. Chokechai Tanpoonsinthana  
Chairman of the Audit Committee

# Report of the Nomination and Remuneration Committee

Dear Shareholders,

The board of director appointed the nomination and remuneration committee to recruit a qualified and competent person to serve as a president, including remuneration policy, the procedures, and other benefits for the board of director, sub-committees, executive officers, as well as all employees with fairness by taking all parties' benefit as the main.

In 2018, the nomination and remuneration committee performed its duties under the charter and the scope of an authority assigned by the Board of Director, holding two meetings for consideration on the topics. The Nomination and Remuneration members who have a conflict of interest will be deprived of their voting right in the relevant motions. The committee will prepare a minute of meeting with opinion and recommendation to the Board of Director for any further consideration, which resulting as follow;

1. Recruiting, selecting, and nominating appropriated person to assume the position replacing the company's directors who retired by rotation.

The Nomination and Remuneration Committee revealed the company's directors and Audit Committee whose terms would expire in 2017 and nominate the replacing directors as the regulation from the Stock Exchange of Thailand by considering the person's degree, experience, and knowledge, which will be beneficial to the company.

2. Selection for the Chairman of the Executive Director and the President

The Nomination and Remuneration Committee reviewed the selection for the Chairman of the Executive Director and the President, considering the person who qualified for the position according to the regulation from the Stock Exchange of Thailand, by taking the qualifications, experience, and knowledge that will give benefit to the Company in to an account, and proposed to the Meeting of the Board of Director for an approval.

3. Remuneration of the Board of Director

The Nomination and Remuneration Committee determined the remuneration, including monthly remuneration, meeting allowance, and pension of the year 2017 for the Board of Director and sub-committee, consisting the Board of Director, Audit Committee, and the Nomination and Remuneration Committee. The Board of Director will propose to the Shareholders' Meeting for an approval, as appropriate and relevant to the company performance, which the remuneration have to be comparable with the listed company that is in the same industry and similar in its size.



#### 4. Setting a salary raise and annual bonus

The Nomination and Remuneration Committee considered the structure of setting the annual bonuses of employees in 2018 and the salary raise in 2019 together with the Financial Controller Department, which is at an appropriate rate and in accordance with the company performance.

The Nomination and Remuneration Committee consistently reports its performance to the Board of Director for an acknowledgement, operating with all competences cautiously and transparency, adhere to good governance principle for benefit of the company, shareholders, and stakeholders as a whole.

A handwritten signature in black ink, appearing to read "W. Pongtep Polanun".

(Mr. Pongtep Polanun)

Chairman of the Nomination and Remuneration Committee



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## Detail of the Board of Directors and Management



### Mr. Thana Chaiprasit

Chairman of the Board

Age 65

Date of Appointment as a Director : February 15, 2003

Educational Background : Ph.D. (Honorary) Doctor of Philosophy in Education, Ramkamhaeng University  
 : Ph.D. (Honorary) Doctor of Business Administration in General Management, Chandrakasem Rajabhat University  
 : Ph.D. (Honorary) Doctor of Arts in Innovation in Sports Management, Suan Sunandha Rajabhat University  
 : MINI MBA, Thammasart University  
 : The National Defense College (the combination of military officers and civilians) NDC 388  
 : 1.09% of paid up capital

#### % Shareholding

(as of 28 December 2018)

Personal Relationship with the Management : - None -

Illegal Record in the Past : - None -

#### Work Experience over the Past 5 Years (Listed Company)

2003 - Present : Chairman of the Board, Advanced Information Technology PCL.  
 Apr 2018 - Present : Vice Chairman of the Executive Committee, Osotspa PCL.

#### Work Experience over the Past 5 Years (Non Listed Company)

2014 - Present : The Board of Directors of The International Table Tennis Federation  
 2013 - Present : Honorary Executive Board Official of The Asian Table Tennis Union  
 1999 - Present : Treasurer of The National Olympic Committee of Thailand  
 1990 - Present : Chairman of the Board, Thanarom Co., Ltd.  
 1981 - Present : Chairman of the Board, Siam Glass Industry Co., Ltd.



### Mr. Siripong Oontornpan

Authorized Director/President / Chairman of the Executive Board Committee /

Member of the Nomination and Remuneration Committee

Age 66

Date of Appointment as a Director : June 1, 1993

Educational Background : Doctor of Philosophy Program in Public Administration, Eastern Asia University  
 : Master of Science (Computer Science), Western Michigan University, USA  
 : Bachelor of Electrical Engineering, Western Michigan University, USA  
 Training Record : Thai Institute of Directors Association (IOD)  
 : Director Certification Program 36/2003  
 : National Defense College 2004  
 : Capital Market Academy #12  
 : Advanced Security Management Program (ASMP3)  
 : Pillars for The Kingdom Program The Royal Initiative for Advanced Leadership (RIAL 1)  
 : Pillars for The Kingdom Program "V.I.P." Under the Royal Graciousness Class 1 (PVP)  
 : Senior Executive Program for Nation Building (NBI1)  
 : Thammasat Leadership Program (11)  
 : Thammasat World Leadership Program: TWLP #2  
 : Thammasat Golf Leadership Program #7

% Shareholding : 5.21% of paid up capital

(as of 28 December 2018)

Personal Relationship with the Management : Spouse of Mrs. Netnapit Oontornpan

Illegal Record in the Past : - None -

#### Work Experience over the Past 5 Years (Listed Company)

1993 - Present : Director / Member of the Nomination & Remuneration Committee /  
 Chairman of the Executive Board Committee / President,  
 Advanced Information Technology PCL.

#### Work Experience over the Past 5 Years (Non Listed Company)

Sep 2017 - Present : Director, Make me wine Company Limited  
 Oct 2017 - Present : Director, Rainier Development Company Limited  
 2012 - Present : Director, Loxley and AIT Holding Co., Ltd.



### Mr. Chokechai Tanpoonsinthana

Independent Director / Chairman of the Audit Committee

Age 71

Date of Appointment as a Director : February 15, 2003

Educational Background : MBA (Quantitative Analysis & Finance), University of Wisconsin (Madison Campus), USA

: Master of Science (Civil Engineering), University of Wisconsin (Madison Campus), USA

: Bachelor of Engineering, Chulalongkorn University

Training Record

: Thai Institute of Directors Association (IOD)

: Director Certification Program (DCP), 3/2000

: Audit Committee and Continuing Development Program (ACP), 8/2009

: Monitoring the Internal Audit Function (MIA), 6/2009

: Monitoring the System of Internal Control and Risk Management (MIR), 7/2009

: Monitoring Fraud Risk Management (MFM), 1 /2009

: Monitoring the Quality of Financial Reporting (MFR), 12/2010

: Advanced Audit Committee Program (AACP), Class 4/2010

: - None -

% Shareholding  
(as of 28 December 2018)

Personal Relationship with the Management : - None -

Illegal record in the past : - None -

Work Experience over the Past 5 Years (Listed Company)

2003 - Present : Independent Director and Chairman of Audit Committee,  
Advanced Information Technology PCL.

2000 - Present : Independent Director / Member of Audit Committee, Thai Stanley Electric PCL.

2007 - 2011 : Independent Director / Member of Audit Committee

Member of Nomination & Remunerations Committee, Thai Agro Energy PCL.

Work Experience over the Past 5 Years (Non Listed Company)

Jan 2015 - 23 Nov 2018 : Advisor to the Executive Board of Director Banphaeo Hospital  
(Public Organization)

2013 - Present : Independent Director / Member of Audit Committee, Witcorp Products Ltd.

2011 - Present : Member of the Appeal Committee The Stock Exchange of Thailand

2011 - 2014 : Member of the Appeal Committee Thailand Futures Exchange PCL.

2010 - Present : Advisor Thai City Electric Co., Ltd.



### Mr. Pongtep Polanun

Vice Chairman of the Board / Independent Director /

Chairman of the Nomination and Remuneration Committee / Member of the Audit Committee

Age 65

Date of Appointment as a Director : February 15, 2003

Educational Background : M.S., (Economics), The National Institute of Development Administration

: EMBA, (Executive Master of Business Administration), Sasin

Graduate Institute of Business Administration of Chulalongkorn University

: B.S., Economics, Thammasat University

Training Record

: Thai Institute of Directors

: Accreditation Program Director 36/2005

% Shareholding : less than 0.01% of paid up capital

(as of 28 December 2018)

Personal Relationship with the Management : - None -

Illegal record in the past : - None -

Work Experience over the Past 5 Years (Listed Company)

2012 - Present : Independent Director of Kiatnakin Bank PCL.

2003 - Present : Vice Chairman of the Board / Chairman of Nomination and  
Remuneration Committee / Independent Director / Member of  
the Audit Committee, Advanced Information Technology PCL.

Work Experience over the Past 5 Years (Non Listed Company) -



### Mr. Sripop Sarasas

Independent Director / Member of the Audit Committee / Member of the Nomination and Remuneration Committee

Age 62

Date of Appointment as a Director : February 15, 2003

Educational Background : MBA, University of Southern California, USA

: Bachelor of Medical Technology, Chulalongkorn University

Training Record

: Thai Institute of Directors Association (IOD)

: Director Certificate Program 22/2002 (Diploma)

: Audit Committee Program 1 /2004

: INSEAD : Advanced Management Programme (1994)

% Shareholding : - None -

(as of 28 December 2018)

Personal Relationship with the Management : - None -

Illegal record in the past : - None -

#### Work Experience over the Past 5 Years (Listed Company)

2018 - Present : Chief Administrative Officer / Director / Member of the Nomination and Remuneration Committee / Member of the Risk Management Committee / Member of the Corporate Governance Committee Bangkok Dusit Medical Services PCL.

2018 - Present : Chairman / Chairman of the Audit Committee Golden Lime PCL.

2011 - Feb 2018 : Independent Director / Chairman of the Audit Committee Golden Lime PCL.

2011 - Present : Independent Director / Chairman of the Audit Committee / Member of the Nomination and Remuneration Committee Bangkok Airways PCL.

2008 - Present : Independent Director / Chairman of the Audit Committee, Kiattana Transport PCL.

2008 - 2017 : Independent Director / Member of the Nomination and Remuneration Committee / Member of the Audit Committee / Member of the Risk Management Committee / Chairman of the Corporate Governance Committee Bangkok Dusit Medical Services PCL.

2003 - Present : Independent Director / Member of the Nomination and Remuneration Committee / Member of the Audit Committee, Advanced Information Technology PCL.

2003 - 2016 : Independent Director, The Royal Ceramic Industry PCL.

2003 - 2014 : Member of the Audit Committee The Royal Ceramic Industry PCL.

#### Work Experience over the Past 5 Years (Non Listed Company)

2018 - Present : Director, BDMS Asset Management Co., Ltd.

2018 - Present : Director, BDMS Training Co.,Ltd.

2007 - Present : Director, Khan Co., Ltd.

2007 - Present : Director, Parute (2008) Co., Ltd.



### Mr. Suraporn Raktaprachit

Director / Executive Board Committee / Senior Executive Vice

Age 64

Date of Appointment as a Director : March 5, 2003

Educational Background : Master Degree in Economics, Syracuse University - New York, USA

: Bachelor of Economics, The American University - Washington D.C., USA

Training Record

: Thai Institute of Directors Association (IOD)

: Director Certificate Program 35/2003

% Shareholding : 2.64% of paid up capital

(as of 28 December 2018)

Personal Relationship with the Management : - None -

Illegal record in the past : - None -

#### Work Experience over the Past 5 Years (Listed Company)

2013 - Present : Director, Asia Insurance PCL.

2003 - Present : Authorized Director / Executive Board Committee / Member of Nomination and Remuneration Committee / Senior Executive Vice President - Service Advanced Information Technology PCL.

#### Work Experience over the Past 5 Years (Non Listed Company)

2012 - Present : Director, Loxley and AIT Holding Co., Ltd.



### Mr. Kijja Laoboonchai

Director / Executive Board Committee /  
Senior Executive Vice President - Marketing and Sales

Age 60

Date of Appointment as a Director : August 22, 1994

Educational Background : Master Degree in Industrial & System, Engineering Ohio University, USA  
: Bachelor of Engineering, Chulalongkorn University

Training Record : Thai Institute of Directors Association (IOD)  
: Director Certificate Program 36/2003  
: Management and Psychology Institute (MPI) Finance for Non-Finance Executives 2012

% Shareholding : less than 0.01% of paid up capital

(as of 28 December 2018) (held by Mrs. Anintita Laoboonchai spouse is another 0.06%)

Personal Relationship with the Management : - None -

Illegal record in the past : - None -

#### Work Experience over the Past 5 Years (Listed Company)

1994 - Present : Authorized Director / Executive Board Committee /  
Senior Executive Vice President - Marketing and Sales,  
Advanced Information Technology PCL.

#### Work Experience over the Past 5 Years (Non Listed Company)

2014 - 2017 : Director, SLA Asia Co., Ltd.



### Mr. Thanarak Phongphatar

Independent Director

Age 63

Date of Appointment as a Director : April 5, 2012

Educational Background : Master of Science in Information and Computer and Information Sciences, The Georgia Institute of Technology, Atlanta, Georgia, USA.

Training Record : Bachelor Degree of Engineering (Computer Sciences), Chulalongkorn University  
: Thai Institute of Directors Association (IOD)  
: Director Certificate Program (DCP) 242/2017  
: The Programmer for Senior Executive on Justice Administration Batch 10, Court of justice  
: National Defense College 2004  
: The Executive Program of Energy Literacy for a Sustainable Future Class 4, Thailand Energy Academy (TEA).

% Shareholding : less than 0.02% of paid up capital

(as of 28 December 2018)

Personal Relationship with the Management : - None -

Illegal Record in the Past : - None -

#### Work Experience over the Past 5 Years (Listed Company)

2012 - Present : Director, Advanced Information Technology PCL.

#### Work Experience over the Past 5 Years (Non Listed Company)

Present : Managing Director, The Southern Palm (1978) Co., Ltd.  
: Executive Director, The Southern Palm Oil Industry (1993) Co., Ltd.

2016 - Present : Vice Chairman The Federation of Thai Industries



### Mr. Kittisak Sopchokchai

Director / Member of the Nomination and Remuneration Committee

**Age 64**

**Date of Appointment as a Director** : February 15, 2003

**Educational Background** : Bachelor of Economics, Thammasat University

**Training Record** : Thai Institute of Directors Association (IOD)  
Director Accreditation Program 54/2006

**% Shareholding** : 3.33% of paid up capital

(as of 28 December 2018)

**Personal Relationship with the Management** : - None -

**Illegal record in the past** : - None -

#### Work Experience over the Past 5 Years (Listed Company)

2010 - Present : Member of the Nomination and Remuneration Committee,  
Advanced Information Technology PCL.

2003 - Present : Director, Advanced Information Technology PCL.

#### Work Experience over the Past 5 Years (Non Listed Company)

2018 - Present : Director, Veranda Resort PCL.

2016 - Present : Director, Villanova Khaoyai Co., Ltd.

: Director, Tonkoon Development Co., Ltd.

: Director, Sureetriboon Development Co., Ltd.

2010 - Present : Director, Toa Electronics (Thailand) Co., Ltd.

: Director, KSP Square Co., Ltd.

2008 - Present : Director, Oaktree Co., Ltd. (So Bangkok Hotel)

: Director, Sureetriboon Holding Co., Ltd.

1983 - Present : President, Vichai Trading (1983) Co.,Ltd.

: President, Sound and Communication Co.,Ltd.

: President, Audio Engeneering Service Co., Ltd.

: President, Digital Control Co., Ltd.



### Mr. Pisak Charudilaka

Director

**Age 66**

**Date of Appointment as a Director** : April 20, 2007

**Educational Background** : Master Degree in Political Science, Ramkhamhaeng University

: Bachelor of Laws, Ramkhamhaeng University

**Training Record** : Thai Institute of Directors Association (IOD)  
Director Accreditation Program 67/2007

: Economic and Finance Academy, Ministry of Finance : Professional Financier (#1)

**% Shareholding** : 1.26% of paid up capital (held by Mrs. Sroyson Charudilaka, Mr. Pisak's spouse)

(as of 28 December 2018)

**Personal Relationship with the Management** : - None -

**Illegal record in the past** : - None -

#### Work Experience over the Past 5 Years (Listed Company)

2007 - Present : Director, Advanced Information Technology PCL.

#### Work Experience over the Past 5 Years (Non Listed Company)

2005 - 2013 : Head of Customs House, Director of High Level, The Customs Department



### Mr. Chodiwat Duntasarn

Director / Senior Vice President - Special Project

Age 55

Date of Appointment as a Director : November 1, 2007

Educational Background : Master Degree in Marketing, Wagner College, USA

: Bachelor of Business Administration, Assumption University

Training Record : Thai Institute of Directors Association (IOD)

Director Certificate Program 72/2006

: Institute of Security Psychology, national Defense Studies Institute #96

: TLCA Executive Development Program 7 (EDP 7)

: Capital Market Academy - 27 (CMA-27)

% Shareholding : 3.39% of paid up capital

(as of 28 December 2018) (held by Mrs. Chantana Krakeseang, Mr. Chodiwat spouse, is another 1.04%)

Personal Relationship with the Management : - None -

Illegal record in the past : - None -

#### Work Experience over the Past 5 Years (Listed Company)

2016 - Present : Senior Executive Vice President - Special Project  
Advanced Information Technology Pcl.

2007 - Present : Director, Advanced Information Technology Pcl.

1995 - 2016 : Senior Executive Vice President-Sales Department,  
Advanced Information Technology Pcl.

#### Work Experience over the Past 5 Years (Non Listed Company)

Oct 2016 - Present : Director, APT Meditech Co., Ltd.

2015 - Present : Director, Rak baan rao Co., Ltd.



### Mr. Asawin Kangvolkij

Senior Executive Vice President - Finance

Age 57

Educational Background : Master Degree in Economics, Western Michigan University, USA

% Shareholding : - None -

(as of 28 December 2018)

Personal Relationship with the Management : - None -

Illegal record in the past : - None -

#### Work Experience over the Past 5 Years (Listed Company)

2017 - Present : Senior Executive Vice President - Finance  
Advanced Information Technology PCL.

2009 - 2017 : Senior Executive Vice President - Finance and Corporate Strategy,  
Advanced Information Technology PCL.

2007 - 2009 : Senior Executive Vice President - Corporate Strategy,  
Advanced Information Technology PCL.

#### Work Experience over the Past 5 Years (Non Listed Company)

2012 - Present : Director, Loxley and AIT Holding Co., Ltd.



### Mrs. Netnapit Oontornpan

Senior Executive Vice President - Corporate Affairs

Age 63

**Educational Background** : Master Degree in Inter - Communication, Western Michigan University, USA

**% Shareholding** : 0.75% of paid up capital

(as of 28 December 2018)

**Personal Relationship with the Management** : Spouse of Mr. Siripong Oontornpan

**Illegal record in the past** : - None -

**Work Experience over the Past 5 Years (Listed Company)**

2003 - Present : Senior Executive Vice President - Corporate Affairs,  
Advanced Information Technology PCL.



### Ms. Sureerat Prachayanukul

Executive Vice President - Financial Controller

Age 47

**Educational Background** : Master Degree in Accountancy, Thammasat University

**% Shareholding** : 0.09% of paid up capital

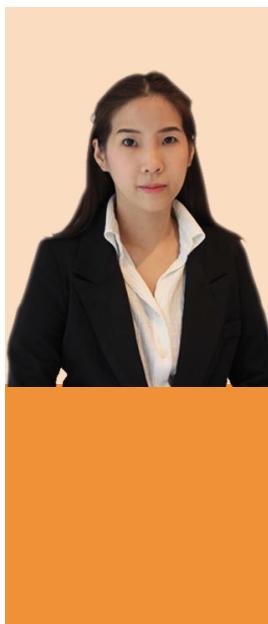
(as of 28 December 2018)

**Personal Relationship with the Management** : - None -

**Illegal record in the past** : - None -

**Work Experience over the Past 5 Years (Listed Company)**

2003 - Present : Executive Vice President Financial Controller,  
Advanced Information Technology PCL.



### Ms. Sarin Chandranipapongse

Company Secretary

Age 37

**Educational Background** : Master Degree in International Business & Entrepreneurship  
Marladalen University, Sweden

: Bachelor of Law, Chulalongkorn University

**% Shareholding** : - None -

(as of 28 December 2018)

**Personal Relationship with the Management** : - None -

**Illegal record in the past** : - None -

**Training Record** : Thai Institute of Directors  
Company Secretary Program 81/2017

**Work Experience over the Past 5 Years (Listed Company)**

July 2017 - Present : Vice President - Company Secretary  
Advanced Information Technology PCL.

# Board Directors and Management' Shareholding Report of Year 2018

Unit: Percentage of total shares

Name - Last Name	Position	Common Stock (as of 28 Dec 2018)	
		2018	2017
1. Mr. Thana Chaiprasit	Chairman of the Board	1.09	1.09
2. Mr. Siripong Oontornpan	President, Nomination & Remuneration Committee, Chairman of Executive Board Committee	5.21	5.21
3. Mr. Chokechai Tanpoonsinthana	Chairman of the Audit Committee, Independent Director	-	-
4. Mr. Pongtep Polanun	Vice Chairman of the Board, Independent Director, Audit Committee, Chairman of the Nomination and Remuneration Committee	<0.01	<0.01
5. Mr. Sripop Sarasas	Independent Director, Nomination and Remuneration Committee, Audit Committee	-	-
6. Mr. Suraporn Raktapraphit	Director, Nomination and Remuneration Committee, Executive Board Committee Senior Executive Vice President - Service	2.64	2.64
7. Mr. Kijja Laoboonchai	Director/ Executive Board Committee/ Senior Executive Vice President - Marketing and Sales	<0.01	<0.01
8. Mr. Thanarak Pongpatar	Independent Director	<0.02	<0.02
9. Mr. Kittisak Sopchokchai	Director, Nomination and Remuneration Committee	3.33	3.26
10. Mr. Pisak Charudilaka	Director	-	-
11. Mr. Chodiwat Duntasarn	Director, Executive Vice President - Special Project	3.39	3.39
12. Mr. Asawin Kangvolkij	Senior Executive Vice President - Finance and Corporate Finance and Strategy	-	-
13. Mrs. Netnapit Oontornpan	Senior Executive Vice President - Corporate Affairs	0.75	0.75
14. Ms. Sureerat Prachayanukul	Executive Vice President - Financial Controller	0.09	0.09

# General Information about the Company

## Details about Company's Securities

<b>Issuer</b>	:	Advanced Information Technology Public Company Limited
Ticker	:	AIT
First Listing Date	:	30 July 2003
Market Capitalization	:	4,085,153,760.60 Baht (as of 4 January 2019)
Paid-up Capital	:	1,031,604,485 Baht
Number of Shareholders	:	7,219 (as of 24 August 2018)
% Free float	:	70.04% (as of 2 March 2018)
<b>Type of Business</b>	:	Relating to information and communications technology, including the maintenance and development of IT systems
<b>Head Office</b>	:	37/2 Sutthisarn Road, Samsennok, HuayKwang, Bangkok 10320
Services centers		Chonburi, Khonkaen, Chiangmai, Suratthani, Phitsunalok, Songkhla and Nakhon Ratchasima
Company's Registration	:	0107546000067
Tel	:	0-2275-9400
Fax	:	0-2275-9100, 0-2275-9200
Website	:	<a href="http://www.ait.co.th">www.ait.co.th</a>

### Auditors

Manee Rattanabunnakit	CPA License Number 5313 and/or
Termphong Opanaphan	CPA License Number 4501 and/or
Sumalee Reewarabandith	CPA License Number 3970

### EY Office Limited

33<sup>rd</sup> Floor, Lake Ratchada Office Complex, 193/136-137, Ratchadaphisek Road, Klongtoey, Bangkok 10110  
Tel: (66) 2264-0777 Fax: (66) 264-0789-90

### Securities Registrar

Thailand Securities Depository Company Limited  
93 Ratchadaphisek Road, Dindang, Bangkok 10400  
Tel: (66) 2009-9000  
Fax: (66) 2009-9991  
SET Contact center: (66) 2009-9000  
Website: <http://www.set.or.th/tsd>  
E-mail: [SETContactCenter@set.or.th](mailto:SETContactCenter@set.or.th)

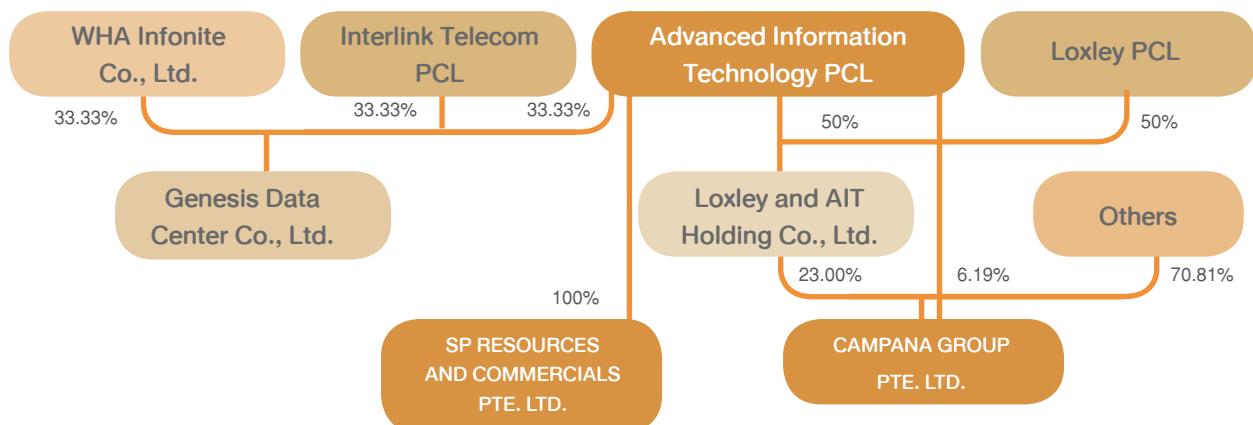
## General Information on the Company

Company	Type of Business	Registered Capital (Baht)	Par Value per Share (Baht)	Paid-up Capital (Baht)	% Shareholding
Advanced Information Technology Public Company Limited 37/2 Sutthisarnvinijchai Road, SamsenNok, HuayKwang, Bangkok, 10320	Relating to information and communications technology, including the maintenance and development of IT systems	1,031,640,485	5	1,031,640,485	-
<b>Subsidiary</b>					
SP RESOURCES AND COMMERCIALS PTE. LTD. 80 Raffles Place #15-10, UOB Plaza, Singapore 048624	Trading spare parts, hardware accessories, and other businesses	1 Dollar Singapore	-	1 Dollar Singapore	100
<b>Joint- venture</b>					
Loxley & AIT Holding Co., Ltd. 2 Soi Phahonyothin 19, Phahonyothin Road, Jatujak Bangkok	Investment in Lump sum turnkey contracts for the installation of telecommunication works, electricity plants and sales of related equipment	200,000,000	100	200,000,000	50
Genesis Data Center Co., Ltd. 111/11-12 , Moo 11 Bang Chalong Bang Phli Samut Prakan 10540	Provide Data Center services such as server space rental and backup service	210,000,000	100	210,000,000	33.33
<b>Associate of the Company's joint venture</b>					
CAMPANA GROUP PTE. LTD. 51 Changi Business Park Central 2, #04-11, The Signature, Singapore, 486066	Operator in the submarine optical fiber network	N/A	-	N/A	6.19

## Dividend Policy

The Company's dividend payout ratio is not less than 40% of net profit in case there is no other necessary obligation for this amount of money and the dividend payout must not materially affect the normal business operations of the Company.

## Shareholding Structure of the Company



## Major Shareholders

Top 10 major shareholders as of the latest book closing date as of 24<sup>th</sup> August 2018:

Shsreholder	No. of Shares	%
1. The Oontornpan Group <sup>(1)</sup>	30,803,005	14.93
2. The Sopchokechai Group <sup>(2)</sup>	9,774,659	4.74
3. The Duntasarn Group <sup>(3)</sup>	9,600,000	4.65
4. Thai NVDR Company Limited	7,354,708	3.57
5. The Raktaprachit Group <sup>(4)</sup>	5,843,953	2.83
6. The Charudilaka Group <sup>(5)</sup>	3,879,797	1.88
7. Mr. Ong-art Worawitlikit	2,880,000	1.40
8. Mr. Thawatch Tantimaet	2,328,000	1.13
9. Mr. Thana Chaiprasit	2,250,000	1.09
10. Ramkhamhaeng Hospital PCL.	2,195,000	1.06
Other Shareholders	129,393,775	62.72
<b>1. The Oontornpan Group comprises of:</b>		
1. Mr. Siripong Oontornpan	10,753,225	5.21
2. Ms. Sasinet Baholyodhin	6,898,115	3.34
3. Ms. Sinanang Oontornpan	5,052,908	2.45
4. Mr. Sina Oontornpan	5,044,060	2.45
5. Mrs. Netnapit Oontornpan	1,552,497	0.75
6. Ms. Saowaluck Oontornpan	1,000,000	0.48
7. Mr. Prachumsak Oontornpan	285,000	0.14
8. Mr. Surathee Oontornpan	217,200	0.11
Total	30,803,005	14.93
<b>2. The Sopchokechai Group comprises of:</b>		
1. Mr. Kittisak Sopchokechai	6,874,659	3.33
2. Mr. Titikorn Sopchokechai	1,450,000	0.70
3. Ms. Pimpaka Sopchokechai	1,250,000	0.61
4. Ms. Boonthida Sopchokechai	200,000	0.10
Total	9,774,659	4.74
<b>3. The Duntasarn Group comprises of:</b>		
1. Mr. Chodiwat Duntasarn	7,000,000	3.39
2. Mrs. Chantana Krakeseang	2,600,000	1.26
Total	9,600,000	4.65
<b>4. The Raktaprachit Group comprises of:</b>		
1. Mr. Suraporn Raktaprachit	5,455,885	2.64
2. Ms. Thippayachat Raktaprachit	388,068	0.19
Total	5,843,953	2.83
<b>5. The Charudilaka Group comprises of:</b>		
1. Mrs. Soyson Charudilaka	2,606,378	1.26
2. Ms. Apiporn Charudilaka	651,994	0.32
3. Mr. Apimuk Charudilaka	621,425	0.30
Total	3,879,797	1.88

# Business Overview

## Business Objectives in 2019



As a result of the transition in world economic and social that are shifting to the digital transformation including Thailand development guideline for a sustainable growth by setting a development plan of Thailand 4.0, the Company has set a five-year business plan, implemented from 2017 to 2022, to support the digital transformation. There are 7 business divisions, as follows;

1. **System Integrator (SI)**, a business that integrates all components into a single ICT system or a single solution to deliver a turn key solution to customers, composed of a hardware system, a software system, a network system, and an application software system, including consult, design, installation, training, and maintenance.
2. **Cloud Implementer**, a business of building cloud system for both public and private sectors. Most of these organizations are a large corporation with subsidiaries, which the cloud system will help managing its IT system more effectively and cost saving.
3. **Data Virtualization (DV)**, a business of creating an organizational data or a Big Data, to be beneficial of utilizing data and statistics in management, to gain effectiveness and competitive advantage.
4. **Security**, a business of securing information in computer and communication system.
5. **Internet of Things (IOT)**, a business that connecting devices, such as an equipment, a machinery, an instrument, or other devices, to connect with an internet to work efficiency, easy to manage, convenience and save the cost.
6. **Software**, a business of an application software, a system software, and software define network (SDN), which will help the organization to accelerate the application usage and deliver faster. The cost of IT can be reduced by utilizing an automatic workflow policy.
7. **Investment Business**, an investment in businesses that generate long-term and continuous returns, especially in Start Up business, which is an innovation from creativity.

According to adaptation in the Company's operation guideline, the Company's business will be the business that provides answers to the customers comprehensively and integrally, including support the digital transformation. Besides setting the new business guidelines, the Company has improved an internal organization of sales and support departments to be aligned with the new business guideline, including the development in systems and operation processes to be more efficient by implementing various technologies to speed up, be accurate, and generate statistics data to support in the management and decision-making effectively, including personnel development to gain more knowledge and be able to service customers in all fields professionally. These procedures are the Company's transform business to serve changes in the digital transformation.

## Nature of Business

In the year 2018, the Company has established the business model to comply with the Company's goals, by dividing the business into 3 sectors;

1. **System Integrator (SI):** Providing comprehensive Information Technology and telecommunication services.
2. **Digital Transformation:** Providing digital transformation service to enhance the System Integrator business, to be more comprehensive and efficiency.
3. **Investment:** Investing in Information Technology and telecommunication business, to create an opportunity for the business growth and generating long-term returns. At present, the Company has invested in 2 companies, named as;
  - Genesis Data Center Company Limited: A comprehensive and modern data center provider.
  - Campana Company Limited: A fiber optic project operator in the Republic of the Union Myanmar (Myanmar), though 2 projects, named as;
    1. SIGMA project (formally: MYTHIC): Submarine optical cable
    2. TARO project: Optical ground cable

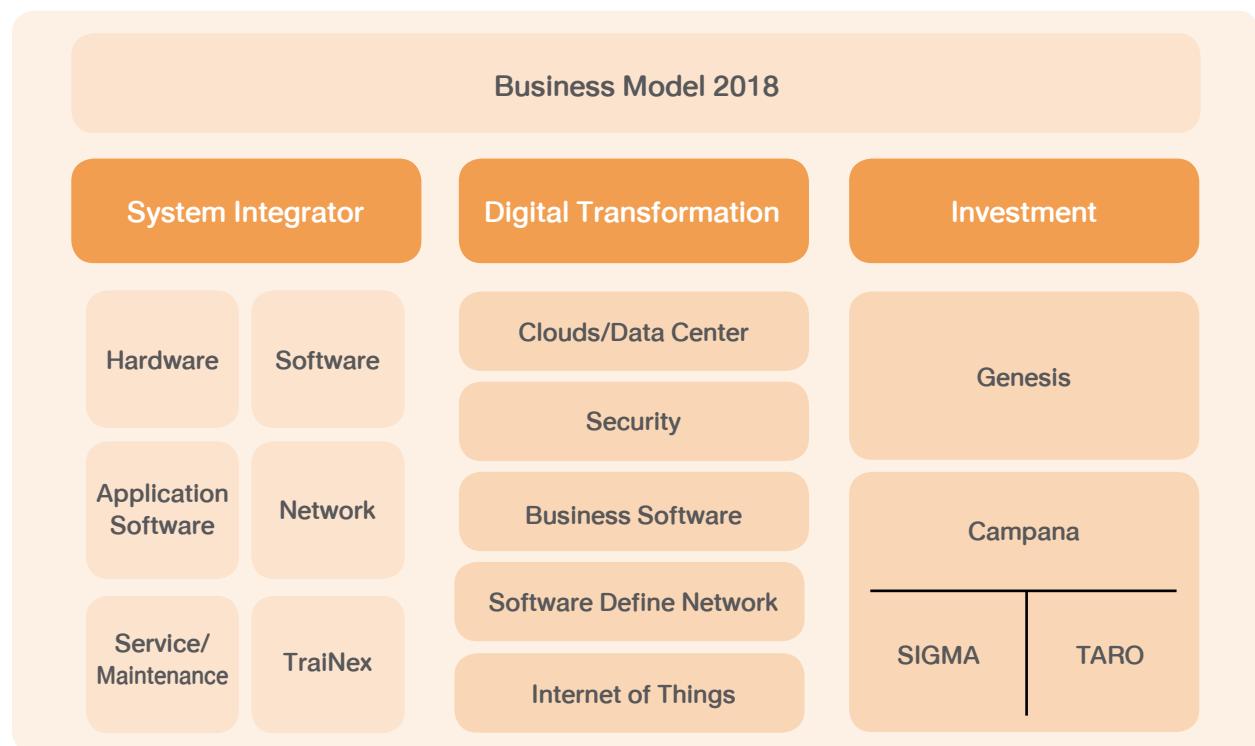


Diagram 1.1 Business Model 2018

The main business of the Company is to be a comprehensive Information Technology and telecommunication services provider, by designing a computer system and a computer communication system, which are integrating and working efficiently and effectively as the needs of the customers, which is named the System Integrator, a system with services of computer hardware, system software, application software, and computer network equipment. The Company has a comprehensive sales style or Turn Key, starting from understands the needs of customers, consulting, project planning, system design, installation operation, maintenance, as well as training for the clear understanding in operation, as shown in a diagram 1.2

## System Integrator

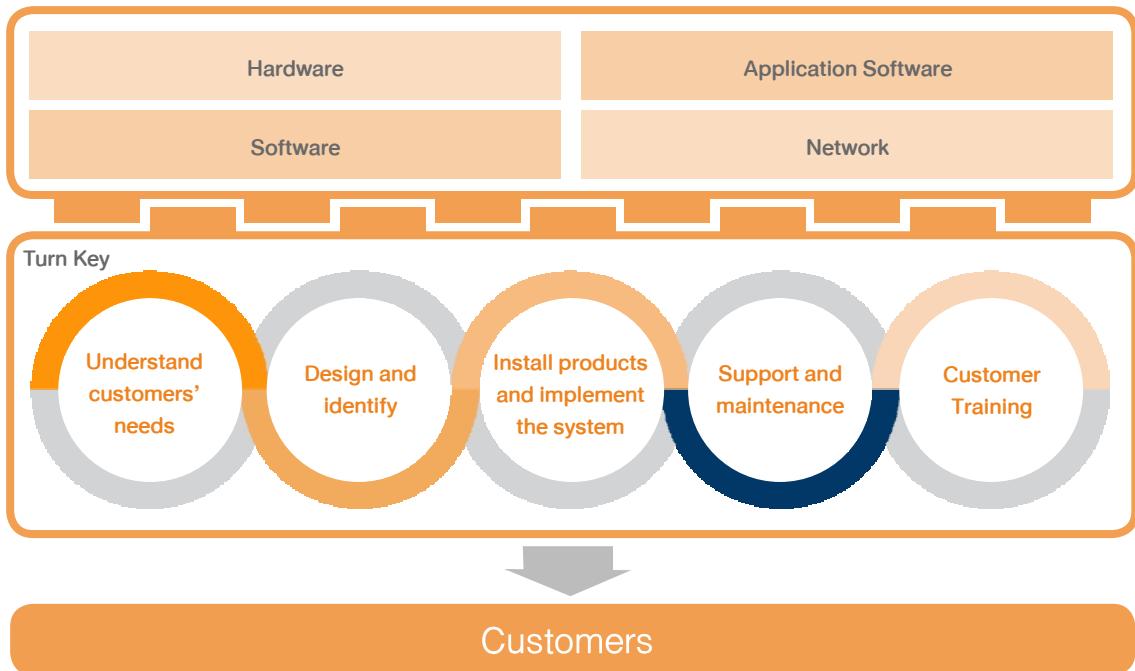


Diagram 1.2 The Business Operations of the System Integrator

The Company operates the SI business in accordance with 4 plans and structures, as follows;

### 1. Product Sales and Services

A project work is the main component in doing a business, which can be divided into 2 parts, a project from auction and a project from direct sale. The Company pays close attention to the needs of customers and offers a technology proposal that customers can be ensured on the best advanced technology. The understanding in business and the attention in detail of the project are the key to success in delivering the project and satisfying customers. The Company has sales team and pre-sales team that are highly in skills in order to ensure all project proposals are clear and accurate for both the Company and the customers. When starting the project, the project management department is taking the responsibility to execute the project properly and completely. The project manager will organize the team of trained expertise and engineer. The entire team will operate the project in accordance with the plans and procedures that have been trained. These are the fundamental foundation that makes the Company becomes successful up until these days.

The Company operates the projects with a range of value from thousands to hundred thousands THB, depending on the customers. At the present, the customer-base ranges from small company to large-scale company, including the government agency and the state enterprise. After the completion of delivering and training, the Company will start after-sales service and system maintenance for the customers.

### 2. Support and Maintenance Services

The maintenance services are available in all aspects are flexible and diverse, by designing to meet the needs of customers with over 25 years of experiences in various fields, such as project operation design, server and software network maintenance, by implementing Information Technology Infrastructure Library (ITIL) system to integrate with operations to ensure that the Company is able to provide service with consistent.

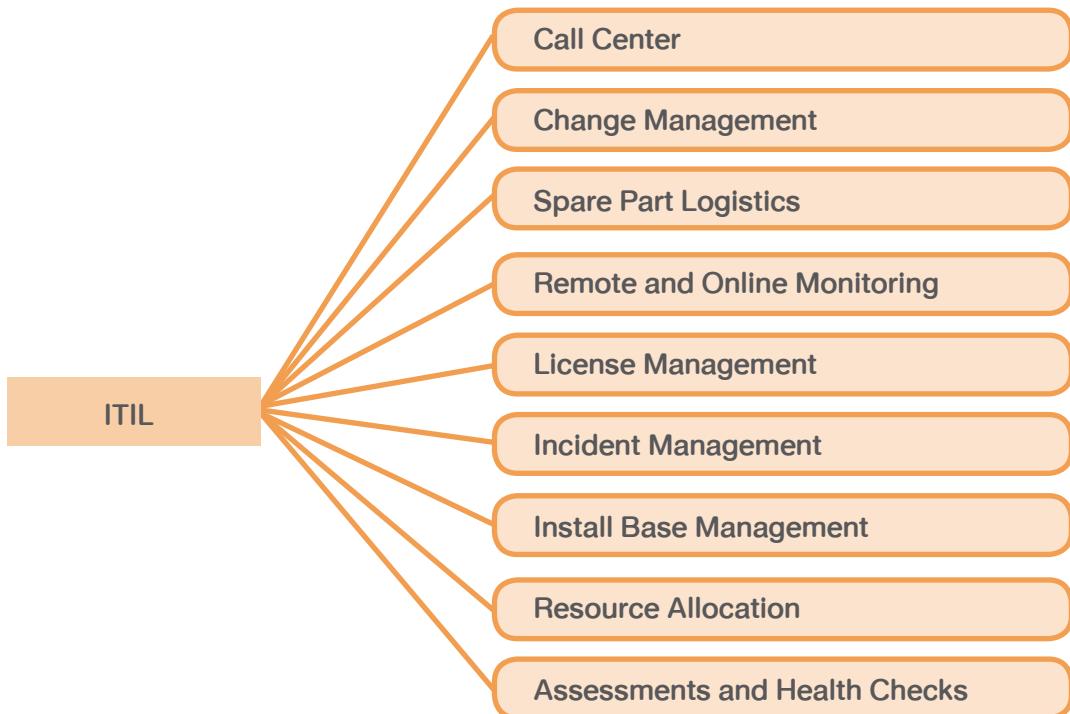


Diagram 1.3 The component of ITIL system

### 3. Managed Services

Under the AIT Managed Services option our customers will transfer their day-to-day management responsibilities to us as their strategic partner. This ensures improved, effective and efficient operations including production support, build and lifecycle maintenance activities. AIT Managed Services can be offered for certain defined parts or the whole infrastructure, such as

- Managed IT Infrastructure
- Managed Network Infrastructure
- Managed Security
- Managed Communication (VoIP)

Maintaining the IT infrastructure has become a very complex undertaking and the requirements placed on employees has increased considerably. Managing multiple vendors and integration partners is time consuming and often troublesome. A modern Managed Service company like AIT takes away the burden of undertaking this complex activity from our customer's valuable IT resources and ensures that they have a properly performing infrastructure at all times.

Over the years there has been a clear shift in the needs of our customers when it comes to Managed Services. Years ago, network maintenance for example, was often seen as something that was mandatory to buy, yet typically the service provider was not delivering any value. We do things differently and help our customers to understand that having a properly running and performing network is vital to the effectiveness of their business, and that unplanned downtime also means that their business cannot continue properly – and that this will directly impact their bottom line results.

### 4. TraiNex Training Center

TraiNex Training Center (TraiNex), the Company's Information Technology training center, is opened to provide an IT training services for the customers by educating knowledge and understanding in the operation. There are also opportunities for business organizations and individuals in Information Technology industry to learn additional skills, with 3E's knowledge transfer philosophy, as follows;

Expert	Training with certified instructors by the global leading institutions
Experience	knowledge transfer from direct experiences related to the teaching cause
Experiment	Learning from complete and innovative equipment



In addition, TraiNex has been appointed as Cisco Authorized Learning Partner and all instructors are qualified and certified to be Cisco Certified Systems Instructor (CCSI) and Cisco Certified Internetwork Expert (CCIE), these ensure that TraiNex is able to provide Cisco and the others training courses in Information Technology industry at all levels excellently. There are also a booth organized with Cisco Systems (Thailand) Limited at various IT exhibitions, to promote and publicize to be more recognized in target groups. At the present, TraiNex Training Center is located at CW Tower B, 16<sup>th</sup> floor, Ratchadapisek Road, Bangkok, 10310 and has 1 sub-branch in Khon Kean province. For more information, please refer to [www.trainextrainingcenter.com](http://www.trainextrainingcenter.com).

AIT defines core ICT as the most basic infrastructure components, and which includes such requirements as the computers and servers, wired and wireless networks, data centers, complemented by first-in-class business solutions. As an experienced ICT solution provider and system integrator, AIT has established core ICT capabilities in all verticals. The following is just a brief overview of the components which we supply, implement and support through maintenance and training:



Diagram 1.4 Examples of the operation systems in the Company's operation

### 1. Core Networking

AIT has built many core networks including nationwide networks for service providers such as TOT and CAT, metropolitan networks, networks for major university campus' and large enterprises, as well as all type of wireless networks. Core Networking is often also referred to as routing and switching, and which is at the very foundation of all computer networking. Routing and switching refers to forward data and voice or video packages within one network (switching) or over various individual networks (Routing).

However, the world is transforming to the digital era and the Company is developing and connecting the technology boundaries to cope with the changes, to be able to support the needs of customers that are in the period of such changes.

### 2. Unified Communications

Unified communications (UC) describes the broad wealth of integrated services available such as instant messaging, (ip) telephony, video conferencing, telepresence, interactive whiteboards, integrated voicemail, e-mail, SMS and facsimile. The integration of all these individual services onto one common platform and delivering a consistent unified user interface and user experience across multiple devices, is a key business enabler.

### 3. IT Security Solutions

The security of our customer's IT systems has always been vitally important. Yet, the ongoing transition to networked economies and new paradigms such as cloud technologies makes securing our customer's systems and data even that more important. Businesses are increasingly dependent on IT to facilitate their activities and thus protection against threats from hackers, viruses and even their own staff are now a key focus area of the IT operation

#### 4. Wireless Solutions

With the advent of notebooks, smart phones and more recently tablet technologies, the requirements for wireless access have also increased. This extra mobility is not only a question of convenience, but also adds to the efficiency of the services offered by many of our customers. The Company has been operating in those functions such as design and installation of wireless network in various organizations.

#### 5. Data Centers / Cloud

The IT infrastructure of most enterprises is growing at all levels and increasingly is becoming more and more complex. Large enterprises are setting up centralized data centers which are being supported by global network topologies and distributed storage management strategies. To supply and manage such rapidly developing infrastructures demands focus, expertise and experience in cross-technologies.

At the present, various business operations increasingly utilizes Cloud technology, which it has enabled those businesses to have better computer resources management such as networking and data storage management. The Company has designed, installed, and tested data centers systems in various locations and has introduced customers with strategies to support the existing Cloud technology.

#### 6. Network Optimization

A network that is unable to meet the needs of the organizations will annoy users as well as decrease efficiency in that organization. The Company offers the network system health check and the management guidance to increase the network system efficiency, which affected on saving the customers' IT investment cost.

#### 7. Business Applications

At the end of the day, business applications are what matters most when it comes to enterprise information technology. For without the applications and data, most IT infrastructure in the enterprise world would be unnecessary. Over the past twenty five years AIT has selected and developed a complete range of business applications to suit the needs of our customers including:



AIT has successfully built and maintained some of the most challenging information systems in Thailand for major industries; and it has gained considerable domain knowledge in the areas of Government and telecommunications. We are able to operate as anyone of prime contractor, consortium member, subcontractor or a discrete project manager - according to the needs of the project. AIT partners with carefully selected strategic technology partners to provide first-in-class solutions; including Cisco System, Oracle, HPE, DELL, SAP, Microsoft, F5, NetApp, Fortinet, VMWare, and Symantec to name just a few of our strategic partnerships.

Besides our headquarters in Bangkok, we have a further seven (7) services centers strategically located in across Thailand in Chonburi, Khonkaen, Chiang Mai, Suratthani, Phitsanulok, Songkhla and NakhonRatchasima. This ensures that we provide proper project support throughout the country.



## Revenue structure of Advanced Information Technology PCL.

	2016		2017		2018	
	Mil. Baht	%	Mil. Baht	%	Mil. Baht	%
1. Sales and service income	4,197.18	94.98	4,953.52	91.78	3,179.37	75.02
2. Revenue from construction contracts	-	-	218.04	4.04	863.20	20.37
3. Rental income from equipment for lease	160.79	3.64	175.10	3.24	141.04	3.33
4. Other income	61.11	1.38	50.51	0.94	54.02	1.28
<b>Total</b>	<b>4,419.08</b>		<b>5,397.17</b>		<b>4,237.63</b>	

## Industry and Competition

In the year 2018 and the next 2-3 years, it is the era of transforming from the Information Technology to the digital era, where various sectors tend to adapt to support changes in the digital transformation. At the national managerial level, the government has established the Ministry of Digital Economy and Society to replace the Ministry of Information and Communication Technology, in order to determine the policy of transformation in all related industries, to be up-to-date and in accordance with the digital transformation or Thailand 4.0 policy of government in all sectors for the tangible results in this digital era.

The company finds it important and plans to follow up the technology and the transition closely in an issue that affects the customers and internal organisation both short-term and long-term. Moreover, the company has adjusted several projects to serve the transition by establishing the Digital Transformation Committee, which consists of two objectives, as follows;

1. To transform the organization to a smart company, with the policy to implement re-process engineering to gain an effectiveness in management as more flexible and faster. The company is planning to implement an application and various technology for its management, as well as the policy of establishing an Intelligent Business Dash Board for the management to see an information in business aspects and accurately predict the changes, together with the organizational support of a digital company, both abstract and concrete in this near future.

2. To set the market direction, as to align with the technological transition and the customers demand of using and purchasing, since the new technology is replacing the old one. The Company has to build a new market based on its existed foundation by forming a digital transformation team to provide consulting services to customers who needed in various fields such as Data Center, Cloud, Big Data/Analytics, IoT, and Software Defined Network focusing on the infrastructure technology has expertise. The company also provides a service concluding a security in these technology, which clearly seen that these security technologies continue to be a foundation that the company sees it important, in order to cover new technologies for a security in usage and service. According to the marketing plans, the Company tried to find partners to expand the existing customers base. As the abovementioned, the revenues generated from a new technology business in digital information, counting as 10 percent, which the Company expected to grow.

The presentation and conduction of a new business model to the customers are one of the point the company sees it important. From the Business to Business (B2B), the company expanded its business channel to Business to Business to Customer (B2B2C) through a financial strength, which included a joint-venture of new businesses and ecosystem partners who have a technological strength to get involved in developing a business model. This is for an ultimate benefit of the customers, increase an effectiveness in working and cost-reduction. The models of joint-venture and ecosystems partners, generate long term revenues besides increase a competitiveness of the company. This has a positive effect, a decreased of marketing lead time, so the Company does not lose an opportunity that is shifting in the current technology transition.

### **Competitive Analysis**

AIT's competitors can be classified into 3 major industry groups as follows:

#### **1. Computer Systems Group**

- MFEC Plc.
- PCC Co., Ltd.
- SVOA Plc.
- CDG Group
- Yip In Tsoi Co., Ltd.
- Metro Systems Corporation Plc
- Forth Corporation Plc. Ltd.
- Loxley Plc.
- Samart Corporation Plc.

#### **2. Network Systems Group**

- Dimension Data Co., Ltd.
- MFEC Plc.
- Tangerine Co., Ltd.
- Metro Systems Corporation Plc.
- NetONE Network Solution Co., Ltd.
- IBM (Thailand) Co., Ltd.
- Forth Corporation Plc.
- Loxbit Plc.
- Datapro Computer Systems Co., Ltd.

#### **3. Communication Systems Group**

- United Communication Industry Plc.
- Jasmine International Plc.
- Samart Corporation Plc.

In the above mentioned industries, the Company assures that having a strategic partnership likes Cisco Systems (Thailand) Limited will enhance the capability to compete with competitors, especially in network system. At the present, the Company has been appointed to be a local partner at the highest level (Gold Partner).

### Competitive Strategy

The company has set its competitive strategy to:

- Maintain only the highest quality of products and services
- Early engagement of the customer and offer advice on system design and planning
- Clearly understand the project's requirements and seek best fitting, innovative technologies and products to satisfy the customer's requirements
- Provide first-class after sales services with nationwide coverage through our readily established 7 service centers
- Maintain great relationships with our customers and foster the "AIT Service Mind"
- Continuously develop our human resources
- Increase flexibility and speed in solving problems, and
- Maintain great and honest relationships with our partners.

In bidding for projects in both the government sector and the private sector. The main criteria to win bids are generally:

- The level of understanding of the project and its requirements
- The technical quality of the proposed solution
- Available human resources within the company and project references, and
- The project cost and financial status of the company

## Risk Analysis

Due to the instability of business conditions in these current times, risk management continues to be an inevitable tool for any company - especially in order to continue running its business when an unexpected event occurs. Thus, it is necessary for AIT to have a tool to manage its business in current conditions as well as prepare itself to be ready for future competition. The Company has realized the impact of risk factors and therefore, has set measures to mitigate and maintain such risks to be within acceptable levels. The Company also regularly reviews and evaluates risk factors and new threats that could affect the Company and its stakeholders.

However, The Audit Committee confirms that the Company in established a Risk Sub-Committee, which reports to the Executive Board Committee, in order to manage and mitigate all project risks before implementing any projects. Project risk management is considered most crucial to ensuring the Company's financial performance

The main objective of managing risks is to ensure that the Company is able to achieve its goals and strategies, while continuing to create and maintain confidence with the Company's shareholders and stakeholders.

### Risk Relating to Change of Technology

Due to the rapid change in the information and communication technology sector, the Company must always be on top of technological advances and trends in order to avoid any potential opportunity loss, or loss of its competitiveness. In the near future, the trend will be to even more Cloud Technology and in the near future will come the Internet of Thing (IoT).

The Company encourages its engineers and sales and marketing people, to regularly monitor technological developments and to attend seminars to stay at the top of their game. Apart from publicly available information, AIT works closely with its partners to clearly understand all aspects of developments in the target markets and key technology areas.

### **Risk Relating to Dependency on Major Customers**

The Company predominantly earns revenues from sales and provided services of network system installation to TOT Corporation Plc. (TOT) and CAT Telecom Plc. (CAT), which accounts for approximately 23% of the Company's total revenue. The Company realized the aforementioned risk factors from two key customers. As the national infrastructures in Thailand has not yet fully developed, Major infrastructure investments and developments are often coming from the Government sector in order to support national directions of Digital Economy, Eastern Economic Corridor (EEC), National Broadband, and other projects, which related to ICT infrastructure investments.

In addition, the Company has a plan to offer maintenance services (MA) in a long term to the customers in accordance with the principle of the Company to maintain the balance of project revenue. The Company tried to reduce risks from depending on a few major customers and look for an opportunity to expand the customers' base in the future.

The revenue from expanding the customers' base in the maintenance services (MA) in the future will increase the proportion of revenue, comparing to the revenue from main customers, where the Company still maintains the current main customers base.

### **Risk Relating to Dependency on Key Employees**

The information and communication technology business highly depends on qualified human resources in terms of marketing, engineering and operation. These valuable human resources utilize their expertise in advising, designing and implementing the products and services that AIT provides. At present, the Company has 343 permanent employees which are divided into the following segments:

- Marketing &Sales
- Customer Service (Engineering)
- Project Management, and Finance
- Corporate Affairs
- President Office

Most of our employees are engineers, each with approximately 5-7 years of work experience; and in the previous year, our permanent employee's turnover rate was only an approximate 4.66%, which is considered very low. In order to retain its employees, the Company provides attractive compensation packages and provides a good working environment. The Company has also put in place an internal control system to prevent the risk of losing any single employee which may affect its business operations.

AIT has developed a multilevel organizational structure with minimized single points of impact, which even allows the Company to replace key employees in any situation or case in which they should become unavailable.

There are weekly internal meetings among the senior executives to acknowledge and discuss any potential problems and to determine immediate actions to mitigate any problem that might occur.

### **Risk Relating to Dependency on a Single Supplier more than 30%**

Normally, the Company purchases its products directly from the manufacturers or indirectly via the manufacturers distributors with representative offices in Thailand. Notably the Company is the key distributor and strategic partner of Cisco Systems, the world's leading manufacturer of information and communication technology in the IP (internet Protocol) segment.

In 2018, the Company's purchase of network equipment from Cisco Systems accounted for approximately 30% of the total cost of sales. The reason behind such high purchase amounts, each year, from Cisco Systems is based on the fact that Cisco's products have wide acceptance with customers in both local and international markets.

AIT has invested considerably in training its engineers and sales people to become Cisco certified. AIT has for many years now been a Cisco Gold Partner, which is the highest level of strategic partnership that a business may hold with Cisco Systems.

The long term Gold Partnership means that the Company receives better support and discount structure from Cisco Systems, which is far better than other lower ranked business partners have available. Nonetheless, in order to mitigate the risk of being overly dependent on any single supplier, the Company also partners with other well-known manufacturers, which are as reputable as Cisco Systems, just that these other manufacturers are the leading suppliers in their own fields of business.

#### **Risk Relating to Project Delivery**

ICT projects normally last between 3 - 9 months but this is dependent upon the particular project size. If the Company fails to deliver the project on time as stated in the contract, the Company may incur a financial penalty. To its credit, in the last 5 years, such occurrences have been minimal and the Company has been penalized around 1% of the project sales revenue, which by comparison with other project suppliers is considered extremely low.

The main reasons for the delay in project delivery are due mostly to delays which have been outside our control, such as time delays in the delivery of the equipment from the manufacturer and due to changes of installed equipment types. To protect the Company from the penalty, the project management method has to clearly defined. This method requires closely monitor to all processes of a project and seamlessly coordinate with AIT's resources, customers, and manufacturers. Therefore, potential problems can be identified earlier and their effect can be minimized or prevent in advance.

After the Company is selected for a project, we will constantly monitor and examine the timing of product delivery. However, in some cases where our customers urgently need to use their ordered system, the Company will be able to install a standby system for their temporary usage.

#### **Foreign Exchange Rate Risk**

Generally, at a point approximately 1-2 months prior to the start of a project, the Company must estimate the project cost to use in the bidding or proposal process. If imported equipment is needed, this means that the project cost may be affected by fluctuations in foreign exchange rates. As of 31 December 2018, the Company had outstanding balance of trade receivables and trade payable denominated in foreign currency of USD 6.0 million and USD 5.9 million, respectively, the Company has applied the following strategies for mitigation of any adverse effects:

1. Determine the value of foreign exchange rate risk in the calculation of the total project cost, and
2. Enter into a FX forward contract to cover the whole amount

In 2018, the Company prepared to utilize various financial tools to enhance efficiency in managing risks and keep these at a minimum and therefore to maximize benefits to the Company

#### **Risk Relating to Change in Government Policy**

The Information Technology business is considered to be a business in a good growing direction, due to the government policies and the laws, which continuously supports the investment in developing the Information Technology system such as the government policy of Digital Economy that its initial operational plan is to promote the access to a high-speed internet (Broadband) at the villages and create an internet connection to be ASEAN regional hub. These policies are beneficial to the entrepreneurs in the industry to have an opportunity to participate in the auction. Therefore, if there are changes in these government policies, they may affect both positively and negatively on the business opportunities of the Company. However, the Company is monitoring and assessing the situation closely and will continued keep the investors up to date.

#### **Risk relating to uncontrollable / unpredictable situations**

As of the results from the uncontrollable and unpredictable natural situations, the business sector has been affected and slowdown. In 2018, there were effects from various natural conditions such as storms, landslides, and earthquakes, which these situations affected the Company's project to be uncontrollable. However, the Company has a risk management plan, according to the potential risks, to manage and perform properly in such situations.

# Management structure

The Board of Directors consists of:

Full Name	Position
1. Mr. Thana Chaiprasit	Chairman of the Board
2. Mr. Pongtep Polanun	Vice Chairman and Independent Director
3. Mr. Siripong Oontornpan	Director, Chairman of Executive Board Committee and President
4. Mr. Chokechai Tanpoonsinthana	Independent Director
5. Mr. Sripop Sarasas	Independent Director
6. Mr. Thanarak Phongphatar	Independent Director
7. Mr. Kittisak Sopchokchai	Director
8. Mr. Pisak Charudilaka	Director
9. Mr. Suraporn Raktapraphit	Director
10. Mr. Kijja Laoboonchai	Director
11. Mr. Chodiwat Duntasarn	Director

Company Secretary: Ms. Sarin Chandranipapongse

## Authorized Directors

The Company's authorized signatories consist of Mr. Siripong Oontornpan jointly signing with Mr. Suraporn Raktapraphit or Mr. Kijja Laoboonchai and with the Company's Seal affixed.

## Authority, Duties and Responsibilities of the Board of Directors

### 1. Authority of the Board of Directors

- (1) Performs its duties with honesty, integrity and prudence, in accordance with the law, the Company's objectives and Articles of Association, and all resolutions of the Annual General Shareholders Meeting in order to carefully protect the Company's interests.
- (2) Determines the Company's policies, objectives, direction, business plans, and budgets including the supervision and management of the Company executives in accordance with the agreed business policies. The exception to this is those matters which legally require prior approval at the Annual General Shareholders Meeting before they may be implemented, such as for example: an increase/decrease in share capital; the issuance of debentures; the sale or transfer of the whole or part of the Company's business to others; the purchase/transfer of another business or other company to become an asset of the Company; or an amendment of the Memorandum of Association or Articles of Association.
- (3) The Board of Directors may appoint certain directors to form a part of a sub-committee as deemed appropriate, such as to the Executive Board Committee, the Audit Committee, or the Nomination and Remuneration Committee in order to perform their duties as given by the Board of Directors. The Board of Directors shall appoint the Chairman of each respective Committee and shall report such appointments to the Annual General Shareholders Meeting.
- (4) The Board of Directors may appoint any person to perform specific tasks under the supervision of the Board of Directors or render the authority to such a person as deemed appropriate within an appropriate time period. The Board of Directors may cancel, revoke, change or amend any authority given.

- (5) The Board of Directors shall select a director to be the Chairman of the Board and shall select one or more directors to be Vice Chairman of the Board and to select a director to be the President of the Company. The Board of Directors shall report such appointments to the Annual General Shareholders Meeting.
- (6) Appoint a director to be designated as one of the Company's authorized signatories and the Board of Directors has the authority to determine or revise/change the list of authorized signatories in which the Board of Directors shall report such appointments to the Annual General Shareholders Meeting.
- (7) Appoint and consider the compensation package and the terms &conditions of the employment of the President.
- (8) Appoint and consider the compensation of directors appointed to a Committee as well as other persons selected by the Board of Directors to perform the duties under the supervision of the Board of Directors. The Board of Directors shall report on these matters to the Annual General Shareholders Meeting.
- (9) Approve quarterly and annual financial statements in order to present to the shareholders at the Annual General Shareholders Meeting.
- (10) Arrange for the Annual General Shareholders Meeting as well as any Extraordinary General Meetings as required under the regulations as stated in the company's Articles of Association.
- (11) The Board of Directors shall convene for meeting at least once every quarter or as per the regulations as stated in the Company's Articles of Association.

## 2. Duties and Responsibilities of the Board of Directors

- (1) Determine the Company's direction and strategic plan, and control and regulate the plan to be implemented efficiently and effectively.
- (2) Set out the Company's policies and procedures in all aspects to ensure the Company's operation is in full compliance with the law, regulations and resolutions of the Annual General Shareholders Meeting; and as importantly the Company Code of Ethics.
- (3) Create the Company's control systems in order to maintain creditability and confidence; and ensure that the Company operationally complies with the law, shareholders' expectations, and stakeholders' concerns.
- (4) Control, regulate, and evaluate the management team's performances as well as the Company's performance.
- (5) Ensure that management has in place risk management policies, processes and controls, as well as an appropriate internal control system.
- (6) Encourage employees at all levels to have ethics and moral consciousness, comply with good corporate governance and business ethics.

## The Composition of the Board of Directors

As of December 31, 2018, the Company has four Committees: 1) The Board of Directors, 2) The Audit Committee, 3) The Nomination and Remuneration Committee, and 4) The Executive Board Committee.

The Board of Directors consists of persons who have a knowledge and ability to play a key role in determining the Company's policy, together with the top executives in planning its operation short-term and long-term. This includes the determination of the financial policy and corporate overview. There is another important role in overseeing, monitoring and assessing the performances of the Company and the top executives to meet the goals.

The authorized signatory directors of the Company are Mr. Sitipong Oontornpan, together with Mr. Suraporn Raktaprachit or Mr. Kijja Laoboonchai, concludes as two directors to affix a company seal.

There are seven non-executive directors

There are four executive directors

There are four independent directors, listed as Mr. Pongtep Polanun, Mr. Chokechai Tanpoonsinthana, Mr. Sripop Sarasas, and Mr. Thanarak Phongphatar. These four directors are qualified for the Company's requirement on the independent directors, equal to the minimum requirement of the Security and Exchange Commission or the Stock Exchange of Thailand.

## The Sub-committees

	The Audit Committee	The Nomination and Remuneration Committee	The Executive Board Committee
1. Mr. Thana Chaiprasit	-	-	-
2. Mr. Pongtep Polanun	Director	Chairman	-
3. Mr. Siripong Oontornpan	-	Director	Chairman
4. Mr. Chokechai Tanpoonsinthana	Chairman	-	-
5. Mr. Sripop Sarasas	Director	Director	-
6. Mr. Thanarak Phongphatar	-	-	-
7. Mr. Kittisak Sopchokchai	-	Director	-
8. Mr. Pisak Charudilaka	-	-	-
9. Mr. Suraporn Raktaprachit	-	Director	Director
10. Mr. Kijja Laoboonchai	-	-	Director
11. Mr. Chodiwat Duntasarn	-	-	-

## Meeting of the Board of Directors

The Board of Directors has policy to schedule Board's meetings at least five meetings throughout the year. The meetings are normally pre-scheduled for the entire year and informed to the entire Board. The Board of Directors shall meet with a pre-determined schedule or a special meeting that may be called by the Chairman if it necessary. Each meeting shall comprise of directors more than 50 percent of total directors. A Board of Directors' member unable to attend a meeting shall inform the Company approximately one to two (1 - 2) days prior to that meeting. To consider the significant matter, each Board meeting requires a quorum of two-thirds of directors to participate. To facilitate all Directors in the meeting, the Company organizes the meeting at the Company's head office. The meeting invitation letter includes a clear meeting agendas and supporting meeting documents will be set in advance, which will be delivered to all directors at least seven (7) days prior to the meeting so that each director shall have sufficient time to analyze the information in advance. However, in a case of urgency this may not always be possible. Each meeting will be recorded and the approved documents will be gathered for reference or future review or investigation.

The time assigned for a meeting will be allocated by the Chairman in order to allow sufficient time to review the Company's performance after the auditor's review or endorsement of financial statements, and the directors' discussion and comments to the management. All directors are independent in making any opinions.

## The Attendance of the Directors in 2018

Name	The Board of Directors	The Audit Committee	The Nomination and Remuneration Committee	The Shareholder's Meeting 2018
	Total 6 times / year (Total 11 Directors)	Total 4 times / year (Total 3 Directors)	Total 3 times / year (Total 5 Directors)	Total 1 times / year (Total 11 Directors)
1. Mr. Thana Chaiprasit	4/6	-	-	0/1
2. Mr. Pongtep Polanun	6/6	4/4	3/3	1/1
3. Mr. Siripong Oontornpan	6/6	-	3/3	1/1
4. Mr. Chokechai Tanpoonsinthana	6/6	4/4	-	1/1
5. Mr. Sripop Sarasas	6/6	4/4	3/3	1/1
6. Mr. Thanarak Phongphatar	6/6	-	-	1/1
7. Mr. Kittisak Sopchokchai	5/6	-	2/3	0/1
8. Mr. Pisak Charudilaka	6/6	-	-	1/1
9. Mr. Suraporn Raktaprachit	6/6	-	3/3	1/1
10. Mr. Kijja Laoboonchai	6/6	-	-	1/1
11. Mr. Chodiwat Duntasarn	6/6	-	-	1/1

Note: In the year 2018, the Company held the Audit Committee Meeting 4 times without management.

## The Company's Management consists of:

Name	Position
1. Mr. Siripong Oontornpan	President
2. Mr. Kijja Laoboonchai	Senior Executive Vice President - Sales and Marketing
3. Mr. Suraporn Raktaprachit	Senior Executive Vice President - Service
4. Mr. Asawin Kangvolkij	Senior Executive Vice President - Corporate Finance and Strategy
5. Mrs. Netnapit Oontornpan	Senior Executive Vice President - Corporate Affairs
6. Ms. Sasinet Baholyodhin	Executive Vice President - President Office
7. Mrs. Pannawee Kaewmanee	Executive Vice President - Human Resource and Administration
8. Ms. Sureerat Prachayanukul	Executive Vice President - Financial Controller
9. Mr. Chodiwat Duntasarn	Executive Vice President - Special Project
10. Mr. Ong-ard Harntaweesompone	Executive Vice President - Telecom Sales
11. Mr. Chumkiat Laoseriwatanakul	Executive Vice President - Marketing
12. Mr. Apichai Nimgirawath	Executive Vice President - Enterprise Sales
13. Mr. Udom Limmeechokchai	Executive Vice President - Digital Transformation
14. Mr. Jumphol Gowonit	Executive Vice President - Digital Transformation
15. Mr. Krit Khongchuanark	Executive Vice President - Project Management
16. Mr. Kriengkrai Nissyan	Executive Vice President - Business Development
17. Mr. Ralf Hundertmark	Executive Vice President - Business Development
18. Mr. Theeramate Vuttipadhpibul	Executive Vice President - Business Development
19. Mr. Supat Dulyakupt	Executive Vice President - Technical Support/ Act.
20. Mr. Putti Dhamrongsirivadh	Vice President - Presales Specialist - Technical Support
21. Mr. Somchart Tachussriwattana	Executive Vice President - Customer Service
	Executive Vice President - AT&AS / Act. VP-System Integration

## Company Secretary

The Board of Directors has appointed Ms. Sarin Chandranipapongse as a company secretary. The Board of Directors appointed by an appropriation, as she has a knowledge and capability in managing the Company secretary and positioning as Vice president of Company Secretary Department. In addition, the Company encourages the Company secretary to train and develop continuously. The Company secretary's profile and experiences were disclosed in the Annual Report.

### **The Role of the Company Secretary**

1. To facilitate all Board of Directors' activities
2. To schedule the meeting of the Board of Directors and Sub-committee and conduct the Board of Directors' meeting and shareholders' meeting.
3. To follow up and coordinate with relevant people, for the compliance of the resolutions from the Board of Directors and shareholders' meeting, as well as to report the monitored-operation.
4. To provide primary legal advices, associated rules, and the Code of Conduct to the Board of Directors, accordance with the law.
5. To coordinate with the regulatory authorities, such as the Security and Exchange Commission and the Stock Exchange of Thailand, in disclosure the information to the authorities and the public with legally accurate.
6. To prepare and maintain the documents, as follows;
  - The Board of Directors Registration
  - The Notice of the Board of Directors meeting
  - The Minute of the Board of Directors meeting
  - The Annual Report
  - The Notice of the Shareholders' meeting and the Minute of the Shareholders' meeting
7. To conduct the Board of Director's Orientation and provide advices for a new director.
8. To communicate with the shareholders and appropriately provide the shareholders to know their rights and the Company's updated information.
9. To perform other actions specified by the Securities and Exchange Commission.
10. To act on duties appointed by the Company.

## The Directors' Remunerations 2018

The 2018 Annual General Shareholders Meeting determined the directors' remuneration level based on the directors' remuneration of the Company in the same industry and similar sizes. The Board of Directors, The Audit Committee's Directors are paid the remuneration as a meeting allowance and monthly retainer fee. The directors who are appointed as the Sub-Committees are also paid the remuneration as a sub-meeting allowance.

**The Directors' Remunerations in the year of 2018**

**1. The details of the Board of Director's Remuneration are as follows:**

Name	Position	Remuneration Fee	Monthly	Annual	Unit : Baht Total
			retainer fee	Pension	
1. Mr. Thana Chaiprasit	Chairman of the Board	100,000	300,000	1,695,652.17	2,095,652.17
2. Mr. Pongtep Polanun	Vice Chairman and Independent Director	102,000	156,000	1,130,434.78	1,388,434.78
3. Mr. Siripong Oontornpan	Director	102,000	156,000	1,130,434.78	1,388,434.78
4. Mr. Chokechai Tanpoonsinthana	Independent Director	85,000	156,000	1,130,434.78	1,371,434.78
5. Mr. Sripop Sarasas	Independent Director	102,000	156,000	1,130,434.78	1,388,434.78
6. Mr. Thanarak Phongphatar	Independent Director	102,000	156,000	1,130,434.78	1,388,434.78
7. Mr. Kittisak Sopchokchai	Director	102,000	156,000	1,130,434.78	1,388,434.78
8. Mr. Pisak Charudilaka	Director	102,000	156,000	1,130,434.78	1,388,434.78
9. Mr. Suraporn Raktapraphit	Director	102,000	156,000	1,130,434.78	1,388,434.78
10. Mr. Kijja Laoboonchai	Director	102,000	156,000	1,130,434.78	1,388,434.78
11. Mr. Chodiwat Duntasarn	Director	102,000	156,000	1,130,434.78	1,388,434.78
	<b>Total</b>	<b>1,103,000</b>	<b>1,860,000</b>	<b>13,000,000</b>	<b>15,963,000</b>

**Note:**

1. The Chairman of the Board receives remuneration rate of 25,000 Baht per meeting and monthly retainer fee of 25,000 Baht per month
2. The Director receives remuneration rate of 17,000 Baht per meeting and monthly retainer fee of 13,000 Baht per month
3. The Annual General Meeting no. 1/2018 approved a resolution to grant the pension to the Directors for the total amount of 13.0 Million Baht

**2. The details of The Audit Committee's Remuneration are as follows:**

Name	Position	Remuneration Fee	Monthly	Unit : Baht Total
			retainer fee	
1. Mr. Chokechai Tanpoonsinthana	Chairman	100,000	300,000	400,000
2. Mr. Pongtep Polanun	Director	80,000	240,000	320,000
3. Mr. Sripop Sarasas	Director	80,000	240,000	320,000
	<b>Total</b>	<b>260,000</b>	<b>780,000</b>	<b>1,040,000</b>

**Note:**

1. The Chairman of the Board receives remuneration rate of 25,000 Baht per meeting and monthly retainer fee of 25,000 Baht per month
2. The Director receives remuneration rate of 20,000 Baht per meeting and monthly retainer fee of 20,000 Baht per month

**3. The details of The Nomination and Remuneration Committee's Remuneration are as follows:**

Name	Position	Remuneration Fee	Unit : Baht
			Total
1. Mr. Pongtep Polanun	Chairman	75,000	75,000
2. Mr. Siripong Oontornpan	Director	60,000	60,000
3. Mr. Sripop Sarasas	Director	60,000	60,000
4. Mr. Kittisak Sopchokchai	Director	40,000	40,000
5. Mr. Suraporn Raktapraphit	Director	60,000	60,000
	<b>Total</b>	<b>295,000</b>	<b>295,000</b>

**Note:**

1. The Chairman of the Board receives remuneration rate of 25,000 Baht per meeting
2. The Director receives remuneration rate of 20,000 Baht per meeting

## Managements Remuneration 2018

The Company set a criteria in the Managements remuneration, based on the knowledge, ability, experiences, and annual performances, as well as the comparison with other companies in the same industry and similar in its size.

### Lists of Remuneration for the Directors and Executives

Unit : Million THB

		2018	2017	2016
1. The Audit Committee	Short-term employee benefits	5	5	6
2. Directors who are a member of the Executive Board Committee and Managements	Short-term employee benefits	66	73	90
	Post employee benefits	4	9	8
3. Directors who are not a member of the Audit Committee and the Managements	Short-term employee benefits	6	6	7

## Employees

As of 31 December 2018, The Company has in total of 469 employees, divided into these following divisions;

Divisions	Total Employees (person), as of 31 December 2018
1. Sales and Marketing	44
2. Finance	59
3. Service	313
4. Corporate Affairs	39
5. President Office	14
Total	469

Remark: The number of employees in the table includes the executives.

### Monetary Remuneration

In 2018, the Company reviewed the policy of the employee remuneration in accordance with the Company's short-term and long-term operation results, there are payment of monetary remuneration to employees such as salary, bonus, and allowance (without directors and executives exclusive according to the SEC) of the total 459.67 million THB.

### Human Resources Development Policy

The human resources development policy focuses on building up employees' competences to compete with the market to support the expansion of business in the future by planning the organizational structure and human resources appropriately. The human resources development takes place at all levels, preparing to perform well to achieve the business goals. The development is divided to three areas.

#### 1. Knowledge Development

The Company's human resources development has a policy to develop the personnel to be ready for the changes in innovation and technology, mainly focuses in keeping and developing the former talented personnel. The Company is also recruiting a specialist in new technology to help working in the Company, for developing the employees to be valuable and quality resources and prepared to be a main power in the future, under the concept "The personnel is the foundation of the business". In the previous year, there are a number of issues in the technology trends that the business sectors have to adapt for a better management. Therefore, the Company has to develop the personnel

in new technologies, such as Internet of Things for Business, Python for Network, Cloud Technology, SDN Associate, and Big Data Foundation.

## **2. Skill Development**

Human Resource Management of a various business sector has to develop their personnel to keep up with the technology, which will enable the Company to grow with strength and quality. The personnel development was practiced continuously by training the personnel to be ready in a rapid technological change and the expansion of the business. The training plan of the human resource development focuses on a technical skill and soft skill, for the personnel to have knowledge to be successfully operated. This includes the ability to work with the others effectively. The policy of human resource development has set to be the key drivers and be responsive on the Company's vision and strategy to meet the goals. The Company human resource developments are as follow;

- The human resource development on the Technical Skill**

The Company are promoting the employees to have knowledge skills in special technical aspect for an operation in various technologies, including a network, systems, and software, for the personnel to have a technical skill in the form of the collaboration technical skill. This can be seen in the employees training program to support and be certified by the Information Technology Professional Examination, as to guarantee the employees' qualification to ensure and create customers' confidence that in the previous year there is a development of the personnel in this area. The Company intends to develop the human resources in order to have occupational competences to operate and meet the Company standard.

- The human resource development on the Soft Skill**

The Company believes that in order for the Company to be successful, it is not created by only a variety of technical knowledge and skill each personnel has. To have a high quality and less conflict work which partially helped by the relationship between employees that make all works successful and align on the set standard. The Company assigns the human resources in each level to develop on the soft skills, as believe in the importance of team working, human resource management, communication between each others, such as the leader, subordinate, co-worker, and customers. The Company introduces an annual training and developing plan for employees by inviting a speaker and expert with a direct knowledge and experiences in each fields to lecture and educate the employees. In 2018, there are the trainings as follows;

1. Being Professional & Accountable Leader. This course creates professionalism to the Company's personnel, where the characteristics and professional features are an important element of an effective leadership in the organization. In addition, the professionalism affects the responsibilities in thought, words, and actions, especially when mistakes occur. These personal responsibilities come with honesty and integrity, which are the main component of being a professional.

2. Personality and Presentation Skills. A development on making each personnel to have a good personality and trustable image and that will create a good corporate image. One factor that make a Company successful in the business is the "personnel", to create the best work from each personal effort to fulfill the expecting goals.

3. Future Leaders Program. Preparing to understand the management to form an executive through a learning process, future leader forming system. This is the preparation of a new generation to succeed in the future.

- The human resources development on Ability.** The Company develops on its capacity development, knowledge on the working area, with high intension to develop on an occupational competence, which the operation will rely on the Company's standard. For example, encourages the employees to take a test and get a certificate in a various fields to further fulfill its knowledge and create a career path concretely.

# Internal Control

## Project Risk Management

As the Company revenues are mainly coming from project auction, the Company bestows serious attention on risks from project sales. Therefore, the Company has established an Enterprise Risk Management Policy and Framework as a major part of business management. The Company also set up the Project Risk Committee, comprised of a Senior Executive Vice President - Advanced Technology and Application Services, two Senior Executive Vice Presidents - Services, a Senior Executive Vice President - Corporate Finance and Strategy, and a Senior Executive Vice President - Sales and Marketing, to responsible for evaluate the Company's risks including financial performance, project management, and technical from both internal and external factors in mitigating risks to an acceptable level. The project's achievements are able to make the Company an appropriated return.

## Internal control

The Board of Directors and the executives are directly responsible for maintaining the internal control system including reviewing its efficiency on a regular basis in order to prevent the shareholders' investments and the Company's assets. The internal control system covers the areas of finance, operation, compliance and risk management. The effectiveness of the international control and risk management systems provide the Company a reasonable assurance that the following objectives and goals will be achieved:

- Reliability and integrity of information and financial reports
- Compliance with regulations, policies, procedures and related laws
- Prevention of the Company's assets including proper control and maintain
- Efficiency, effectiveness business operation and maximize our resources
- Effective achievement of the Company's objectives and strategies

The summarize of the key internal control systems implemented by the Company are as follows:

### 1. Organization & Control Environment

The Company has facilitated the appropriated organization chart and environmental as a core internal control foundation. The Company has formulated business plans complete with vision, objectives, strategies, and budgets as well as determined evaluation criteria from the operation. It has continues restructured the organization to align it with these business plans. The Company has implemented a good corporate governance system, hires qualified personnel and continuously develops its human resources. It has established key policies and procedures to be used as guidelines in order to control transactions of financial, purchasing and risk management, etc.

### 2. Risk Assessment

All departments are required to evaluate the effectiveness of the business transaction's risks. The Risk Management Committee and the Audit Committee play major roles in overseeing the implementation of the Company's risk management system to an acceptable level.

### 3. Management Control

The Company has separated responsibilities over the various management in order to ensure that there is a management control system through the use of proper written authority and approval levels and Advanced Information

Technology Public Company Limited<sup>47</sup> limits. Guidelines for connected and related transactions have also been developed to ensure compliance with all relevant laws.

#### 4. Information & Communication

The Company has implemented a management information & Communication system to assist in decision making. Critical information and data are collected, analyzed and stored in the Company's database. Two-way communications are both effective and efficient within the Company. At the Board of Directors level, information and supporting documentation are provided to all members in order to make more informed decision making possible.

#### 5. Monitoring

The Company's external auditors, EY Office Limited, who appointed as the audit of the 2016 consolidated financial statements of Advanced Information Technology Public Company Limited and its subsidiary and separate statements of financial position in accordance with the generally accepted accounting standards. The Company established the monitoring system by the executives and the Board of Directors to assess adherence to operation plans. The internal audit department is responsible for monitoring the internal controls independently, and giving an assessment and recommendations to the management team. The Board of Directors has evaluated the Company's internal control system in accordance with the assessment form provided by the Securities and Exchange Commission Thailand (SEC) in the following 5 areas: organization and control environment; risk management; management control; information and communication system; and monitoring system. The results of sufficiency of internal control system evaluation of the company in the year 2018 had an average score of 95%. The Board of Directors concluded that the overall internal control system is adequate and effective.

The Company appointed DIA and Associates Co., Ltd., as the Company's internal audit. The internal audit department reports directly to the Audit Committee, Managing Director and the President. Its duties and responsibilities include consulting, monitoring and assessing the effectiveness of the Company' and its subsidiaries' internal control systems, risk management systems and corporate governance to ensure that these are adequate and effective according to the Company's objectives.

The internal audit department has adopted a risk-based approach in formulating the annual audit plan which focuses on key business risks that might impact on the Company's business objectives and the accuracy of financial reports. This plan is reviewed and approved by the Audit Committee on an annual basis and reviewed the audit results and progress reports on a quarterly basis. The internal audit of the Company encourages to apply for the standards of the Standards for the Professional Practice of Internal Auditing, the Institution of Internal Auditors. The policy establishes risk management framework which is independent, accurate, and reinforces the resources adequately.

The Company has established an internal audit charter, aligned with the standard of the Committee of Sponsoring Organizations of the Treadway Commission (COSO). The internal audit charter was approved by the Board of Directors resolution no.4/2010.

**The Internal Audit results in year 2018 are as follows:**

#### 1. Internal Audit No. 4/2017

Information Technology Systems

1. IT security plans and policies control
2. IT organization structure management
3. Computer department operational method

4. Computer system development or modify control
  5. Information logical access control
  6. Computer center physical access control
  7. Interruption prevention plan from system error
2. Internal Audit No. 1/2018
- Financial and Fixed Asset Control Systems
1. Organizational structure
  2. Operations manual
  3. Job description
  4. Task division
  5. Approval table
  6. Fixed asset policy
  7. Depreciation policy
  9. Cash receiving control system

3. Internal Audit No. 2/2018

- Cost of Sales Recognition and Record System, After-Sales Expenditure Control System, and Withholding Tax Control System
1. Operations manual
  2. Job description
  3. Cost of sales recognition and record system
  4. Cost of sales adjustment

4. Internal Audit No. 3/2018

- Budget Management System and Human Resources Control System, Salaries and Wages
1. Operations manual
  2. Job description
  3. Operations approval authority
  4. Budget spending
  5. Non-budget spending
  6. Salary structure
  7. Employees records in payroll system
  8. Training
  9. Completion of document in job application

# Financial Information

## Related party transactions

During the year, the Company had significant business transactions with the related party. Such transactions, which are summarized below, arose in the ordinary course of business and were concluded on commercial terms and bases agreed upon between the Company and this related party.

(Unit: Million Baht)

	2018	2017	Transfer pricing policy
Transactions with the related party			
Sales of goods and services	23	194	Market price
Purchase of goods and services	-	113	Competitive agree-upon price

As at 31 December 2018 and 2017, the balance of the accounts between the Company and related party are as follows:

(Unit: Million Baht)

	2018	2017
Trade accounts receivable - related party		
Related company (related by having a common director)	146	197
Short-term loans to related party	-	
Genesis Data Center Co., Ltd.		18

## Loans to related party

The balance of short-term loans between the Company and its related party and the movement are as follows:

(Unit: Thousand Baht)

	Balance as at 1 January 2018	Increase during the period	Decrease during the period	Balance as at 31 December 2018
Short-term loans to Genesis Data Center Co., Ltd.	18,000	-	(18,000)	-

## Directors and management's benefits

During the years ended 31 December 2018 and 2017, the Company had employee benefit expenses payable to their directors and management as below.

(Unit: Million Baht)

Related parties	Related transactions	2018	2017
Audit committee	Short-term employee benefits	5	5
Managements and executive Directors	Short-term employee benefits	66	73
	Post employee benefits	4	9
Directors who are not a member of the Audit Committee or Managements committee	Short-term employee benefits	6	6

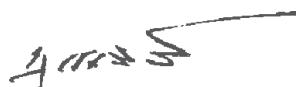
## The Board of Directors' Responsibility for the Financial Statements

The Board of Directors is responsible for the financial statements of the Advanced Information Technology Public Company Limited including other related financial information which publish in the Annual Report. The financial statements are prepared in accordance with the generally accepted accounting principles that are appropriate in the circumstances and reasonableness of accounting estimates with careful consideration including transparent disclosures of important information in the notes to the financial statements which beneficial to shareholders and investors.

The Board of Directors established the appropriated risk management and internal control systems as well as evaluation to be efficient and up to standard and ensure that the Company's financial statements contain adequate and appropriated information in order to prevent any fraudulent activities or detect significantly abnormal operating. The Board of Directors appointed the Audit Committee to responsible for review of the accounting policy and quality of the Company's financial statements, internal control system, internal audit system, risk management system as well as consider any related transactions. The Audit Committee's opinion shall be provided in the Report of the Audit Committee which represented in this Annual Report.

The accompanying the consolidate financial statements and the separate financial statements of Advanced Information Technology Public Company Limited which comprise the statement of financial position as at 31 December 2018, the related statements of comprehensive income, changes in shareholders' equity and cash flows for the year then ended, and notes to the financial statements were audited by an independent external auditor, EY Company Limited. The Board also responsible to prepare and disclose information to support the auditor to review and gave opinion in accordance with Thai Standards on Auditing. The auditor's opinion shall be provided in the Report of the independent external auditor which represented in this Annual Report.

In conclusion, the Board of Directors gave opinions that the internal control systems of the Company are appropriate and ensure that the Company's financial statements of the Advanced Information Technology Public Company Limited are accurate in accordance with the generally accepted accounting standards and the related regulations.



Mr. Thana Chaiprasit

Chairman of the Board



Mr. Siripong Oontornpan

Chairman of Executive Board

Committee and President

# Independent Auditor's Report

To the Shareholders of Advanced Information Technology Public Company Limited

## Opinion

I have audited the accompanying consolidated financial statements of Advanced Information Technology Public Company Limited and its subsidiary (the Group), which comprise the consolidated statement of financial position as at 31 December 2018, and the related consolidated statements of comprehensive income, changes in shareholders' equity and cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies, and have also audited the separate financial statements of Advanced Information Technology Public Company Limited for the same period.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Advanced Information Technology Public Company Limited and its subsidiary and of Advanced Information Technology Public Company Limited as at 31 December 2018, its financial performance and cash flows for the year then ended in accordance with Thai Financial Reporting Standards.

## Basis for Opinion

I conducted my audit in accordance with Thai Standards on Auditing. My responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of my report. I am independent of the Group in accordance with the Code of Ethics for Professional Accountants as issued by the Federation of Accounting Professions as relevant to my audit of the financial statements, and I have fulfilled my other ethical responsibilities in accordance with the Code. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

## Key Audit Matters

Key audit matters are those matters that, in my professional judgement, were of most significance in my audit of the financial statements of the current period. These matters were addressed in the context of my audit of the financial statements as a whole, and in forming my opinion thereon, and I do not provide a separate opinion on these matters. I have fulfilled the responsibilities described in the Auditor's Responsibilities for the Audit of the Financial Statements section of my report, including in relation to these matters. Accordingly, my audit included the performance of procedures designed to respond to my assessment of the risks of material misstatement of the financial statements. The results of my audit procedures, including the procedures performed to address the matters below, provide the basis for my audit opinion on the accompanying financial statements as a whole.

Key audit matters and how audit procedures respond to each matter are described below.

### *Revenue recognition*

The Company has disclosed its policies on revenue recognition for sales and services provided under contracts, cost estimates for projects under contracts and provision for anticipated losses on projects in Note 4.1 a) and Note 4.1 b) to the financial statements. I identified revenue recognition and estimation of anticipated losses on projects to be

areas of significant risk in the audit. This is because the amount of revenue that the Company recognises from such contracts in each period forms a significant portion of the Company's total revenue. In addition, the process of measurement, the determination of appropriate timing of recognition, and the estimation of anticipated losses are areas requiring management to exercise significant judgement to assess the percentage of completion, the probability of loss, and the measurement of anticipated loss. There are therefore risks with respect to amount and timing of the recognition of revenue and provisions for anticipated losses on projects.

I assessed and tested the internal controls put in place by the Company over the process of entering into contracts, estimates of project costs and revisions thereto, recognition of revenue and estimation of percentage of completion and anticipated losses under contracts by making enquiry of responsible executives, gaining an understanding of the controls and selecting representative samples to test the operation of the designed controls.

I also selected major contracts and randomly selected additional samples and performed the following procedures:

- Read the contracts to consider the conditions relating to revenue recognition.
- Inquired with the Company's engineers/the project managers about the terms of and risks associated with these contracts relevant to revenue recognition and estimates of anticipated loss.
- Made enquiries of the Company's engineers/the project managers, gained an understanding of the Company's process to assess the percentage of completion and cost estimates for projects, compared estimates of project costs to the project budgets approved by authorised person, and on a sampling basis, examined relevant documents and considered the rationale for budget revisions, compared past estimates with actual project costs in order to evaluate the project management's competency in estimating project costs, checked actual costs to supporting documents and performed an analytical review to compare the percentage of completion estimated by the Company's engineers/the project managers to the percentage of completion derived from the actual costs incurred.
- Evaluated the anticipated losses on projects assessed by the management through a comparative analysis of the actual cost incurred to the cost estimates for projects.
- Examined the accounting transactions related to revenue recognition that were recorded through journal vouchers, in order to detect any irregularities.
- Reviewed the disclosures made in the notes to the financial statements with respect to the basis of revenue recognition and the estimation of anticipated losses.

#### **Other Information**

Management is responsible for the other information. The other information comprise the information included in annual report of the Group, but does not include the financial statements and my auditor's report thereon.

My opinion on the financial statements does not cover the other information and I do not express any form of assurance conclusion thereon.

In connection with my audit of the financial statements, my responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or my knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work I have performed, I conclude that there is a material misstatement of this other information, I am required to report that fact. I have nothing to report in this regard.

## **Responsibilities of Management and Those Charged with Governance for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Thai Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group's financial reporting process.

## **Auditor's Responsibilities for the Audit of the Financial Statements**

My objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Thai Standards on Auditing will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Thai Standards on Auditing, I exercise professional judgement and maintain professional skepticism throughout the audit. I also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. I am responsible for the direction, supervision and performance of the group audit. I remain solely responsible for my audit opinion.

I communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identify during my audit.

I also provide those charged with governance with a statement that I have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on my independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, I determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. I describe these matters in my auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, I determine that a matter should not be communicated in my report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

I am responsible for the audit resulting in this independent auditor's report.



Manee Rattanabunnakit

Certified Public Accountant (Thailand) No. 5313

EY Office Limited

Bangkok: 26 February 2019

# Statement of financial position

Advanced Information Technology Public Company Limited and its subsidiary

As at 31 December 2018

(Unit: Baht)

Note	2018	2017	Financial statements in which equity method is applied		2018	2017				
			Consolidated financial statements	Separate financial statements						
<b>Assets</b>										
<b>Current assets</b>										
Cash and cash equivalents	7	1,265,754,776	1,286,202,253	1,265,754,776	1,286,202,253					
Trade receivables	8	1,500,184,085	2,297,036,561	1,500,184,085	2,297,036,561					
Unbilled receivables		560,204,904	434,180,274	560,204,904	434,180,274					
Short-term loans to related party	6	-	18,000,000	-	18,000,000					
Inventories	9	267,951,173	305,790,401	267,951,173	305,790,401					
Other current assets		186,802,253	104,694,433	186,802,253	104,694,433					
<b>Total current assets</b>		<b>3,780,897,191</b>	<b>4,445,903,922</b>	<b>3,780,897,191</b>	<b>4,445,903,922</b>					
<b>Non-current assets</b>										
Investment in subsidiary	10	-	-	23	-					
Investments in joint ventures	11	71,678,704	102,565,138	169,999,700	169,999,700					
Investments in related party	12	84,990,500	84,990,500	84,990,500	84,990,500					
Property, plant and equipment	13	109,350,191	128,646,696	109,350,191	128,646,696					
Equipment for lease	14	97,584,550	149,252,857	97,584,550	149,252,857					
Intangible assets	15	37,203,503	38,555,692	37,203,503	38,555,692					
Withholding tax deducted at sources		12,766,899	-	12,766,899	-					
Deferred tax assets	24	45,239,422	38,090,232	45,239,422	38,090,232					
Other non-current assets		33,074,939	36,940,403	33,074,939	36,940,403					
<b>Total non-current assets</b>		<b>491,888,708</b>	<b>579,041,518</b>	<b>590,209,727</b>	<b>646,476,080</b>					
<b>Total assets</b>		<b>4,272,785,899</b>	<b>5,024,945,440</b>	<b>4,371,106,918</b>	<b>5,092,380,002</b>					

The accompanying notes are an integral part of the financial statements.

## Statement of financial position (continued)

Advanced Information Technology Public Company Limited and its subsidiary

As at 31 December 2018

(Unit: Baht)

Note	Financial statements			
	Consolidated financial statements	in which equity method is applied		Separate financial statements
		2018	2017	
<b>Liabilities and shareholders' equity</b>				
<b>Current liabilities</b>				
Trade and other payables	16	642,788,389	1,294,279,607	642,788,412
Unbilled payables		484,001,533	459,754,840	484,001,533
Current portion of long-term loans	17	-	28,960,000	-
Current portion of liabilities under financial arrangement agreements	18	29,131,532	23,277,308	29,131,532
Income tax payable		-	24,773,209	-
Advanced receipts from customers		94,465,716	87,802,720	94,465,716
Provision for penalty on project delay		90,760,126	77,100,000	90,760,126
Other current liabilities	19	59,976,510	59,628,876	59,976,510
<b>Total current liabilities</b>		1,401,123,806	2,055,576,560	1,401,123,829
<b>Non-current liabilities</b>				
Liabilities under financial arrangement agreements	18	43,951,850	25,512,793	43,951,850
Provision for long-term employee benefits	20	83,048,075	72,320,431	83,048,075
<b>Total non-current liabilities</b>		126,999,925	97,833,224	126,999,925
<b>Total liabilities</b>		1,528,123,731	2,153,409,784	1,528,123,754
				2,153,409,784

The accompanying notes are an integral part of the financial statements.

## Statement of financial position (continued)

Advanced Information Technology Public Company Limited and its subsidiary

As at 31 December 2018

(Unit: Baht)

Note	Consolidated financial statements		Financial statements in which equity method is applied		Separate financial statements	
	2018	2017	2018	2017	2018	2017
<b>Shareholders' equity</b>						
Share capital						
Registered						
206,320,897 ordinary shares of Baht 5 each	1,031,604,485	1,031,604,485	1,031,604,485	1,031,604,485	1,031,604,485	1,031,604,485
Issued and fully paid-up						
206,320,897 ordinary shares of Baht 5 each	1,031,604,485	1,031,604,485	1,031,604,485	1,031,604,485	1,031,604,485	1,031,604,485
Share premium	303,437,091	303,437,091	303,437,091	303,437,091	303,437,091	303,437,091
Retained earnings						
Appropriated-statutory reserve	21	103,160,449	103,160,449	103,160,449	103,160,449	103,160,449
Unappropriated		1,298,789,765	1,433,333,631	1,404,781,139	1,500,768,193	
Other components of shareholders' equity		7,670,378	-	-	-	-
<b>Total shareholders' equity</b>		2,744,662,168	2,871,535,656	2,842,983,164	2,938,970,218	
<b>Total liabilities and shareholders' equity</b>		4,272,785,899	5,024,945,440	4,371,106,918	5,092,380,002	

The accompanying notes are an integral part of the financial statements.

## Statement of comprehensive income

Advanced Information Technology Public Company Limited and its subsidiary

For the year ended 31 December 2018

(Unit: Baht)

Note	Financial statements			
	Consolidated financial statements	in which equity method is applied		Separate financial statements
		2018	2017	
<b>Profit or loss</b>				
<b>Revenues</b>				
Sales and service income		3,179,366,493	4,953,523,005	3,179,366,493
Revenue from construction contracts	22	863,200,570	218,043,188	863,200,570
Rental income from equipment for lease		141,041,783	175,093,565	141,041,783
Other income		54,018,786	50,507,776	54,018,786
<b>Total revenues</b>		4,237,627,632	5,397,167,534	4,237,627,632
<b>Expenses</b>				
Cost of sales and service		2,522,417,707	3,974,047,868	2,522,417,707
Cost of construction contracts		778,706,557	194,339,513	778,706,557
Cost of equipment for lease		89,383,684	91,526,224	89,383,684
Selling and distribution expenses		185,029,145	241,397,181	185,029,145
Administrative expenses		312,163,525	307,146,967	312,163,525
<b>Total expenses</b>		3,887,700,618	4,808,457,753	3,887,700,618
<b>Profit before share of loss from investments in joint ventures, finance cost and income tax expenses</b>		349,927,014	588,709,781	349,927,014
Share of loss from investments in joint ventures	11	(38,556,812)	(30,980,375)	-
<b>Profit before finance cost and income tax expenses</b>		311,370,202	557,729,406	349,927,014
Finance cost		(982,139)	(1,190,337)	(982,139)
<b>Profit before income tax expenses</b>		310,388,063	556,539,069	348,944,875
Income tax expenses	24	(73,554,494)	(125,409,080)	(73,554,494)
<b>Profit for the year</b>		236,833,569	431,129,989	275,390,381
<b>Other comprehensive income:</b>				
<i>Other comprehensive income to be reclassified to profit or loss in subsequent periods</i>				
Share of other comprehensive income from investments in joint venture	11	7,670,378	-	-
<b>Other comprehensive income for the year</b>		7,670,378	-	-
<b>Total comprehensive income for the year</b>		244,503,947	431,129,989	275,390,381
<b>Basic earnings per share</b>	25			
Profit attributable to equity holders of the Company		1.15	2.09	1.33
				2.24

The accompanying notes are an integral part of the financial statements.

# Statements of changes in shareholders' equity (continued)

Advanced Information Technology Public Company Limited and its subsidiary  
For the year ended 31 December 2018

(Unit: Baht)

Note	Issued and paid-up share capital	Share premium	Financial statements in which equity method is applied		
			Retained earnings		Total shareholders' equity
			Appropriated	Unappropriated	
Balance as at 1 January 2017	1,031,604,485	303,437,091	103,160,449	1,445,793,356	2,883,995,381
Profit for the year	-	-	-	431,129,989	431,129,989
Other comprehensive income for the year	-	-	-	-	-
Total comprehensive income for the year	-	-	-	431,129,989	431,129,989
Dividend paid	28	-	-	(443,589,714)	(443,589,714)
Balance as at 31 December 2017	1,031,604,485	303,437,091	103,160,449	1,433,333,631	2,871,535,656

Note	Issued and paid-up share capital	Share premium	Separate financial statements		
			Retained earnings		Total shareholders' equity
			Appropriated	Unappropriated	
Balance as at 1 January 2018	1,031,604,485	303,437,091	103,160,449	1,433,333,631	2,871,535,656
Profit for the year	-	-	-	236,833,569	236,833,569
Other comprehensive income for the year	-	-	-	-	7,670,378
Total comprehensive income for the year	-	-	-	236,833,569	7,670,378
Dividend paid	28	-	-	(371,377,435)	(371,377,435)
Balance as at 31 December 2018	1,031,604,485	303,437,091	103,160,449	1,298,789,765	2,744,662,168

The accompanying notes are an integral part of the financial statements.

# Statements of changes in shareholders' equity (continued)

Advanced Information Technology Public Company Limited and its subsidiary

For the year ended 31 December 2018

(Unit: Baht)

Note	Issued and paid-up share capital	Share premium	Separate financial statements		Total shareholders' equity
			Appropriated	Unappropriated	
			Retained earnings		
<b>Balance as at 1 January 2017</b>	<b>1,031,604,485</b>	<b>303,437,091</b>	<b>103,160,449</b>	<b>1,482,247,543</b>	<b>2,920,449,568</b>
Profit for the year	-	-	-	462,110,364	462,110,364
Other comprehensive income for the year	-	-	-	-	-
Total comprehensive income for the year	-	-	-	462,110,364	462,110,364
Dividend paid	28	-	-	(443,589,714)	(443,589,714)
<b>Balance as at 31 December 2017</b>	<b>1,031,604,485</b>	<b>303,437,091</b>	<b>103,160,449</b>	<b>1,500,768,193</b>	<b>2,938,970,218</b>
<b>Balance as at 1 January 2018</b>	<b>1,031,604,485</b>	<b>303,437,091</b>	<b>103,160,449</b>	<b>1,500,768,193</b>	<b>2,938,970,218</b>
Profit for the year	-	-	-	275,390,381	275,390,381
Other comprehensive income for the year	-	-	-	-	-
Total comprehensive income for the year	-	-	-	275,390,381	275,390,381
Dividend paid	28	-	-	(371,377,435)	(371,377,435)
<b>Balance as at 31 December 2018</b>	<b>1,031,604,485</b>	<b>303,437,091</b>	<b>103,160,449</b>	<b>1,404,781,139</b>	<b>2,842,983,164</b>

The accompanying notes are an integral part of the financial statements.

# Cash flow statement

Advanced Information Technology Public Company Limited and its subsidiary  
For the year ended 31 December 2018

(Unit: Baht)

	Consolidated financial statements	Financial statements in which equity method is applied		Separate financial statements
		2018	2017	
<b>Cash flows from operating activities</b>				
Profit before tax	310,388,063	556,539,069	348,944,875	587,519,444
Adjustments to reconcile profit before tax to net cash provided by (paid from) operating activities				
Depreciation and amortisation	117,900,964	131,428,599	117,900,964	131,428,599
Allowance for doubtful accounts (reversal)	14,926,658	(5,207,170)	14,926,658	(5,207,170)
Share of loss from investments in joint ventures	38,556,812	30,980,375	-	-
Provision for penalty on project delay	13,660,126	3,874,320	13,660,126	3,874,320
Loss on sales and write-off of building improvement and equipment	254,833	111,593	254,833	111,593
Loss on write-off of equipment for lease	1,582	-	1,582	-
Transfer equipment to cost of project	-	2,593,829	-	2,593,829
Provision for long-term employee benefits	12,497,644	11,635,945	12,497,644	11,635,945
Unrealised gain on exchange	(9,740,400)	(3,865,626)	(9,740,400)	(3,865,626)
Interest expenses	1,389,292	3,627,220	1,389,292	3,627,220
Profit from operating activities before changes in operating assets and liabilities	499,835,574	731,718,154	499,835,574	731,718,154
Operating assets (increase) decrease				
Trade receivables	789,362,250	(957,254,789)	789,362,250	(957,254,789)
Unbilled receivables	(126,024,630)	(1,453,516)	(126,024,630)	(1,453,516)
Inventories	37,839,228	(36,979,846)	37,839,228	(36,979,846)
Other current assets	(80,835,141)	(9,280,901)	(80,835,141)	(9,280,901)
Other non-current assets	3,865,464	(28,605,811)	3,865,464	(28,605,811)
Operating liabilities increase (decrease)				
Trade and other payables	(653,480,737)	662,326,562	(653,480,737)	662,326,562
Unbilled payables	24,246,693	(110,084,103)	24,246,693	(110,084,103)
Advanced receipts from customers	6,662,996	37,028,456	6,662,996	37,028,456
Cash paid for penalty on project delay	-	(5,296,845)	-	(5,296,845)
Other current liabilities	319,409	(12,008,255)	319,409	(12,008,255)
Cash paid for long-term employee benefits	(1,770,000)	(2,954,730)	(1,770,000)	(2,954,730)
Cash from operating activities	500,021,106	267,154,376	500,021,106	267,154,376
Interest paid	(1,389,292)	(3,627,220)	(1,389,292)	(3,627,220)
Income tax paid	(118,243,792)	(133,527,573)	(118,243,792)	(133,527,573)
<b>Net cash from operating activities</b>	<b>380,388,022</b>	<b>129,999,583</b>	<b>380,388,022</b>	<b>129,999,583</b>

The accompanying notes are an integral part of the financial statements.

## Cash flow statement (continued)

Advanced Information Technology Public Company Limited and its subsidiary  
For the year ended 31 December 2018

(Unit: Baht)

	Financial statements in which equity method is applied		Separate financial statements		
	Consolidated financial statements	2018	2017	2018	
				2017	
<b>Cash flows from investing activities</b>					
Decrease in current investments		-	25,176,276	-	25,176,276
Increase (decrease) in short-term loans to related party	18,000,000	(18,000,000)	18,000,000	(18,000,000)	
Cash paid for investments in joint ventures	-	(57,999,950)	-	(57,999,950)	
Cash paid for investments in related party	-	(84,990,500)	-	(84,990,500)	
Proceeds from sales of equipment	19,739	19,003	19,739	19,003	
Cash payment for purchase of building improvement and equipment	(15,594,753)	(48,331,750)	(15,594,753)	(48,331,750)	
Cash payment for purchase of equipment for lease	(24,888,842)	(19,249,292)	(24,888,842)	(19,249,292)	
Cash payment for purchase of computer software	(2,355,714)	(17,617,494)	(2,355,714)	(17,617,494)	
<b>Net cash used in investing activities</b>	(24,819,570)	(220,993,707)	(24,819,570)	(220,993,707)	
<b>Cash flows from financing activities</b>					
Repayment of long-term loans	(28,960,000)	(51,360,000)	(28,960,000)	(51,360,000)	
Increase (decrease) in liabilities under financial arrangement agreements	24,293,281	(1,896,021)	24,293,281	(1,896,021)	
Dividend paid	(371,349,210)	(443,454,716)	(371,349,210)	(443,454,716)	
<b>Net cash used in financing activities</b>	(376,015,929)	(496,710,737)	(376,015,929)	(496,710,737)	
<b>Net decrease in cash and cash equivalents</b>	(20,447,477)	(587,704,861)	(20,447,477)	(587,704,861)	
Cash and cash equivalents at beginning of year	1,286,202,253	1,873,907,114	1,286,202,253	1,873,907,114	
<b>Cash and cash equivalents at end of year</b>	1,265,754,776	1,286,202,253	1,265,754,776	1,286,202,253	
<b>Supplemental cash flows information</b>					
Non-cash transactions					
Purchase of building improvement and equipment for which no cash has been paid	1,592,903	193,775	1,592,903	193,775	
Purchase of computer software for which no cash has been paid	1,427,905	489,250	1,427,905	489,250	

The accompanying notes are an integral part of the financial statements.

# Notes to consolidated financial statements

Advanced Information Technology Public Company Limited and its subsidiary

For the year ended 31 December 2018

## 1. Corporate information

Advanced Information Technology Public Company Limited ("the Company") is a public company incorporated and domiciled in Thailand. The Company is principally engaged in the sale, design, installation, service, ongoing repair and maintenance, training and lump sum turnkey for information and communication technology network systems and the renting of computers and electronic equipment. The registered office of the Company is at 37/2 Suthisarnvinijchai Road, Samsaennok, Huaykwang, Bangkok.

## 2. Basis of preparation

2.1 The financial statements have been prepared in accordance with Thai Financial Reporting Standards enunciated under the Accounting Professions Act B.E. 2547 and their presentation has been made in compliance with the stipulations of the Notification of the Department of Business Development dated 11 October 2016, issued under the Accounting Act B.E. 2543.

The financial statements in Thai language are the official statutory financial statements of the Company. The financial statements in English language have been translated from the Thai language financial statements.

The financial statements have been prepared on a historical cost basis except where otherwise disclosed in the accounting policies.

2.2 Basis of consolidation

- a) The consolidated financial statements include the financial statements of Advanced Information Technology Public Company Limited ("the Company") and S P Resources and Commercials Pte. Ltd. ("the subsidiary"), which is a newly established company in corporate in Singapore.
- b) The Company is deemed to have control over an investee or subsidiary if it has rights, or is exposed, to variable returns from its involvement with the investee, and it has the ability to direct the activities that affect the amount of its returns.
- c) Subsidiary is fully consolidated, being the date on which the Company obtains control, and continue to be consolidated until the date when such control ceases.
- d) The financial statements of the subsidiary are prepared using the same significant accounting policies as the Company.
- e) The assets and liabilities in the financial statements of overseas subsidiary company are translated to Baht using the exchange rate prevailing on the end of reporting period, and revenues and expenses translated using monthly average exchange rates. The resulting differences are shown under the caption of "Exchange differences on translation of financial statements in foreign currency" in the statements of changes in shareholders' equity.
- f) Material balances and transactions between the Company and its subsidiary company have been eliminated from the consolidated financial statements.

- g) Non-controlling interests represent the portion of profit or loss and net assets of the subsidiary that are not held by the Company and are presented separately in the consolidated profit or loss and within equity in the consolidated statement of financial position.
- 2.3 The separate financial statements present investments in subsidiary and joint ventures under the cost method.

### 3. New financial reporting standards

(a) **Financial reporting standards that became effective in the current year**

During the year, the Company and its subsidiary have adopted the revised financial reporting standards and interpretations (revised 2017) which are effective for fiscal years beginning on or after 1 January 2018. These financial reporting standards were aimed at alignment with the corresponding International Financial Reporting Standards with most of the changes and clarifications directed towards disclosures in the notes to financial statements. The adoption of these financial reporting standards does not have any significant impact on the Company and its subsidiary's financial statements.

(b) **Financial reporting standards that will become effective for fiscal years beginning on or after 1 January 2019**

The Federation of Accounting Professions issued a number of revised and new financial reporting standards and interpretations (revised 2018) which are effective for fiscal years beginning on or after 1 January 2019. These financial reporting standards were aimed at alignment with the corresponding International Financial Reporting Standards with most of the changes directed towards clarifying accounting treatment and providing accounting guidance for users of the standards.

The management of the Company and its subsidiary believe that most of the revised financial reporting standards will not have any significant impact on the financial statements when they are initially applied. However, the new standard involves changes to key principles, as summarised below.

#### TFRS 15 Revenue from Contracts with Customers

TFRS 15 supersedes the following accounting standards together with related Interpretations.

TAS 11 (revised 2017)	Construction contracts
TAS 18 (revised 2017)	Revenue
TSIC 31 (revised 2017)	Revenue - Barter Transactions Involving Advertising Services
TFRIC 13 (revised 2017)	Customer Loyalty Programmes
TFRIC 15 (revised 2017)	Agreements for the Construction of Real Estate
TFRIC 18 (revised 2017)	Transfers of Assets from Customers

Entities are to apply this standard to all contracts with customers unless those contracts fall within the scope of other standards. The standard establishes a five-step model to account for revenue arising from contracts with customers, with revenue being recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The standard requires entities to exercise judgement, taking into consideration all of the relevant facts and circumstances when applying each step of the model.

The management of the Company and its subsidiary expects the adoption of this accounting standard to result in the following adjustments.

- Service-type warranties - The Company has determined that service-type warranties should be recognised as revenue over the periods in which the service will be provided. Previously, revenue was recognised in full upon delivery of the services.

**(c) Financial reporting standards related to financial instruments that will become effective for fiscal years beginning on or after 1 January 2020**

During the current year, the Federation of Accounting Professions issued a set of TFRSs related to financial instruments, which consists of five accounting standards and interpretations, as follows:

Financial reporting standards:

TFRS 7 Financial Instruments: Disclosures

TFRS 9 Financial Instruments

Accounting standard:

TAS 32 Financial Instruments: Presentation

Financial Reporting Standard Interpretations:

TFRIC 16 Hedges of a Net Investment in a Foreign Operation

TFRIC 19 Extinguishing Financial Liabilities with Equity Instruments

These TFRSs related to financial instruments make stipulations relating to the classification of financial instruments and their measurement at fair value or amortised cost (taking into account the type of instrument, the characteristics of the contractual cash flows and the Company's business model), calculation of impairment using the expected credit loss method, and hedge accounting. These include stipulations regarding the presentation and disclosure of financial instruments. When the TFRSs related to financial instruments are effective, some accounting standards, interpretations and guidance which are currently effective will be cancelled.

The management of the Company and its subsidiary is currently evaluating the impact of these standards to the financial statements in the year when they are adopted.

## 4. Significant accounting policies

### 4.1 Revenues and expenses recognition

#### a) Revenues

Sales and service income

Revenues from the sale, design, installation, service, ongoing repair and maintenance, training and lump sum turnkey for information and communication technology network systems are recognised on the basis of percentage of completion, as assessed by the Company's engineers/the project managers. Recognised revenues, that are not yet due, per the contracts, are presented under the caption of "unbilled receivables" in the statement of financial position.

Sales of goods are recognised when the significant risks and rewards of ownership of the goods have passed to the buyer. Sales are the invoiced value, excluding value added tax, of goods supplied after deducting discounts and allowances.

Service revenues are recognised when the services have been rendered taking into account the stage of completion.

*Revenues from construction contract*

Revenues from service under long-term construction contract are recognised on the basis of percentage of completion, as assessed by the Company's engineers. Recognised revenues, that are not yet due, per the contracts, are presented under the caption of "unbilled receivables" in the statement of financial position.

*Rental and maintenance income*

Rental and maintenance income are recognised over the period of rental and maintenance.

*Interest income*

Interest income is recognised on an accrual basis, based on the effective interest rate.

**b) Expenses**

Costs of sales, design, installation, service, ongoing repair and maintenance, training, contract lump sum turnkey for information and communication technology network systems and long-term construction are recognised in accordance with the percentage of work completed for which revenue has already been recognised, based on total estimated costs. Provision for anticipated losses on projects is made in the accounts in full when the possibility of loss is ascertained. Differences between the estimated costs and the actual costs are recognised as "work in progress" under inventories or "unbilled payables" under current liabilities in the statement of financial position.

Other expenses are recognised on an accrual basis.

**4.2 Cash and cash equivalents**

Cash and cash equivalents consist of cash in hand and cash at banks, and all highly liquid investments with an original maturity of 3 months, or less, and are not subject to withdrawal restrictions.

**4.3 Trade accounts receivable**

Trade accounts receivable are stated at the net realisable value. Allowance for doubtful accounts is provided for the estimated losses that may be incurred in the collection of receivables. The allowance is generally based on collection experience and an analysis of debt aging.

**4.4 Inventories**

Equipment, work in progress and goods in transit are valued at the lower of cost and net realisable value. Cost consists of the cost of equipment, labour, subcontract works and other relevant expenses.

**4.5 Investments**

- a) Investments in securities held for trading are stated at fair value. Changes in the fair value of these securities are recorded in profit or loss.
- b) Investments in non-marketable equity securities, which the Company classifies as other investments, are stated at cost net of allowance for impairment loss (if any).
- c) Investments in joint ventures are accounted for in the financial statements in which equity method is applied using the equity method.

- d) Investments in subsidiary and joint ventures are accounted for in the separate financial statements using the cost method. Allowance for impairment loss will be made when the recoverable amounts are lower than the cost of investments.

The fair value of unit trusts is determined from their net asset value.

The weighted average method is used for computation of the cost of investments.

#### 4.6 Property, plant, equipment and equipment for lease/Depreciation

Land is stated at cost. Building, equipment and equipment for lease are stated at cost less accumulated depreciation and allowance for loss on impairment of assets (if any).

Depreciation of plant, equipment and equipment for lease is calculated by reference to their costs on the straight-line basis over the following estimated useful lives:

Building	20	years
Building improvement	5	years
Furniture, fixtures and office equipment	5, 10	years
Computers	3, 5	years
Equipment used in projects	3, 5	years
Equipment for lease      Lease period	3 - 6	years

Depreciation is included in determining income.

No depreciation is provided for land and asset under installation.

An item of property, plant, equipment and equipment for lease is recognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on disposal of an asset is included as profit or loss when the asset is recognised.

#### 4.7 Intangible assets

The intangible assets are carried at cost less accumulated amortisation and accumulated impairment losses (if any).

Intangible assets with finite lives are amortised on a systematic basis over the economic useful life and tested for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation period and the amortisation method of such intangible assets are reviewed at least at each financial year end. The amortisation expense is charged to profit or loss.

The estimated useful lives of computer software are 10 years.

#### 4.8 Related party transactions

Related parties comprise individuals or enterprises that control, or are controlled by, the Company, whether directly or indirectly, or which are under common control with the Company.

They also include associated companies, and individuals or enterprise which directly or indirectly own a voting interest in the Company that gives them significant influence over the Company, key management personnel, directors and officers with authority in the planning and direction of the Company's operations.

#### 4.9 Long-term leases

Leases of equipment which transfer substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalised at the lower of the fair value of the leased assets and the present value of the minimum lease payments. The outstanding rental obligations, net of finance charges, are included in long-term payables, while the interest element is charged to profit or loss over the lease period. The asset acquired under finance leases is depreciated over the shorter of the useful life of the asset and the lease period.

Leases of plant and equipment which do not transfer substantially all the risks and rewards of ownership are classified as operating leases. Operating lease payments are recognised as an expense in profit or loss on a straight line basis over the lease term.

#### 4.10 Foreign currencies

The financial statements are presented in Baht, which is also the Company's functional currency.

Transactions in foreign currencies are translated into Baht at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated into Baht at the exchange rate ruling at the end of reporting period.

Gains and losses on exchange are included in determining income.

#### 4.11 Impairment of assets

At the end of each reporting period, the Company performs impairment reviews in respect of the property, plant, equipment, equipment for lease and intangible assets whenever events or changes in circumstances indicate that an asset may be impaired. An impairment loss is recognised when the recoverable amount of an asset, which is the higher of the asset's fair value less costs to sell and its value in use, is less than the carrying amount.

An impairment loss is recognised in profit or loss.

#### 4.12 Employee benefits

##### Short-term employee benefits

Salaries, wages, bonuses and contributions to the social security fund are recognised as expenses when incurred.

##### Post-employment benefits

###### *Defined contribution plans*

The Company and its employees have jointly established a provident fund. The fund is monthly contributed by employees and by the Company. The fund's assets are held in a separate trust fund and the Company's contributions are recognised as expenses when incurred.

###### *Defined benefit plans*

The Company has obligations in respect of the severance payments it must make to employees upon retirement under labor law. The Company treats these severance payment obligations as a defined benefit plan.

The obligation under the defined benefit plan is determined by a professionally qualified independent actuary based on actuarial techniques, using the projected unit credit method.

Actuarial gains and losses arising from post-employment benefits are recognised immediately in other comprehensive income.

#### **4.13 Provisions**

Provisions are recognised when the Company has a present obligation as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

#### **4.14 Income tax**

Income tax expense represents the sum of corporate income tax currently payable and deferred tax.

##### **Current tax**

Current income tax is provided in the accounts at the amount expected to be paid to the taxation authorities, based on taxable profits determined in accordance with tax legislation.

##### **Deferred tax**

Deferred income tax is provided on temporary differences between the tax bases of assets and liabilities and their carrying amounts at the end of each reporting period, using the tax rates enacted at the end of the reporting period.

The Company recognises deferred tax liabilities for all taxable temporary differences while it recognises deferred tax assets for all deductible temporary differences and tax losses carried forward, to the extent that it is probable that future taxable profit will be available against which such deductible temporary differences and tax losses carried forward can be utilised.

At each reporting date, the Company reviews and reduces the carrying amount of deferred tax assets, to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised.

The Company records deferred tax directly to shareholders' equity, if the tax relates to items that are recorded directly to shareholders' equity.

#### **4.15 Derivatives**

##### **Forward exchange contracts**

Receivables and payables arising from forward exchange contracts are translated into Baht at the rates of exchange ruling at the end of reporting period. Unrealised gains and losses from the translation are recognised in profit or loss.

#### **4.16 Fair value measurement**

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between buyer and seller (market participants) at the measurement date. The Company applies a quoted market price in an active market to measure their assets and liabilities that are required to be measured at fair value by relevant financial reporting standards. Except in case of no active market of an

identical asset or liability or when a quoted market price is not available, the Company measures fair value using valuation technique that are appropriate in the circumstances and maximises the use of relevant observable inputs related to assets and liabilities that are required to be measured at fair value.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy into three levels based on categorise of input to be used in fair value measurement as follows:

- Level 1 - Use of quoted market prices in an observable active market for such assets or liabilities
- Level 2 - Use of other observable inputs for such assets or liabilities, whether directly or indirectly
- Level 3 - Use of unobservable inputs such as estimates of future cash flows

At the end of each reporting period, the Company determines whether transfers have occurred between levels within the fair value hierarchy for assets and liabilities held at the end of the reporting period that are measured at fair value on a recurring basis.

## 5. Significant accounting judgements and estimates

The preparation of financial statements in conformity with financial reporting standards at times requires management to make subjective judgements and estimates regarding matters that are inherently uncertain. These judgements and estimates affect reported amounts and disclosures; and actual results could differ from these estimates. Significant judgements and estimates are as follows:

Estimation of revenues and costs of sales, design, installation, service, ongoing repair and maintenance, training, lump sum turnkey for information and communication technology network systems and long-term construction

In estimation of revenues and costs of sales, design, installation, service, ongoing repair and maintenance, training, lump sum turnkey for information and communication technology network systems and long-term construction, management are required to make judgement based on their best knowledge of the current events and arrangements and their experience of the business in order to estimate the percentage of completion and total cost of each project, based on information from the engineers/project managers. These estimates are regularly revisited or whenever the actual costs incurred significantly vary from the estimation.

### Allowance for doubtful accounts

In determining an allowance for doubtful accounts, the management need to make judgements and estimates based upon, among other things, past collection history, aging profile of outstanding debts and the prevailing economic condition.

### Provision for loss/penalty on project delay

The management apply their judgements in estimating the loss/penalty on project delay they expect to be realised on each project, based on estimates of anticipated costs that take into account the progress of the project and actual costs incurred to date, together with fluctuations in cost of equipment, labour, other relevant expenses and the current situation.

## 6. Related party transactions

During the year, the Company had significant business transactions with the related parties. Such transactions, which are summarised below, arose in the ordinary course of business and were concluded on commercial terms and bases agreed upon between the Company and those related parties.

(Unit: Million Baht)

	2018	2017	Transfer pricing policy
<u>Transactions with the related parties</u>			
Sales of goods and services	23	194	Market price
Purchase of goods and services	-	113	Competitive agree-upon price

As at 31 December 2018 and 2017, the balance of the accounts between the Company and those related parties are as follows:

(Unit: Million Baht)

	2018	2017
<b>Trade accounts receivable - related party (Note 8)</b>		
Related company (related by a common director)	146	197
<b>Short-term loans to related party</b>		
Genesis Data Center Co., Ltd.	-	18

### Short-term loans to related party

The balance of short-term loans between the Company and its related party and the movement are as follows.

(Unit: Thousand Baht)

	Balance as at 1 January 2018	Increase during the year	Decrease during the year	Balance as at 31 December 2018
<b>Short-term loans to</b>				
Genesis Data Center Co., Ltd.	18,000	-	(18,000)	-

### Directors and management's benefits

During the years ended 31 December 2018 and 2017, the Company had employee benefit expenses payable to its directors and management as below.

(Unit: Million Baht)

Related parties	Related transactions	2018	2017
Audit committee	Short-term employee benefits	5	5
Management and executive directors	Short-term employee benefits	66	73
Post-employment benefits		4	9
Directors who are not members of the audit committee or management committee	Short-term employee benefits	6	6

## 7. Cash and cash equivalents

	(Unit: Thousand Baht)	
	2018	2017
Cash	280	280
Bank deposits	932,224	737,684
Highly liquid investments		
Unit trusts in fixed income open-ended fund - Cost	325,667	542,516
Add: Unrealised gain from changes in value of investments	7,584	5,722
Unit trusts in fixed income open-ended fund - Fair value	333,251	548,238
Total cash and cash equivalents	1,265,755	1,286,202

As at 31 December 2018, bank deposits in savings accounts, fixed deposits and highly liquid investments carried interests between 0.10 - 1.22% per annum (2017: 0.10 - 1.38% per annum).

## 8. Trade receivables

	(Unit: Thousand Baht)	
	2018	2017
<u>Trade receivables - related party (Note 6)</u>		
Aged on the basis of due dates		
Not yet due	-	197,356
Past due		
Over 3 - 6 months	23,426	-
Over 6 - 12 months	131,565	-
Total	154,991	197,356
Less: Allowance for doubtful accounts	(9,117)	-
Total trade receivables - related party, net	145,874	197,356
<u>Trade receivables - unrelated parties</u>		
Aged on the basis of due dates		
Not yet due	430,181	488,306
Past due		
Up to 3 months	526,888	1,054,393
3 - 6 months	76,661	208,492
Over 6 - 12 months	63,264	181,936
Over 12 months	308,080	211,508
Total	1,405,074	2,144,635
Less: Allowance for doubtful accounts	(50,764)	(44,954)
Total trade receivables - unrelated parties, net	1,354,310	2,099,681
Total trade receivables - net	1,500,184	2,297,037

Most of the overdue trade accounts receivable balances are those receivables from government agencies and companies of which the government is a major shareholder. The Company's management believe that payment of these balances will be received in full and that the above allowance for doubtful debts is adequate in the current circumstance.

## 9. Inventories

	(Unit: Thousand Baht)	
	2018	2017
Equipment and work in progress	232,595	270,092
Goods in transit	35,356	35,698
Total	267,951	305,790

## 10. Investment in subsidiary

On 6 September 2018, the Board of Directors' meeting of the Company passed a resolution to invest in ordinary shares of S P Resources and Commercial Pte. Ltd., a newly established company in Singapore, principally engaged in the trading of spare parts and hardware accessories and in the other business operations. The investment amounted to SGD 100,000 representing 100% of the registered share of this company. On 25 September 2018, this company registered with the share capital of 1 SGD.

## 11. Investments in joint ventures

11.1 Details of investments in joint ventures:

Investments in joint ventures represent investments in entities which are jointly controlled by the Company and other companies. Details of these investments are as follows:

Joint ventures	Nature of business	Country of incorporation	Shareholding percentage		Investments under cost method		Investments under equity method		(Unit: Million Baht)	
			2018	2017	2018	2017	2018	2017		
Loxley & AIT Holding Co., Ltd.	Invest in the business of lump sum turnkey contracting for the installation of communication tools, electricity plants and sales of related equipment	Thailand	50.00	50.00	100	100	24	37		
Genesis Data Center Co., Ltd.	Data center service	Thailand	33.33	33.33	70	70	48	65		
					170	170	72	102		

On 30 January 2017, the Company additionally invested Baht 25 million in Loxley & AIT Holdings Co., Ltd. (additionally called up 25%, equivalent to a total of 100%).

On 11 July 2017 and 15 August 2017, the Company additionally invested in Genesis Data Center Co., Ltd. amounting to Baht 16.5 million each, totaling Baht 33 million (additionally called up 50% of the new shares, equivalent to a total of 100%).

## 11.2 Share of comprehensive income

During the years, the Company recognised its share of loss from investments in the joint ventures in the financial statements as follows:

Joint ventures	(Unit: Million Baht)			
	Share of loss from investments in joint ventures during the years		Share of other comprehensive income from investments in joint venture during the year	
	Consolidated financial statement	Financial statement in which equity method is applied	Consolidated	Financial statement in which equity method is applied
			2018	2017
Loxley & AIT Holding Co., Ltd.		(21.4)	(26.5)	7.7
Genesis Data Center Co., Ltd.		(17.2)	(4.5)	-
		(38.6)	(31.0)	7.7

## 11.3 Summarised financial information about material joint ventures

Summarised information about financial position.

	(Unit: Million Baht)			
	Loxley & AIT Holding Co., Ltd.	2018	2017	Genesis Data Center Co., Ltd.
Cash and cash equivalents		9.9	10.6	8.3
Other current assets		-	-	32.2
Building and equipment		-	-	443.2
Non-current assets	37.4	64.1	5.2	8.9
Short-term loans from related parties	-	-	-	(54.0)
Current portion of long-term loans	-	-	(0.1)	-
Current portion of liabilities under financial lease agreements	-	-	(1.8)	(1.7)
Other current liabilities	(0.2)	(0.2)	(24.7)	(47.2)
Long-term loans	-	-	(115.4)	-
Liabilities under finance lease agreements	-	-	(202.6)	(199.2)
Net assets	47.1	74.5	144.3	195.9
Shareholding percentage (%)	50.00	50.00	33.33	33.33
Carrying amounts of joint ventures based on equity method	23.6	37.3	48.1	65.3

Summarised information about comprehensive income.

(Unit: Million Baht)

	For the years ended 31 December			
	Loxley & AIT Holding Co., Ltd.		Genesis Data Center Co., Ltd.	
	2018	2017	2018	2017
Revenue	-	-	8.8	0.5
Depreciation expense	-	-	(26.4)	(8.2)
Selling and administrative expense	(0.8)	(2.7)	(20.3)	(3.1)
Interest expense	-	-	(13.7)	(2.8)
Share of loss from investments in associate	(41.9)	(50.3)	-	-
Loss	(42.7)	(53.0)	(51.6)	(13.6)
Other comprehensive income	15.3	-	-	-
Total comprehensive income	(27.4)	(53.0)	(51.6)	(13.6)

## 12. Investments in related party

(Unit: Million Baht)

Company's name	Shareholding percentage		Cost	
	2018	2017	2018	2017
Campana Group Pte. Ltd. (related by common director)	(%)	(%)		
	6.19	8.04	85	85

On 11 April 2017, the Board of Directors' meeting of the Company passed a resolution to purchase USD 2.5 million (28,365 ordinary shares of USD 86.38 each) of the ordinary shares of Campana Group Pte. Ltd., which was incorporated in Singapore and is an associate of Loxley & AIT Holding Company Limited. The Company purchased these shares in place of Loxley & AIT Holding Company Limited, which waived its right to purchase the shares.

During the year 2018, Campana Group Pte. Ltd. issued 105,639 shares. However, the Company did not purchase the shares. As a result, the Company's shareholding in this company decreased from 8.04% to 6.19% of its registered share capital.

### 13. Property, plant and equipment

(Unit: Thousand Baht)

	Land	Building	Building	Furniture,	Equipment used in projects	Total
		and building	improvement improvement	fixture under construction		
		Equipment Computers				
<b>Cost</b>						
As at 1 January 2017	35,718	49,694	8,114	19,327	50,925	146,416
Additions	-	10,515	1,817	3,317	6,604	26,273
Disposals/write-off	-	(732)	-	(2,685)	(7,380)	(2,922)
Transfer to cost of project	-	-	-	-	-	(3,114)
Transfer in (out)	-	9,931	(9,931)	-	-	-
As at 31 December 2017	36,718	69,408	-	19,959	50,149	166,653
Additions	-	2,151	-	868	4,227	9,942
Disposals/write-off	-	(2,513)	-	(2,040)	(3,196)	(2,376)
As at 31 December 2018	35,718	69,046	-	18,787	51,180	174,219
<b>Accumulated depreciation</b>						
As at 1 January 2017	-	20,474	-	14,813	40,767	110,221
Depreciation for the year	-	6,944	-	2,007	7,225	24,897
Depreciation on disposals/write-off	-	(732)	-	(2,679)	(7,339)	(2,838)
Depreciation on transfer to cost of project	-	-	-	-	-	(520)
As at 31 December 2017	-	26,686	-	14,141	40,653	131,760
Depreciation for the year	-	7,885	-	1,981	6,211	20,133
Depreciation on disposals/write-off	-	(2,513)	-	(2,028)	(3,193)	(2,116)
As at 31 December 2018	-	32,058	-	14,094	43,671	149,777
<b>Net book value</b>						
As at 31 December 2017	35,718	42,722	-	5,818	9,496	34,893
As at 31 December 2018	35,718	36,988	-	4,693	7,509	24,442
<b>Depreciation for the year</b>						
2017 (Baht 24.9 million included in cost of sales and service, and the balance in administrative expenses)						41,073
2018 (Baht 20.1 million included in cost of sales and service, and the balance in administrative expenses)						36,210

As at 31 December 2018, certain items of building and equipment were fully depreciated but are still in use. The gross carrying amount before deducting the accumulated depreciation of those assets amounted to approximately Baht 175 million (2017: Baht 144 million).

## 14. Equipment for lease

(Unit: Thousand Baht)

	Equipment for lease	Equipment for lease under installation	Total
<b>Cost</b>			
As at 1 January 2017	564,041	-	564,041
Additions	19,249	-	19,249
As at 31 December 2017	583,290	-	583,290
Additions	14,120	10,769	24,889
Write-off	(394,828)	-	(394,828)
As at 31 December 2018	202,582	10,769	213,351
<b>Accumulated depreciation</b>			
As at 1 January 2017	347,754	-	347,754
Depreciation for the year	85,725	-	85,725
As at 31 December 2017	433,479	-	433,479
Depreciation for the year	76,555	-	76,555
Depreciation on write-off	(394,268)	-	(394,268)
As at 31 December 2018	115,766	-	115,766
<b>Allowance for impairment loss</b>			
As at 1 January 2017	558	-	558
As at 31 December 2017	558	-	558
Decrease during the year	(558)	-	(558)
As at 31 December 2018	-	-	-
<b>Net book value</b>			
As at 31 December 2017	149,253	-	149,253
As at 31 December 2018	86,816	10,769	97,585
<b>Depreciation for the year</b>			
2017 (all included in cost of equipment for lease)			85,725
2018 (all included in cost of equipment for lease)			76,555

As at 31 December 2017, certain items of equipment for lease were fully depreciated but are still in use. The gross carrying amount before deducting the accumulated depreciation and allowance for impairment loss of those assets amounted to approximately Baht 220 million.

## 15. Intangible assets

The net book value of intangible assets as at 31 December 2018 and 2017 is presented below.

	(Unit: Thousand Baht)	
	2018	2017
Cost	57,553	54,802
Less Accumulated amortisation	(20,349)	(16,246)
Net book value	37,204	38,556

A reconciliation of the net book value of intangible assets for the years 2018 and 2017 is presented below.

	(Unit: Thousand Baht)	
	2018	2017
Net book value at beginning of year	38,556	25,079
Acquisition	3,784	18,107
Amortisation	(5,136)	(4,630)
Net book value at end of year	37,204	38,556

## 16. Trade and other payables

	(Unit: Thousand Baht)	
	2018	2017
Trade accounts payable		
Related party	-	39
Unrelated parties	581,548	1,225,295
Total trade accounts payable	581,548	1,225,334
Other payables	3,810	2,790
Accrued expenses	57,430	66,156
Total trade and other payables	642,788	1,294,280

## 17. Long-term loan

	(Unit: Million Baht)	
	2018	2017
Long-term loan	-	29
Less: Portion due within one year	-	(29)
Portion due more than one year	-	-

The loan agreement contains several covenants which, among other things, require the Company to maintain certain debt-to-equity ratio and debt service coverage ratio at the rate prescribed in to the agreement.

## 18. Liabilities under financial arrangement agreements

(Unit: Million Baht)

	2018	2017
Liabilities under financial arrangement agreements	73.8	50.5
Less: Deferred interest	(0.7)	(1.7)
Total	73.1	48.8
Less: Portion due within one year	(29.1)	(23.3)
Portion due more than one year	44.0	25.5

The Company entered into financial arrangement agreements to purchase computer equipment and services for project works. The liabilities under the agreements are payable on monthly, quarterly and yearly bases and the terms of agreements are generally 3 - 5 years.

The Company has future minimum payments required under the financial arrangement agreements as follows:

(Unit: Million Baht)

	As at 31 December 2018		
	Less than 1 year	1 - 5 years	Total
Future minimum payments	29.7	44.1	73.8
Deferred interest expenses	(0.6)	(0.1)	(0.7)
Present value of future minimum payments	29.1	44.0	73.1

(Unit: Million Baht)

	As at 31 December 2017		
	Less than 1 year	1 - 5 years	Total
Future minimum payments	24.2	26.3	50.5
Deferred interest expenses	(0.9)	(0.8)	(1.7)
Present value of future minimum payments	23.3	25.5	48.8

## 19. Other current liabilities

(Unit: Thousand Baht)

	2018	2017
Value added tax payable	24,261	10,728
Undue output tax	14,298	14,650
Withholding tax payable	19,398	32,276
Others	2,020	1,975
Total other current liabilities	59,977	59,629

## 20. Provision for long-term employee benefits

Provision for long-term employee benefits, which represents compensation payable to employee after they retire, was as follows:

	(Unit: Thousand Baht)	
	2018	2017
Provision for long-term employee benefits at beginning of year	72,320	63,639
Included in profit or loss:		
Current service cost	10,579	9,924
Interest cost	1,919	1,712
Benefits paid during the year	(1,770)	(2,955)
Provision for long-term employee benefits at end of year	83,048	73,320

Long-term employee benefit expense included in the profit or loss consist of the following:

	(Unit: Thousand Baht)	
	2018	2017
Cost of sales and service	2,736	3,819
Selling and administrative expenses	9,762	7,817
Total expenses recognised in profit or loss	12,498	11,636

The Company expects to pay Baht 11 million of long-term employee benefits during the next year (2017: Baht 7 million).

As at 31 December 2018, the weighted average duration of the liabilities for long-term employee benefit is 16 years (2017: 18 years).

Significant actuarial assumptions used for the valuation are summarised below.

	2018	2017
	(% per annum)	(% per annum)
Discount rate	3	3
Salary increase rate	3 - 6	3 - 6
Staff turnover rate	2 - 7	2 - 7

The result of sensitivity analysis for significant assumptions that affect the present value of the long-term employee benefit obligation as at 31 December 2018 and 2017 are summarised below.

	(Unit: Million Baht)			
	2018	2017	Increase 1%	Decrease 1%
Discount rate	(6)	8	(6)	7
Salary increase rate	8	(7)	7	(6)
Staff turnover rate	(7)	8	(6)	7

On 13 December 2018, The National Legislative Assembly passed a resolution approving the draft of a new Labour Protection Act, which is in the process being published in the Royal Gazette. The new Labour Protection Act stipulates additional legal severance pay rates for employees who have worked for an uninterrupted period of

twenty years or more. Such employees are entitled to receive not less than 400 days' compensation at the lastest wage rate. This change is considered a post-employment benefits plan amendment and the Company has additional liabilities for long-term employee benefits of Baht 15.9 million. The Company will reflect the effect of the change by recognising past services costs as expenses in the income statement of the period in which the law is effective.

## 21. Statutory reserve

Pursuant to Section 116 of the Public Limited Companies Act B.E. 2535, the Company is required to set aside, to a statutory reserve at least 5% of its net profit after deducting accumulated deficit brought forward (if any), until the reserve reaches 10% of the registered capital. The statutory reserve is not available for dividend distribution. At present, the statutory reserve has fully been set aside.

## 22. Supplemental disclosure for revenues from construction contracts

Supplemental disclosure for revenues from construction contracts for the years ended 31 December 2018 and 2017 is as follows:

	(Unit: Thousand Baht)	
	2018	2017
<b>Unbilled receivables</b>		
Accumulated amount recognised as revenue on percentage of completion basis	1,081,244	210,972
Less: value of total billed	(799,921)	-
<b>Unbilled receivables</b>	281,323	210,972
<b>Construction revenue received in advance</b>		
Value of total billed	-	20,047
Less: Accumulated amount recognised as revenue on percentage of completion basis	-	(7,071)
<b>Construction revenue received in advance</b>	-	12,976

## 23. Expenses by nature

Significant expenses classified by nature are as follows:

	(Unit: Thousand Baht)	
	2018	2017
Salaries, bonus, commission and other employee benefits	524,312	578,615
Installation and services expenses	446,246	461,753
Repair and maintenance expenses	438,679	518,914
Depreciation and amortisation	117,901	131,428
Penalty on project delay	13,660	3,874
Entertainment expenses	58,016	80,278
Purchase inventories	1,160,025	2,881,027
Changes in inventories	61,743	(121,131)

## 24. Income tax

Income tax expenses for the years ended 31 December 2018 and 2017 are made up as follows:

	(Unit: Thousand Baht)	
	2018	2017
<b>Current income tax:</b>		
Current income tax charge	80,703	126,023
<b>Deferred tax:</b>		
Relating to origination and reversal of temporary differences	(7,149)	(614)
<b>Income tax expense reported in the statement of comprehensive income</b>	<b>73,554</b>	<b>125,409</b>

The reconciliation between accounting profit and income tax expenses is shown below.

	(Unit: Thousand Baht)			
	Financial statement in which		Separate financial statements	
	Consolidated financial statement	equity method is applied	2018	2017
	2018	2017	2018	2017
Accounting profit before income tax expenses	310,388	556,539	348,945	587,519
Applicable tax rate	20%	20%	20%	20%
Accounting profit before income expense tax multiplied by applicable tax rate	62,078	111,308	69,789	117,504
Effects of:				
Non-deductible expenses	10,191	14,728	10,191	14,728
Additional expense deductions allowed	(6,538)	(6,823)	(6,538)	(6,823)
Share loss from joint ventures	7,711	6,196	-	-
Others	112	6,196	112	-
Total	11,476	14,101	3,765	7,905
Income tax expenses reported in the statement of comprehensive income	73,554	125,409	73,554	125,409

The components of deferred tax assets are as follows:

	(Unit: Thousand Baht)		
	Statements of financial position	2018	2017
	2018	2017	2017
<b>Deferred tax assets</b>			
Unrealised gain from change in value of investments	(1,417)	(1,144)	
Allowance for doubtful accounts	11,976	9,412	
Receivables under forward contracts	(82)	(174)	
Allowance for impairment loss of equipment for lease	-	112	
Provision for penalty on project delay	18,152	15,420	
Provision for long-term employee benefits	16,610	14,464	
Total	45,239	38,090	

## 25. Basic earnings per share

Basic earnings per share is calculated by dividing profit for the year attributable to equity holders of the Company (excluding other comprehensive income) by the weighted average number of ordinary shares in issue during the year.

## 26. Segment information

Operating segment information is reported in a manner consistent with the internal reports of the Group that are regularly reviewed by the chief operating decision maker in order to make decisions about the allocation of resources to the segment and assess its performance. The chief operating decision maker has been identified as the Group's Board of Directors.

The Group's business operations involve 2 principal segments: (1) sales and service and revenue from construction contracts (2) rental of equipment. The Group measured segment performance based on operating profit or loss, on a basis consistent with that used to measure operating profit or loss in the financial statements. During the years ended 31 December 2018 and 2017, there were no material activities pertaining to the rental segment. For this reason, no related financial information has been presented by either industry segment or geographical area.

### *Geographic information*

The Group is mainly operates in Thailand only. As a result, all of the revenues and assets as reflected in these financial statements pertain to the aforementioned geographical reportable.

### *Major customers*

In year 2018, the Group has revenue from two major customers in the amount of Baht 847 million and Baht 549 million, respectively which derived from sales and service income (2017: Baht 1,398 million and Baht 608 million, respectively).

## 27. Provident fund

The Company and its employees have jointly established a provident fund in accordance with the Provident Fund Act B.E. 2530, contributed to the fund monthly at rates of 5 - 15% of basic salary. The fund, which is managed by SCB Asset Management Company Limited, will be paid to employees upon termination in accordance with the fund rules. The contributions for the year 2018, amounting to Baht 29 million (2017: Baht 25 million) were recognised as expenses.

## 28. Dividend paid

Dividends	Approved by	Total dividends	Dividend	per share
		(Million Baht)	(Baht)	
Final dividends of 2016	Annual General Meeting of the Company's shareholders held on 11 April 2017	309.5	1.50	
Interim dividends of 2017	Board of Directors' meeting of the Company held on 10 August 2017	134.1	0.65	
Total for 2017		443.6	2.15	
Final dividends of 2017	Annual General Meeting of the Company's shareholders held on 10 April 2018	288.8	1.40	
Interim dividends of 2018	Board of Directors' meeting of the Company held on 9 August 2018	82.6	0.40	
Total for 2018		371.4	1.80	

## 29. Commitments and contingent liabilities

### 29.1 Capital commitments

As at 31 December 2018, the Company had capital commitments of Baht 33.7 million (2017: None), relating to purchase of equipment for lease.

### 29.2 Operating lease and service commitments

The Company has entered into several lease agreements in respect of leases of buildings and vehicles and service agreements. The terms of the agreements are generally between 1 and 5 years.

As at 31 December 2018 and 2017, the Company has future minimum payments required under these contracts as follows:

	(Unit: Million Baht)	
	2018	2017
Payable:		
In up to 1 year	14	12
In over 1 year and up to 5 years	14	10

### 29.3 Obligations relating to undelivered and unrendered contracts

1. The Company has contracts related to selling goods and rendering services that are undelivered and unrendered to its customers of approximately Baht 2,456 million (2017: Baht 2,400 million).
2. The Company has engaged in various contracts, with a total contract value for future services rendering of Baht 139 million (2017: Baht 193 million), to lease the electronic equipment to companies of which the government is a major shareholder, government agencies and private companies. The Company has obliged to complete the equipment installation and render services for these equipment in accordance with the conditions stipulated in the contracts.

#### 29.4 Guarantees

1. As at 31 December 2018, there were outstanding bank guarantees of Baht 1,012 million (2017: Baht 919 million) which have been issued by banks on behalf of the Company and consortium, in respect of certain performance bonds as required in the ordinary course of its business. These included letters of guarantee amounting to Baht 1,010 million (2017: Baht 917 million) to guarantee contractual performance and Baht 2 million (2017: Baht 2 million) to guarantee payments due to creditors.
2. The Company and other companies have provided a written undertaking to a bank to guarantee a long-term loan of Genesis Data Center Co., Ltd., which is a joint venture of the Company. The Company's guarantee is limited to Baht 87 million.

### 30. Fair value hierarchy

As at 31 December 2018 and 2017, the Company had the assets that were measured at fair value using level 2 as follows:

	(Unit: Million Baht)	
	2018	2017
<b>Assets measured at fair value</b>		
Highly liquid investments		
Unit trusts in fixed income open-ended fund	333	548
Receivables under forward contracts	-	1

### 31. Financial instruments

#### 31.1 Financial risk management

The Company's financial instruments, as defined under Thai Accounting Standard No. 107 "Financial Instruments: Disclosure and Presentations", principally comprise of cash and cash equivalents, trade receivables, short-term loans to related party, trade and other payables, long-term loans and liabilities under financial arrangement agreements. The financial risks associated with these financial instruments and how they are managed is described below.

##### Credit risk

The Company is exposed to credit risk primarily with respect to trade receivables and short-term loans to related party. However, due to a prudent credit policy and most customers are government agencies, companies in which the government is a major shareholder, the Company does not expect to incur material financial losses. The maximum exposure to credit risk is limited to the carrying amounts of trade receivables and short-term loans as stated in the statements of financial position.

##### Interest rate risk

The Company's exposure to interest rate risk relates primarily to its cash at banks, short-term loans to related party, long-term loans and liabilities under financial arrangement agreements. However, as most of the Company's financial assets and liabilities bear floating interest rates or fixed interest rates, which are close to the market rate, the interest rate risk is expected to be minimal.

As at 31 December 2018 and 2017, significant financial assets and liabilities, classified by type of interest rate, are summarised in the table below, with those financial assets and liabilities that carry fixed interest rates further classified based on their maturity dates, or the repricing date if this occurs before the maturity date.

(Unit: Million Baht)

	Fixed interest rates				Floating		Non-interest				Effective	
	Within 1 year		1 - 5 years		interest rate		bearing		Total		interest rate	
	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
(% per annum)												
<b>Financial assets</b>												
Cash and cash equivalents	780	641	-	-	333	548	153	97	1,265	1,286	0.1 - 1.2	0.1 - 1.4
Trade receivables	-	-	-	-	-	-	1,500	2,297	1,500	2,297	-	-
Short-term loans to related party	-	18	-	-	-	-	-	-	-	18	-	4.625
	780	659	-	-	333	548	1,653	2,394	2,765	3,601		
<b>Financial liabilities</b>												
Trade and other payables	-	-	-	-	-	-	643	1,294	643	1,294	-	-
Long-term loans	-	29	-	-	-	-	-	-	-	29	-	4.3
Liabilities under financial arrangements	29	23	44	26	-	-	-	-	73	49	0.0 - 3.7	0.0 - 4.3
	29	52	44	26	-	-	643	1,294	716	1,372		

#### Foreign currency risk

The Company exposures to foreign currency risk arises mainly from trading transactions that are denominated in foreign currencies. The Company seeks to reduce this risk by entering into forward exchange contracts when it considers it appropriate. Generally, the forward contracts mature within one year.

As at 31 December 2018 and 2017, the balances of financial assets and liabilities denominated in foreign currency are summarised below.

Foreign currency	As at 31 December 2018			
	Bought amount		Contractual exchange rate	
	(Million)	(Million)	(Baht per 1 foreign currency unit)	
US dollar	5.4	5.0	32.22 - 33.32	32.53 - 33.11

Foreign currency	As at 31 December 2017			
	Bought amount		Contractual exchange rate	
	(Million)	(Million)	(Baht per 1 foreign currency unit)	
US dollar	5.1	5.5	32.56 - 33.17	32.88 - 33.03

As at 31 December 2018, the Company has outstanding balance of trade receivables and trade payables denominated in foreign currency of USD 6.0 million and USD 5.9 million, respectively (2017: USD 7.3 million and USD 6.4 million, respectively).

### **31.2 Fair values of financial instruments**

Since the majority of the Company's financial instruments are short-term in nature or bear floating interest rates, their fair value is not expected to be materially different from the amounts presented in the statement of financial position.

## **32. Capital management**

The primary objective of the Company's capital management is to ensure that it has an appropriate financing structure and preserves the ability to continue its business as a going concern.

The Company manages its capital position with reference to its debt-to-equity ratio. As at 31 December 2018, the Company's debt-to-equity ratio was 0.5:1 (2017: 0.7:1).

## **33. Events after the reporting period**

On 26 February 2019, the Board of Directors' meeting of the Company passed a resolution to propose the payment of a dividend in respect of the operating results of 2018 of Baht 0.60 per share, which is an addition of an interim dividend payment of Baht 0.40 per share. The Company will propose to the Annual General Meeting of the Company's shareholders that such dividend be paid.

## **34. Approval of financial statements**

These financial statements were authorised for issue by the Company's Board of Directors on 26 February 2019.

# Management Discussion and Analysis

## Advanced Information Technology Public Company limited Statement of Financial Position

For the year ended 31<sup>st</sup> December 2018

(Unit: Thousand THB)

Statement of Financial Position	2018	%	2017	%	2016	%
<b>Assets</b>						
Current Assets						
Cash or cash equivalent	1,265,755	29.63	1,286,202	25.60	1,873,907	41.53
Current investment - trading securities	-	0.00	-	0.00	25,176	0.56
Trade and other receivable	1,500,184	35.11	2,297,037	45.71	1,330,547	29.49
Unbilled receivable	560,205	13.11	434,180	8.64	432,727	9.59
Short-term loans to related parties	-	0.00	18,000	0.36	-	0.00
Inventories	267,951	6.27	305,790	6.09	268,811	5.96
Other current assets	186,802	4.37	104,694	2.08	94,546	2.10
<b>Total current assets</b>	<b>3,780,897</b>	<b>88.49</b>	<b>4,445,904</b>	<b>88.48</b>	<b>4,025,714</b>	<b>89.23</b>
Non-current assets						
Investment in joint ventures	71,679	1.68	102,565	2.04	75,546	1.67
Investment in related parties	84,990	1.99	84,990	1.69	-	0.00
Property, plant, and equipment	109,350	2.56	128,647	2.56	123,919	2.75
Equipment for lease and service	97,585	2.28	149,253	2.97	215,729	4.78
Intangible assets	37,203	0.87	38,556	0.77	25,079	0.56
Withholding tax deducted at sources	12,767	0.30	-	-	-	-
Deferred tax assets	45,239	1.06	38,090	0.76	37,476	0.83
Others non-current assets	33,075	0.77	36,940	0.74	8,335	0.18
<b>Total non-current assets</b>	<b>491,889</b>	<b>11.51</b>	<b>579,041</b>	<b>11.52</b>	<b>486,083</b>	<b>10.77</b>
<b>Total assets</b>	<b>4,272,786</b>	<b>100.00</b>	<b>5,024,945</b>	<b>100.00</b>	<b>4,511,797</b>	<b>100.00</b>
<b>Liabilities and shareholders' equity</b>						
Current liabilities						
Trade and other payables	642,788	15.04	1,294,280	25.76	630,241	13.97
Unbilled payables	484,002	11.33	459,755	9.15	569,839	12.63
Current portion of long-term loans	-	0.00	28,960	0.58	51,360	1.14
Statement of Financial Position	2018		2017		2016	
Current portion of liabilities under finance						
arrangement agreements	29,132	0.68	23,277	0.46	21,997	0.49
Income tax payable	-	0.00	24,773	0.49	32,278	0.72
Advance receipts from customers	94,466	2.21	87,803	1.75	50,774	1.13
Provision for penalty on project delay	90,760	2.13	77,100	1.53	78,522	1.74
Other current liabilities	59,976	1.40	59,629	1.19	71,502	1.58
<b>Total current liabilities</b>	<b>1,401,124</b>	<b>32.79</b>	<b>2,055,577</b>	<b>40.91</b>	<b>1,506,513</b>	<b>33.39</b>

## Statement of Financial Position

For the year ended 31<sup>st</sup> December 2018

(Unit: Thousand THB)

Statement of Financial Position	2018	%	2017	%	2016	%
<b>Non-current liabilities</b>						
Long-term loan	-	0.00%	-	0.00	28,960	0.64
Liabilities under finance arrangement agreement, net of current portion	43,952	1.03	25,513	0.51	28,689	0.64
Provision for long - term employee benefits	83,048	1.94	72,320	1.44	63,639	1.41
<b>Total non-current liabilities</b>	<b>127,000</b>	<b>2.97</b>	<b>97,833</b>	<b>1.95</b>	<b>121,288</b>	<b>2.69</b>
<b>Total liabilities</b>	<b>1,528,124</b>	<b>35.76</b>	<b>2,153,410</b>	<b>42.85</b>	<b>1,627,801</b>	<b>36.08</b>
<b>Shareholders' equity</b>						
Issued and fully paid-up share capital	1,031,604	24.14	1,031,604	20.53	1,031,604	22.86
Share premium account	303,437	7.10	303,437	6.04	303,437	6.73
Retained earnings						
Appropriated-statutory reserve	103,160	2.42	103,160	2.05	103,161	2.29
Unappropriated	1,298,790	30.40	1,433,334	28.52	1,445,793	32.04
Other components of shareholders' equity	7,671	0.18				
<b>Total shareholders' equity</b>	<b>2,744,662</b>	<b>61.24</b>	<b>2,871,535</b>	<b>57.15</b>	<b>2,883,995</b>	<b>63.92</b>
<b>Total liabilities and shareholders' equity</b>	<b>4,272,786</b>	<b>100.00</b>	<b>5,024,945</b>	<b>100.00</b>	<b>4,511,797</b>	<b>100.00</b>

## Statement of Comprehensive Income

For the year ended 31 December 2018

(Unit: Thousand THB)

Statement of Comprehensive Income	2018	%	2017	%	2016	%
<b>Revenues</b>						
Sales and service income	3,179,366	75.03	4,953,523	91.78	4,197,183	94.98
Revenue from construction contracts	863,201	20.37	218,043	4.04	-	0.00
Rental income from equipment for lease	141,042	3.33	175,094	3.24	160,789	3.64
Other income	54,019	1.27	50,508	0.94	61,110	1.38
<b>Total revenues</b>	<b>4,237,628</b>	<b>100.00</b>	<b>5,397,168</b>	<b>100.00</b>	<b>4,419,081</b>	<b>100.00</b>
<b>Expenses</b>						
Cost of sales and service	2,522,418	59.52	3,974,048	73.63	3,193,192	72.26
Cost of construction contract	778,707	18.38	194,340	3.60	-	0.00
Cost of equipment for lease	89,384	2.11	91,526	1.70	97,594	2.21
Selling expenses	185,029	4.36	241,397	4.47	256,888	5.81
Administrative expenses	312,163	7.37	307,147	5.69	300,707	6.80
<b>Total expenses</b>	<b>3,887,701</b>	<b>91.74</b>	<b>4,808,458</b>	<b>89.09</b>	<b>3,848,381</b>	<b>87.09</b>
<b>Profit before share of loss from investments in joint ventures, finance cost and income tax expenses</b>	<b>349,927</b>	<b>8.26</b>	<b>588,710</b>	<b>10.91</b>	<b>570,701</b>	<b>12.91</b>
Share of loss from investments in joint ventures	(38,557)	(0.91)	(30,980)	(0.58)	(19,231)	(0.44)
<b>Profit before finance cost and income tax expenses</b>	<b>311,370</b>	<b>7.35</b>	<b>557,729</b>	<b>10.33</b>	<b>551,470</b>	<b>12.48</b>
Finance cost	(982)	(0.02)	(1,190)	(0.02)	(1,547)	(0.03)
<b>Profit before income tax expenses</b>	<b>310,388</b>	<b>7.33</b>	<b>556,539</b>	<b>10.31</b>	<b>549,923</b>	<b>12.44</b>
Income tax expenses	(73,555)	(1.74)	(125,409)	(2.32)	(120,531)	(2.73)
<b>Profit for the year</b>	<b>236,833</b>	<b>5.59</b>	<b>431,130</b>	<b>7.99</b>	<b>429,392</b>	<b>9.72</b>
<b>Other comprehensive income:</b>						
<i>Other comprehensive income not be reclassified to profit or loss in subsequent periods</i>						
Share of comprehensive income						
from investments in joint venture	7,671	0.18	-	-	-	-
Actuarial gains	-	-	-	-	6,110	0.14
Effective income tax	-	-	-	-	(1,222)	(0.03)
<b>Other comprehensive income for the year</b>	<b>7,671</b>	<b>0.18</b>	<b>-</b>	<b>-</b>	<b>4,888</b>	<b>0.11</b>
<b>Total comprehensive income for the year</b>	<b>244,504</b>	<b>5.77</b>	<b>431,130</b>	<b>7.99</b>	<b>434,280</b>	<b>9.72</b>
<b>Basic earnings per share</b>	<b>1.15</b>		<b>2.09</b>		<b>2.08</b>	

## Statement of Cash Flow

For the year ended 31 December 2018

(Unit: Thousand THB)

Statement of Cash Flow	2018	2017	2016
<b>Cash flow from operating activities</b>			
Profit before tax	310,388	556,539	549,923
Adjustment to reconcile profit before tax to net cash provided by (paid from) operating activities			
Unreleased gain from changes in value of investments	-	-	(176)
Depreciation and amortization	117,900	131,429	142,263
Allowance for doubtful accounts (reversal)	14,927	(5,207)	(1,723)
Share of loss from investments in joint ventures	38,557	30,980	19,231
Provision for penalty on project delay (reversal)	13,660	3,874	26,104
Loss (gain) on sales and write-off of building improvement and equipment	255	112	(34)
Gain on sales of equipment for services	2	-	-
Transfer equipment to cost of project	-	3	-
Provision for long-term employee benefits	12,498	11,636	10,541
Unrealized loss (gain) on exchange	(9,740)	(3,866)	(6,880)
Interest expenses	1,389	3,627	6,210
<b>Profit from operating activities before changes in operating assets and liabilities</b>	<b>499,836</b>	<b>731,718</b>	<b>745,459</b>
<b>Operating assets (increase) decrease</b>			
Trade and other receivables	789,362	(957,255)	267,213
Unbilled receivables	(126,025)	(1,454)	(129,893)
Inventories	37,839	(36,980)	194,009
Other current assets	(80,835)	(9,281)	(69,041)
Other non-current assets	3,865	(28,606)	208
<b>Operating liabilities increase (decrease)</b>			
Trade and other payables	(653,481)	662,327	(116,363)
Unbilled payables	24,247	(110,084)	(68,991)
Advanced receipts from customers	6,663	37,029	14,285
Cash paid for penalty on project delay	-	(5,297)	(620)
Other current liabilities	320	(12,008)	(3,906)
Cash paid for long-term employee benefits	(1,770)	(2,955)	(1,042)
<b>Cash from operating activities</b>	<b>500,021</b>	<b>267,154</b>	<b>831,400</b>
Interest paid	(1,389)	(3,627)	(4,663)
Income tax paid	(118,244)	(133,528)	(116,494)
<b>Net cash from operating activities</b>	<b>380,388</b>	<b>129,999</b>	<b>710,243</b>

## Statement of Cash Flow (Continued)

For the year ended 31 December 2018

(Unit: Thousand THB)

Statement of Cash Flow	2018	2017	2016
<b>Cash flows from investing activities</b>			
Decrease (increase) in current investments	-	25,176	479,834
Decrease (increase) in loan of related parties	18,000	(18,000)	-
Cash payment for investments in joint ventures	-	(58,000)	(37,000)
Cash payment for investments related parties	-	(85,000)	-
Proceed from sales of equipment for services	20	19	89
Cash payment for purchase building improvement and equipment	(15,595)	(48,332)	(38,488)
Cash payment for purchase equipment for lease and services	(24,889)	(19,249)	(65,364)
Cash payment for purchase computer software	(2,355)	(17,617)	(4,888)
<b>Net cash from (used in) investing activities</b>	<b>(24,819)</b>	<b>(220,994)</b>	<b>334,183</b>
<b>Cash flows from financing activities</b>			
Repayment of long-term loans	(28,960)	(51,360)	(51,690)
Cash receipt from sales and lease back under finance lease agreements	-	-	31,938
Increase (decrease) in liabilities under finance lease agreement	24,293	(1,896)	(29,911)
Dividend paid	(371,349)	(443,455)	(412,496)
<b>Net cash used in financing activities</b>	<b>(376,016)</b>	<b>(496,711)</b>	<b>(462,159)</b>
Net increase (decrease) in cash and cash equivalents	(20,447)	(587,705)	582,266
Cash and cash equivalents at beginning of year	1,286,202	1,873,907	1,291,641
<b>Cash and cash equivalents at end of year</b>	<b>1,265,755</b>	<b>1,286,202</b>	<b>1,873,907</b>
Supplemental cash flows information			
Non-cash transactions			
Purchase of building improvement and equipment for			
which no cash has been paid	1,593	194	2,632
Purchase of computer software for which no cash			
has been paid	1,428	489	1,141

## Overview

### Summary of the operation

The operating performances of Advanced Information Technology PCL “the Company” in the year 2018 was the Company operating results and recognized gain (loss) from operating results from investments in joint ventures and subsidiary. During the year 2018, the Company invested in subsidiary according to the business expansion plan. However, it has not yet operated and has no effect on the financial statement of the year 2018. Therefore, the main revenue came from being a SI (System Integrator) by integrating system and equipment related to information communication technology and applying to the needs of an organization, or can be known as a solution. The types of revenue can be categorized as follows;

1. Sales, including revenue from the sales of equipment and software, Turnkey project or a project that has been developed or completed until it was ready to be used and deliver it to the customers.
2. Services, including revenue from consult, design, installation, training, as well as equipment maintenance.
3. Construction Contract, including revenue from constructing building and location for installation of computer and telecommunication equipment.
4. System and equipment for lease, including revenue from licensing system and leasing computer equipment.

The main revenue of the Company came from a small number of large-scale customers, which are the government agencies, state enterprises, and government sectors. Resulting in political changes and government expenditure budget, the operating results were affected significantly, especially in the year 2018, the revenue and net profit has decreased mainly from a relatively small number of projects from the government and the delay in procurement process. Therefore, the operating results of the decreased revenue and net profit can be seen at the below table:

The table of changes in the overall performance

tems	2018	2017	2016
Total revenue (MB)	4,237.63	5,397.17	4,419.08
Increase (decrease) of changes in revenue from prior year	(1,159.54)	978.09	(852.13)
Increase (decrease) of percentage changes in revenue from prior year	(21.48)%	22.13%	(16.17)%
Profit Attributable to Equity Holders of the Company (MB)	236.83	431.13	429.39
Increase (decrease) of changes in net profit from prior year	(194.30)	1.74	(103.12)
Increase (decrease) of percentage changes in net profit from prior year	(45.07)%	0.41%	(19.36)%

For the Company's operation results in 2018, the total revenue and net profit has decreased from the year 2017 and 2016, since in 2018, the government expenditure budget focused on the infrastructure and transportation, while the expenditure in information communication technology did not increased significantly, even there was a drive for Thailand's economic development under the policy of 'Thailand 4.0' model. In addition, there was a delay in procurement process, resulting the need to postpone a large-scale project auction. In 2018, the Company delivered large-scale projects with a value of more than 100 million baht such as a project of mobile signal and high-speed internet in a border area, a project of Data Center for Icon Siam, a project of substation construction in Lopburi and Saraburi for Provincial Electricity Authority, and a project of network system for Krungthai Computer Services, which these mentioned projects were high in value but relatively low in gross profit due to high competition and there were relatively few projects in the market.

For the Company's operating results in 2017, the total revenue and net profit were higher than the one in 2016 and 2018, since in 2017 the Company received a large-scale project that had been delayed from the previous year auction such as a project of the village broadband internet or Net Pracharat, which was a high value project with low gross profit margin because it was only the sales of hardware and had relatively high competition, resulting the increased rate of change in gross profit was lower than the increase in revenue.

For the Company's operating results in 2016, the total revenue and net profit decreased from 2015, since in 2016, the Company received fewer large-scale projects due to the reduction of auction as the government expenditure budget emphasized on driving transportation infrastructure such as Motorway between cities, double-track railway construction, and accelerated mass transit system, etc. In addition, the economic slowdown in domestically and globally as well as the private sectors that slow down their investment or non-urgent expenses until the global and domestic economic conditions become more stable. Moreover, the large-scale project was not able to make a progress as planned such as a project of the village broadband internet or Net Pracharat.

In this regards, the operating results in 2018, the Company's consolidated total revenue has decreased by 1,159.54 million baht or 21.48% from 2017 and the net profit of the year 2018 decreased by 194.30 million baht or 45.07% from 2017.

### Comparison and Estimation

In the year 2018, the Company has estimated revenue at 6,000 million baht and when comparing the actual operating results with revenue of 4,237 million baht, the results were inaccurate from the estimation as a result of the delay in government expenditure and the postponement of large-scale projects in 2018, as previously mentioned.

In the year 2017, the Company has estimated revenue at 5,000 million and when comparing to the actual operating results with revenue of 5,397.17 million baht, it was higher than the estimation as a result of the economic condition that started to recover and the government expenditure from the projects auction that had postponed from the previous year.

For the year 2016, the actual operating results were slightly lower than the estimation due to unstable economic condition and the postponement of government expenditure, however the actual results were in accordance with the Management's estimation.

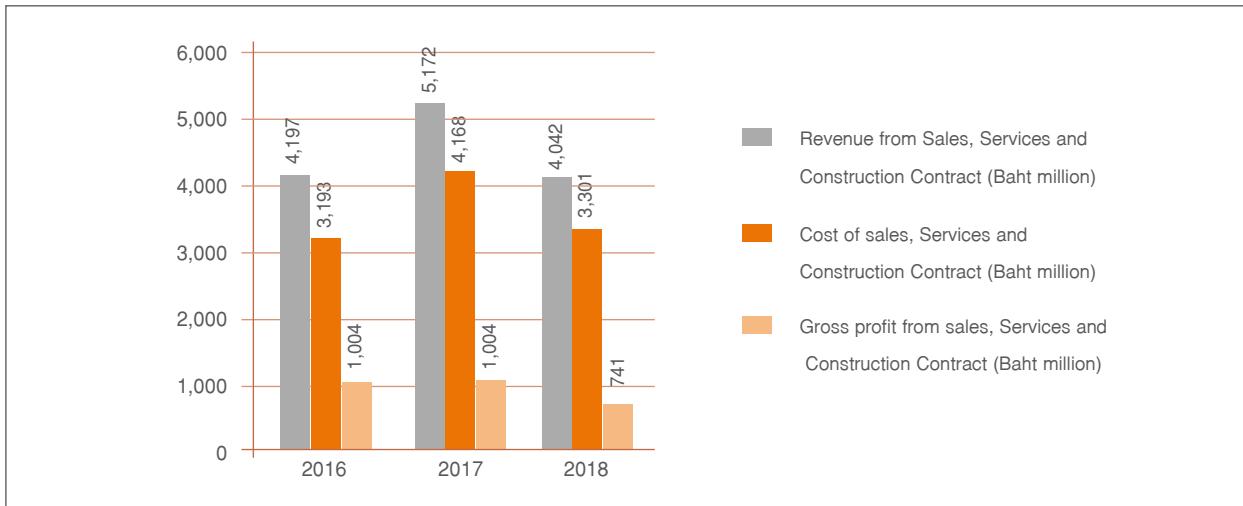
### Performance and Profitability

The main revenue of the Company came from the projects that were obtained the bid auction from government agencies, state enterprises, and large private companies. Therefore, considering the change in income can be divided into:

- Revenue from sales, services, and construction contract, including revenue from sales of systems and equipment, building construction and location for the installation of computer and telecommunication equipment as well as after-sales maintenance services in the same project.
- Revenue from system or computer equipment for lease including maintenance throughout the lease term.

## Revenue and Cost from Sales, Services, and Construction Contracts

The analysis of changes in revenue and cost can be shown as below:



The Chart of Revenue, Cost, and Gross Profit from Sales, Services, and Construction Contracts

From the above chart, the operating results in 2018, the revenue from sales and services of the Company decreased from the year 2016 and 2017. The main reason was a reduction in large-scale projects and the postponement of large-scales projects' procurement. In 2017, the global economic condition started to recover and the private sectors expanded their investment as well as the expansion of the government expenditure to stimulate the economy, resulting the revenue from sales, services, and construction contracts in 2017 was higher than 2016 and 2018. The revenue of the year 2018 decreased from 2017 by 1,117.11 million baht or 21.60%, while the operating results in the year 2017 increased from the one in 2016 by 973.38 million baht or 23.23% due to the Government expenditure expansion and the large-scale project that the Company got it which was postponed form previous year.

## The Comparison Table of Revenue, Size, and Number of Projects from Sales, Services, and Construction Contracts

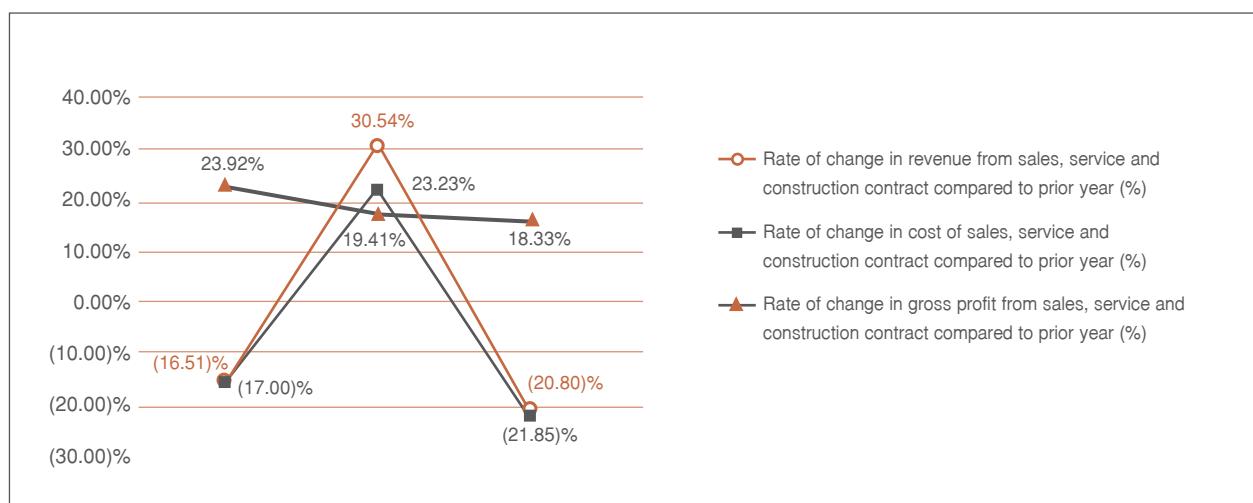
Range of Revenue, recognized by projects	2018		2017		2016	
	No. of Projects	Revenue (MB)	No. of Projects	Revenue (MB)	No. of Projects	Revenue (MB)
More than 100 million baht	4	1,090	8	1,762	5	866
50 - 100 million baht	9	598	18	1,254	13	868
20 - 50 million baht	28	791	25	753	37	1,063
10 - 20 million baht	40	567	32	471	32	469
Less than 10 million baht	816	996	791	932	799	931
Total	897	4,042	874	5,172	886	4,197

From the above comparison table of revenue, size, and number of projects from sales, services, and construction contracts in 2018, the Company had in total of 897 recognized projects, which the number of projects increased from 2017 and 2016, while the revenue was decreased, especially when comparing to 2017. In 2018, there was a change in revenue mainly from the large-scale projects with value of more than 50 million baht, which the projects and revenue were decreased to only 13 projects with 1,688 million baht or 41.76% of total revenue from sales and services, showing the decreased in auction for large-scale projects and the postponement of large-scale projects' procurement.

In the year 2017, the Company had in total of 874 recognized projects, which was close to the total number of projects in 2016. In 2017, the changes in revenue mainly came from the projects with value of more than 50 million baht, which the number of projects and revenue has increased, counted 26 projects with 3,016 million baht or 58.59 of total revenue from sales and services. However, in the year 2017, revenue from projects with value of less than 50 million baht has decreased, comparing to 2016, especially the projects with value of 20-50 million baht that used to be the Company's main revenue from the previous year.

In the year 2016, there was a dramatic changes in revenue from the projects with value of more than 20 million baht, where the revenue from the projects with value of 20-50 million baht was 25.32% of the total revenue from sales and services, considered as the main revenue but had a significant decreased comparing to the year 2016, counted as 48.36%, which decreased in both number of projects and revenue. For the projects with value of more than 50 million baht, the number of projects and revenue has increased, comparing to 2015, there were in total of 18 projects with 1,734 million baht for the year 2016, while in 2015 there were in total of 11 projects with 1,056 million baht. For small-scale projects with value of less than 10 million baht, there was a slight increase in revenue from 2015 and counted as 22.18% of total revenue.

For the cost of sales, services, and construction contracts, it was depend on the nature of projects, such as the cost of large-scale projects for big companies consists of cost of filling and bidding, purchasing of equipment, purchasing of software and system development, designing and installation, hiring sub-contract for building construction to install the equipment, as well as cost related to staffs in the project operation, etc. The cost of maintenance services consists of warranty maintenance, hiring sub-contract for maintenance, and transportation cost for staffs when maintenance system or equipment at the customer's places, etc. Normally, the increase or decrease in cost from sales and services is varied depending on the increase or decrease of revenue.



The Chart of Changes in Revenue and Cost of Sales, Services, and Construction Contracts

According to the chart of revenue, cost, and gross profit, The Company's cost of sales, services, and construction contracts in the year 2018 decreased from the year 2017 by 867.26 million baht or 20.80%, while the decreased rate of revenue in 2018 was 21.85%, meaning the decreased rate of cost was slightly lower than the decreased rate of revenue due to the quite high competition in the market. In addition, the Company have reserved the provision for penalty on some projects delay which are included in the cost of sale.

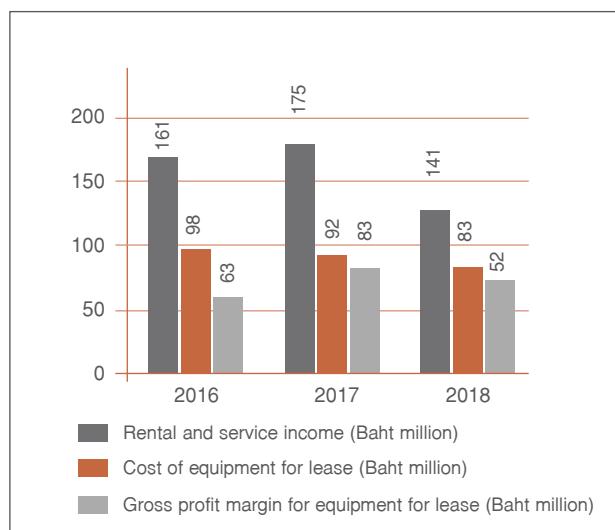
For the year 2017, the Company's cost of sales, services, and construction contracts increased from the year 2016 by 975.19 million baht or 30.54%, while the increased rate of revenue in the year 2017 was 23.23%, meaning the increased rate of cost was higher than the increased rate of revenue, or in the other words the gross profit margin of the year 2017 has decreased. This was due to the village broadband internet project, which was a large-scale project with relatively low gross profit margin since it was a sale of hardware without an additional installation services fee and there were relatively high competition, resulting a decrease in the Company's gross profit.

The cost of sales, services, and construction contracts in 2016 has decreased from 2015 by 654.57 million baht or 17.00%, while the decreased rate of revenue was 16.51%, which the changed rate was similar to the one in 2015 that has decreased from the year 2014 by 1,176.05 million baht or 23.41%, while the decreased rate of revenue from sales and services was 22.31%

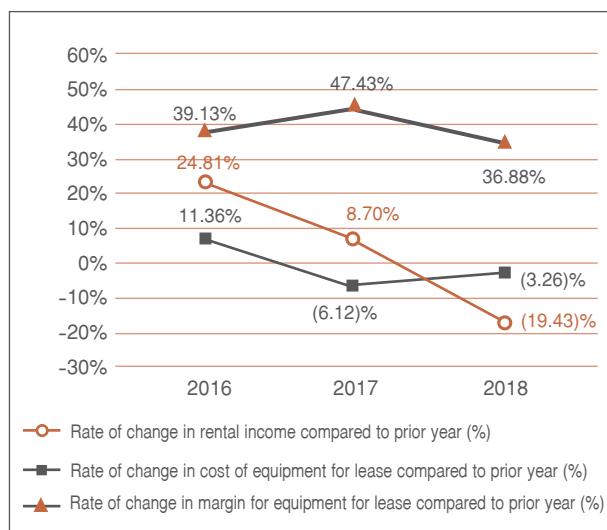
From the above chart, comparing the change in revenue and cost, the revenue change rate and the cost change rate in the year 2018 have changed at a similar rate; therefore the gross profit in 2018 has changed slightly from the year 2017. According to the above chart, the gross profit was 17.69% of the year 2017 and 19.41% of the year 2018. However, in 2017, there was a high rate of revenue and cost due to the dramatic change in gross profit, meaning the gross profit of the year 2017 has changed from 23.92% to 19.41%.

#### **Revenue and Cost of System and Computer Equipment for Lease**

The revenue from system and computer equipment for lease is the revenue from leasing telecommunication and computer equipment by state enterprises, government agencies, and financial institutions. The operating results of system and computer equipment for lease can be summarized as the financial highlight as follow:



The Chart of Revenue, Cost, and Gross Profit of System and Computer Equipment for Lease



The Chart of Changes in Revenue, Cost, and Gross Profit of System and Computer Equipment for Lease

From the above chart, the revenue from lease decreased by 34.05 million baht or 19.43% from the year of 2017 due to the expiration of leasing equipment and licensing, while the remaining leasing projects have a quite low gross profit margin, resulting the decreased rate in revenue was lower than the decreased in cost.

In the year 2017, the Company's revenue from leasing increased continuously from 2016 by 175.09 million baht or 8.70% because in 2017, there are more rental agreements in the period, while the change rate in revenue from leasing equipment decreased by 6.12%, meaning the gross profit margin of revenue from leasing equipment has increased from the year 2016.

### Other Revenue

Other revenue is the revenue related to the core business of the Company, have shown in other revenue, where mainly came from sales promotion that increased from the purchase from overseas sellers, according to sales promotion conditions, reversal of doubtful debts, reversal of provision for penalty fees, and reversal of provision for losses from lawsuit that recorded in the previous year.

In 2018, the other revenue was 54.02 million THB, which was similar to the year 2017. The other revenue in 2018 included the sales promotion of 38.66 million THB, the interest of 7.47 million THB and Foreign exchange gains of 4.87 million THB.

In 2017, the other revenue was 50.51 million THB, which has decreased by 10.60 million THB from the year 2016 of 61.11 million THB, which mainly came from the decreased sales promotion, since the received large-scale projects were not use equipment from the main suppliers that had previously provideds revenue from sales promotion. The other revenue in 2017, mainly was revenue of sales promotion, counted 33.12 million THB, which had decreased according to the revenue from the equipment sales projects with the sales promotion.

In 2016, the other revenue was 61.11 million THB, decreased by 16.56 million THB from the year 2015 of 77.67 million THB or decreased by 21.32 %, which mainly came from the decreased sales promotion of 15.15 million THB according to the decreased product sales due to the decreased projects that have been auctioned in 2016.

## Selling and Administrative Expenses

The selling and administrative expenses of the year 2016-2018, can be shown in the following comparison;

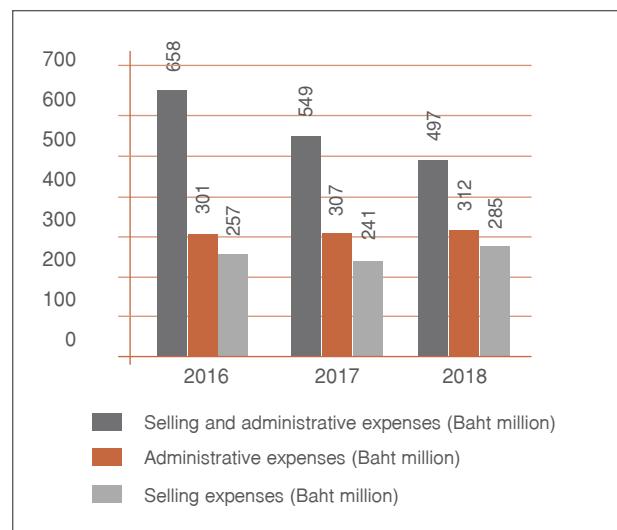
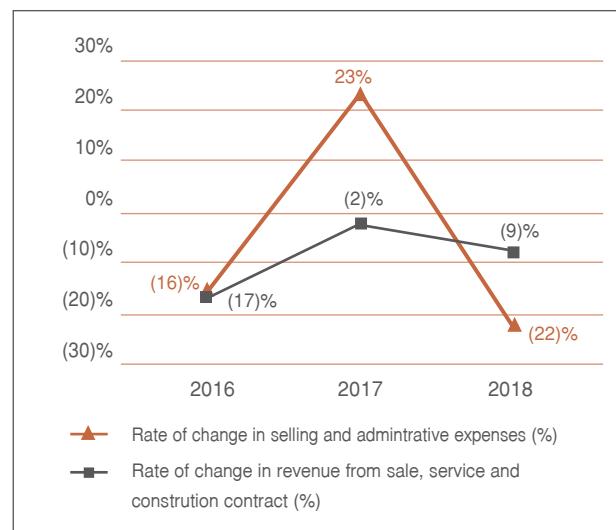


Chart of the Balance of Selling and Administration Expenses of Each Year



Comparison Chart of Changes in Revenues from Sales, Services, and Construction Contract and Rate of Changes in Selling and Administration Expenses

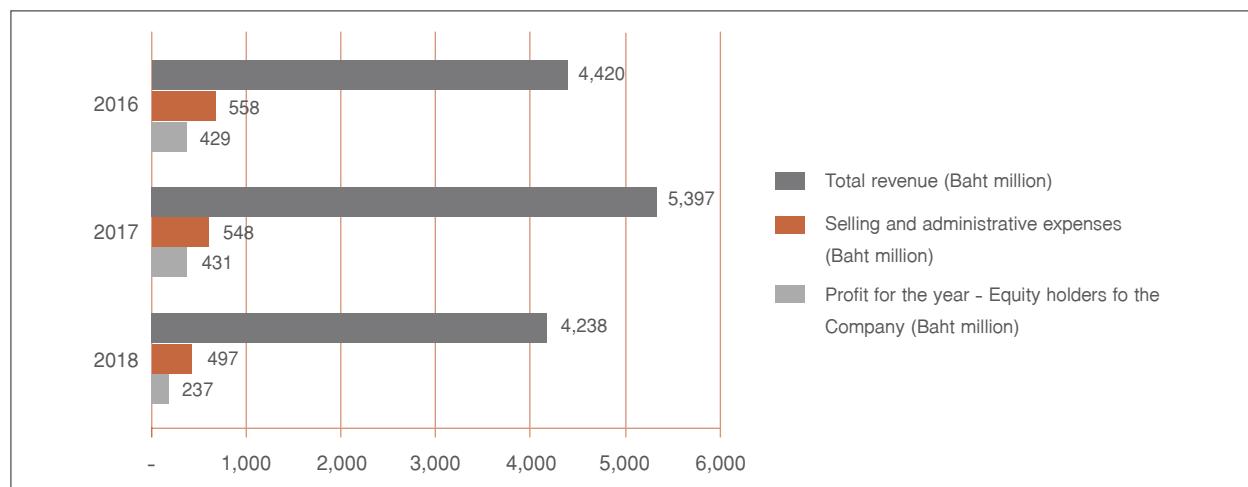
In general, selling and administrative expenses are increased and decreased relying on the increased or decreased of revenue. In 2018, the Company had selling and administrative expenses, equal to 497.19 million THB, decreased by 51.35 million THB or 9.36%, while the revenue from sales, services, and construction contract in 2018 has decreased by 21.62 %. The change in rates is not the same direction due to the part of selling and administrative expenses is the fixed cost, which did not decreased from the decreasing revenue, resulting the decreased rate of selling and administrative expenses was lower than the decreased rate of revenue.

In 2017, selling and administrative expenses have changed in an opposite direction, meaning the Company had a total of 548.5 million THB from selling and administrative expenses, which decreased by 9.05 million THB or 1.62%, while the revenue from sales, services, and construction contract in 2017 increased by 22.13%. The change in rate is not the same direction, since some of the large-scales projects had not have a commission, resulting a decreased sales expenses.

In 2016, selling and administrative expenses decreased from the year 2015, by 107.51 million THB or 16.16%, which was similar to the decreased rate of revenue 16.51%.

#### Net Profit and Net Profit Margin

In general, the changes in net profit is usually directly proportional to the rate of changes in the revenue, as shown in below diagram. However, the increase or decrease in some expenses is not in the same direction with the revenue, resulting the changed rate in the revenue and the net profit are not in the same rate, which during 2016-2018 can be summarized as follow;



Comparison Chart in Net Profit, Expenses, and Revenue

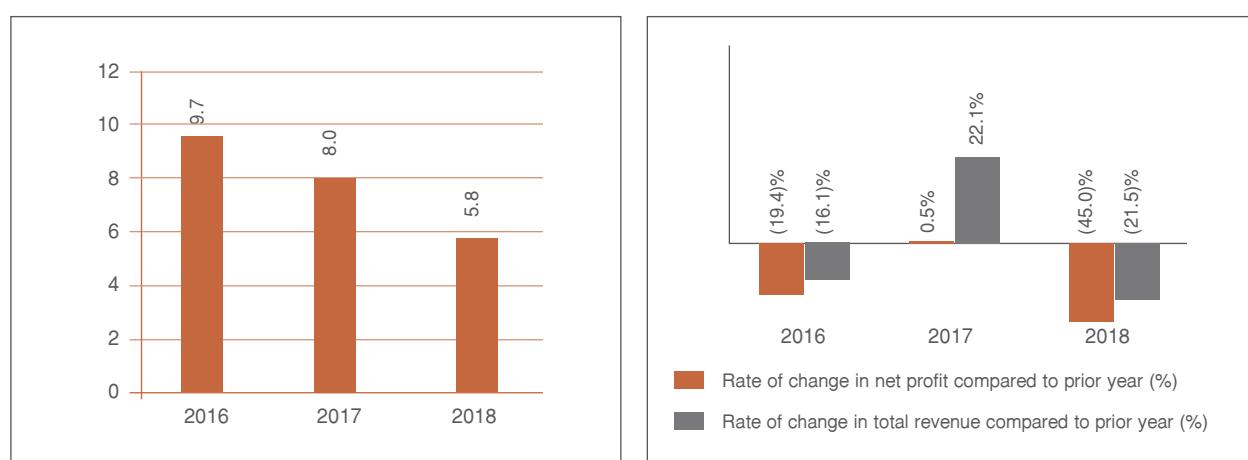


Chart of Net Profit Margin

The Chart of Changed Rate in Net Profit compared to the changed in Total Revenue in the Previous Year

In 2018, the Company had a decreased net profit from the year 2017 by 194.30 million THB or 45.07%, due to the decreased revenue. However, compared to the decreased rate in total revenue of 21.48%, it found that the net profit margin decreased at higher rate, since in 2018, the Company had the large-scale projects with relatively low gross profit margin. In addition, those had recorded an allowance for doubtful accounts and a provision of penalty on project delay. Beside, those had a part of administrative expenses was the fixed cost that did not decrease from the decreased revenue, therefore the decreased rate in net profit was higher than the decreased rate in revenue.

In 2017, the Company's net profit increased from the year 2016 by 0.5%, since it increased from the increased revenue. However, comparing the increased rate of total revenue of 22.13%, found that the net profit margin increased in a lower rate, since in 2017, the Company had the large-scale projects that had relatively low gross profit margin as well as the increased from share of loss in investment, resulting the increased rate in net profit was lower than the increased revenue.

In 2016, the net profit decreased from the year 2015 by 103.10 million THB or 19.36%, since it decreased from the decreased revenue. However, comparing the decreased rate in total revenue of 16.17%, found that the decreased rate of net profit was higher, since in 2016, there was the increased share of loss in investment in joint venture, while the total revenue had decreased, resulting the decreased rate in net profit was higher than the decreased revenue.

## Analysis of the Financial Ratios

The financial analysis reflects the operating result, which can be seen from the financial data, as follows;

Financial Ratio (Unit: Percent)	2018	2017	2016
<b>Profitability Ratio</b>			
Gross Profit Margin	18.96	20.33	24.49
Operating Profit Margin	6.15	9.49	11.24
Cash Profit Ratio	147.81	25.63	144.99
Net profit margin attributable to shareholders of the Company	5.59	7.99	9.72
<b>Efficiency Ratio</b>			
Return on Equity	8.43	14.98	14.94
Return on Assets	5.09	9.04	9.35
Return on Fixed Assets	146.33	182.19	160.53
Asset Turnover Rate	0.91	1.13	0.96

From the above ratio, the financial ratio with significant changes, can be described as follows;

- The gross profit margin of the year 2018 continued decreasing from the year 2016 and 2017, as most of the projects had relatively low gross profit margin from high competition according to the market situations with quite low number of projects.
- The gross profit margin in the year 2017 decreased due to most of the large-scale projects were the sales of hardware equipment only as well as the Company had more efficient on the expenditure budget control, resulting the gross profit margin was quite low. In 2016, the Company had the turnkey project and the maintenance service which its gross margin was higher. In addition the Company had more efficient on the expenditure budget control.

- The cash profit ratio from 2016 to 2018 was positive, meaning the Company was able to collect cash from trade account receivable at the higher rate than the recognized revenue. In addition, cash profit ratio in the year 2018 has increased from the year 2017, due to the received payment from the trade account receivable from the previous year.
- The net profit margin between 2016 to 2018 decreased, respectively that the main reason was from the decreased gross profit margin from the projects with low gross profit that sales only hardware and high competition from the lower projects in the market, resulting the average administrative expenses which were fixed cost, was increased by the decreased of the gross margin. In addition, had recorded an allowance for doubtful accounts and a provision of penalty on project delay. Therefore the net profit margin has also decreased.
- The return on equity increases or decreases according to the changes in net profit of the Company in each year, same as the changes in return on assets and fixed assets, meaning the return on equity of the year 2017 was similar to the year 2016, since there had a similar rate. However, in the year 2018, the return on equity has decreased from the year 2016 and 2017 according to the decreased net profit.
- The asset turnover rate increases or decreases according to the revenue in each year, meaning the total revenue in 2017 was higher than the year 2016 and 2018, therefore the asset turnover in the year 2018 is higher than the year 2017.

## Asset Management Capability

### Trade Accounts Receivable

For the Company's trade accounts receivable, the majority of overdue accounts receivable are the government agencies and state enterprises that have procedures and require time in work process, which the executive of the Company expected for the full payment and allowance for doubtful accounts in the financial statement that is sufficient, to reserve from the trade receivable with overdue payment. The Company recorded the allowance for doubtful accounts for the estimated loss from the trade receivable that are enable to collect the payment, which in general, the consideration is based on the experiences in collection and analysis of aging debts.

The trade account receivables and other receivables of the year 2018 have decreased from the year 2017 by 796.85 million THB or 34.69 which has decreased by the decreased revenue. In addition, in the year 2018, the Company received payment from the account receivables who had long billing period and the account receivables from large-scale projects that had long delivery inspection period, which was carried from the year 2017, resulting the trade accounts receivable in the year 2018 has decreased.

The trade accounts receivable and the other receivables of the year 2017, which has increased from the year 2016 by 966.49 million THB or 72.64%, since in the year 2017, the Company had the account receivables who had long billing period and the account receivables from large-scale projects that had long delivery inspection period, resulting the trade accounts receivable in the year 2017 has increased.

In analyzing the account receivables classified by receivable aging, can be shown as the table below;

Account Receivable classified by aging	Unit : Thousand THB			Increase (Decrease)	
Trade Accounts Receivable - related Parties	2018	2017	2016	2018 VS 2017	2017 VS 2016
Not yet due	0	197,356	0	(197,356)	197,356
3-6 months past due	23,426	0	0	127,206	0
6-12 months past due	131,565	0	0	27,785	0
<b>Total Trade Accounts Receivable - related Parties</b>	<b>154,991</b>	<b>197,356</b>	<b>0</b>	<b>(42,365)</b>	<b>197,356</b>
Less: Allowance for doubtful accounts	(9,117)	0	0	(9,117)	0
<b>Total Trade Accounts Receivable - related Parties, Net</b>	<b>145,874</b>	<b>197,356</b>	<b>0</b>	<b>(51,482)</b>	<b>197,356</b>
<b>Trade Accounts Receivable - unrelated Parties</b>					
Not yet due	430,181	488,306	686,389	(58,125)	(198,083)
Under 3 months past due	526,888	1,054,393	225,631	(527,505)	828,762
3-6 months past due	76,661	208,492	193,576	(131,831)	14,916
6-12 months past due	63,264	181,936	202,910	(118,672)	(20,974)
Over 12 months past due	308,080	211,508	72,202	96,572	139,306
<b>Total Trade Accounts Receivable - unrelated Parties</b>	<b>1,405,074</b>	<b>2,144,635</b>	<b>1,380,708</b>	<b>(739,561)</b>	<b>763,927</b>
Less: Allowance for doubtful accounts	(50,764)	(44,954)	(50,161)	(5,810)	5,207
<b>Total Trade Accounts Receivable - unrelated Parties, net</b>	<b>1,354,310</b>	<b>2,099,681</b>	<b>1,330,547</b>	<b>(745,371)</b>	<b>769,134</b>
<b>Trade Accounts Receivable and Other Receivable</b>	<b>1,500,184</b>	<b>2,297,037</b>	<b>1,330,547</b>	<b>(796,853)</b>	<b>966,490</b>

According to the above table, in the year 2018, accounts receivable that has been greatly decreased from many issues as follows: 1) Campana, a related company that is in the process of raising capital and operation, resulting as a delay payment that created the aging of account receivable of related company, where the account receivable with more than 3 months overdue has increased 2) a decrease in revenue affected the increased account receivable that has not meet the due and less than 6 to 12 months overdue 3) an ability to collect money from large state enterprise debtors affected the decreasing in account receivable with less than 3 months 4) a project that is under payment process from state enterprise and government sectors required a long consideration period, therefore the account receivable with more than 12 months overdue has increased.

According to the above table, in the year 2017, the trade accounts receivable that increased dramatically was the receivable with under 3 months past due, which increased by 828.76 million THB or 100%, that those had the state enterprise receivable who required a long process in equipment delivery, including some trade accounts receivable postponed the payment from normal credit term, resulting the trade accounts receivable in the year 2017 has increased from the year 2016. The receivable with more than 12 months past due has increased by 139.31 million THB who were the receivable fro, the government agencies that had long processes in correcting delivery contract and payment term.

## Inventory

The inventory in the financial statement is the project work in process, which has not been delivered due to the delivery process as per the contract. The Company purchasing policy will purchase once receive the purchase order or contract from the customers, therefore there is no defect in the backlog of the warehouse and obsolete products. For the allowance for diminution in value of inventory is the project in working progress that got suspended, therefore it is recorded as the reduction of work in process value.

The inventory in the year 2018 was 267.95 million THB, has decreased by 37.84 million THB or 12.37% from the year 2017 of 305.79 million THB, since many projects were delivered in the late 2018, while the inventory in the year 2017 of 305.79 million THB has increased from the year 2016 of 278.81 million THB, since during the end of 2017, the Company had received the large-scale projects that were in the working process, therefore the work in the year 2017 has increased from the year 2016.

## Investment

As at 31 December 2018, the Company has invested in subsidiary, joint ventures, and related company, are as follows;

### Investment in subsidiary

On 25 September 2018, the Company has invested in ordinary shares of S P Resources & Commercials PTE.LTD., which is the newly established company in Singapore for the purpose of trade of spare parts, hardware equipment, and other businesses. The company was registered on 25 September 2018 with the registered capital of 1 SGD, the Company holds 100% of the shares in that company.

### Investment in joint ventures

The Company has invested in 2 joint ventures, namely;

- 1) Loxley and AIT Holding Company Limited, which is a joint venture of Loxley Public Company Limited and AIT, which each are holding 50% of the company and has an investment of 100 million THB or 100% of the paid-up capital.
- 2) Genesis Data Center Company Limited, which is a joint venture of 3 companies, WHA Infonite Holding Company Limited, Interlink Telecom Public Company Limited and AIT, which each are holding 33.33% of the shares. The Company has an investment of 70 million THB or 100.00 percent of the paid-up capital

### Investment in related company

During the year 2017, there was an investment in the related company on 11 April 2017, the Board Director of the Company approved to invest in Campana Group Pte.Ltd., which is an established company in Singapore and the joint venture of Loxley and AIT Holding Company Limited. The Company purchased shares in Loxley and AIT Holding Company Limited instead that has waived the investment in the amount of 2.5 million USD (28,365 ordinary shares of 86.38 USD per share), during the year 2018. Campana Group Pte. Ltd. has increased its capital to 105,639 shares. However, the company has no additional investment, resulting, the shareholding proportion has decreased from 8.04% to 6.19% of the registered capital of that company.

### Investment Expenditure in Systems or Equipment for Lease

List of Investment Expenditure	2018	2017	2016
Investment expenditure in equipment for lease (million THB)	24.89	19.25	65.36

According to the table in investment expenditure in equipment for lease during the year 2016 - 2018, the Company has decreased its investment in system or equipment, comparing to the year 2017, affected by the additional investment in equipment for the renewal of lease project and in the year 2017, the Company has invested in the equipment for lease for the state enterprise, which mostly was the replacement of existing equipment with lease expiration and off-lease products.

The equipment for lease and service in the year 2018 has decreased continuously from the year 2016 and 2017, which decreased from the depreciation of the equipment and amortization of the leasing by investing in the equipment for lease during the year

## Other Elements in the Financial Statement with the Significant Changes

### Assets

Cash or cash equivalents of the year 2018 had a balance, similar to the year 2017, since there was no investment in the large-scale project, therefore cash and cash equivalents had a little change. For the year 2017, cash and cash equivalents have decreased from the year 2016 by 587.71 million THB due to the large-scale projects that had not yet been due for payment. Beside, those had a long credit term. Resulting the cash and cash equivalents decreased.

Unbilled receivables increased 126.03 MB or 29.03 from the year 2017 due to the large-scale project in the end of the year 2018 that the Company had received which those had already worked partly but not yet reached the invoice. As the result, those had recognized the revenue by completed of work.

Loan to related party in the year 2018 has decreased by 18 million THB or 100%, since in the beginning of 2018, Genesis Data Center Co., Ltd., which is the company that AIT has invested as a joint venture, has already paid back the whole amount after in the end of 2017 Genesis Data Center Co., Ltd. had a delayed loan requesting from the financial institution to continue the construction of data center according to the project goals, therefore the shareholders had lent Genesis Data Center Co., Ltd. and repay once receiving the loan from the financial institution.

Other current asset of the year 2018 has increased from the year 2017 by 82.11 million THB and its of the year 2017 has increased by 10.15 million THB from the year 2016, since the Company has paid for the maintenance and project warranty in advance, which has increased.

Withholding tax increased 12.77 MB or 100%, due in 2018, the Company had been withholding tax from receiving money in the large-scale project that was a trade receivable of the beginning of the year 2018, rather than taxes that paid as a result of operations in 2018.

### Liabilities

Trade and other payables in the year 2018 has decreased from the year 2017 by 651 million THB or 50.34%, mainly came from during the year 2018, the Company has delivered and received payment from the large-scale projects that had long credit term, since that project required long delivery and equipment inspection process, therefore the Company has paid off to that creditor. For the increased of trade and other payables of the year 2017 comparing to the year 2016 of 664.04 million THB or has increased by more than 100%, since the outstanding balance of large-scale project's creditors that had relatively long credit term according to the project operation period, which took longer time to deliver and inspect the equipment.

Current portion of long-term loans and Long-term loans have continued to decrease from the year 2016 - 2018 due to repayment of long-term loans since the beginning of 2015 to spend in the project of leasing the system, which has paid completely during the year 2018.

Income tax payable of the year 2018 decreased by 24.77 million baht or 100% from year 2017 with the same reason as the increase of withholding tax.

Provision for penalty on project delay of the year 2018 has increased from the year 2017 by 13.66 million THB or 17.71%, due to fines from the project work that has been delivered but waiting for an acceptance and approval of fines and payments, which has an increased number of projects from the year 2017

Liabilities under financial arrangement of the year 2018 has increased from 2017 by 18.44 million THB or 72.27% due to the credit for new projects that have long payment period. The liabilities under the financial lease agreement of the year 2017 decreased when compared to the year 2016 due to the repayment of liabilities under the finance lease agreement over the payment period specified in the contract, resulting the liabilities under financial lease agreement has decreased.

## Shareholders' Equity

The Company had an increase in total shareholders' equity of 2018 from the year 2017 by 126.88 million THB or 4.42%. The total increase came from net profit for the year 2018 with interim dividend payment during the year 2018, which was the same reason as the increase in shareholders' equity in 2017 that increased from the year 2016 in the amount of 12.46 million THB or 0.43%, all of which is derived from the net profit with net interim dividends payment during the year 2017.

## Capital Structure

The appropriateness of the capital structure can be determined by the financial policy ratio analysis, as shown in the table below;

Financial Policy Ratio	Consolidated Financial Statement		
	2018	2017	2016
Debt to Equity Ratio (Times)	0.56	0.75	0.56

From debt to equity ratio of the year 2016, 2017 and 2018, which was 0.56, 0.75 and 0.56, indicating that the source of funding came from shareholders' equity rather than loans, reflecting the stability of the Company, which caused the debt to equity ratio to be less than 1.00 due to the end of the year 2013, the Company received the share payment from increasing the registered capital from 343,868,180 THB to 1,031,604,485 THB. After that, since the middle of 2014, the Company had no large-scale project to invest, making the Company had very high working capital and had invested in some trading securities. For the debt to equity ratio of 2017, which was relatively high compared to the year 2016 and 2018, due to the outstanding balance of the year 2017, there were trade accounts payable for large-scale project that had relatively long credit terms in order to comply with the delivery of work and billing from customers, which has already paid this trade payable during the year 2018, since the Company has already delivered the project and received payment.

Financial Policy Ratio	Separated Financial Statement		
	2018	2017	2016
Dividend Payout Ratio (%)	75.19	91.52	92.17

The dividend payout ratio is calculated from the separate financial statements due to the review of the Company's operating results, which was the part of performance that had net profit, it can be seen that in the past, the Company has always been profitable and at the same time paid dividends continuously, where the actual payment of the dividend paid was higher than the dividend payment policy of the Company, which was set at a minimum 40%.

## Liquidity Analysis

For the liquidity ratio from the consolidated financial statements can be shown as follows:

Ration	2018	2017	2016
Liquidity Ratio (Times)	2.70	2.16	2.67
Quick Ratio (Times)	2.37	1.95	2.41
Cash Flow Ratio (Times)	0.22	0.07	0.45
Accounts Receivable Turnover (Times)	1.75	2.38	2.38
Average Collection Period (Days)	206	151	153
Inventory Trunover Rate (Times)	11.82	14.83	9.00
Average Inventory Period (Days)	30	24	40
Payable Turnover (Times)	2.22	2.74	2.42
Average Payment Period (Days)	162	131	149
Cash Conversion Cycle (Days)	75	44	43

From the liquidity ratio of the above table, found that from the year 2016 - 2018, the Company had the overall liquidity ratio in good level, namely 1) Liquidity ratio in the ratio that current assets are always more than 2 times of current liabilities. 2) Quick ratio in high level 3) The net profit of the Company can be returned to cash as shown in the cash flow ratio that is positive. 4) The debt collection period is much longer due to the fact that most customers are the government agencies and state enterprises, which has a project that requires a revision of the contract details and it takes a long time in each step In addition, there are procedures for receiving equipment that require time because there are many locations for delivery and inspection, resulting in a longer billing period. 5) Payment period of creditors during the year 2016 - 2018 have a relatively long term credit, which is the result of the large-scale project being paid to the seller or service provider as back to back method and 6) The cash cycle of the Company, which represents the period of cash flow since the payment of goods to creditors to collection of the payments from debtors. In the year 2017, The cash cycle was close to the year 2016, due to the decrease in the average inventory period, offset by the shorter repayment period. For cash cycle in 2018 is longer than the year 2016 and 2017, due to the longer collection period as per the result of above-mentioned in No. 4)

## Interest Payment Ability

The debt repayment capacity in the consolidated financial statements is determined by the financial ratios below;

Financial Policy Ratio	Consolidated Financial Statement		
	2561	2560	2559
Interest Coverage Ratio (Times)	585.01	330.79	616.53

The interest coverage ratio reflects the Company's operating results because the amount of from subsidiary is very small in the consolidated financial statements and has no effective in the ratio analysis, which is determined from the cash flow from operations before interest expenses and income taxes if the Company have the ability to pay interest or not, can be seen that from the year 2016 - 2018, the Company has a positive ratio and has a relatively high ratio, meaning there is enough cash flow to pay interest on the debt because the Company's operating results are profitable and can be collected from trade accounts receivable.

## Debt Commitment

The Company has debt commitment and estimates of contingent liabilities, which can be divided, into 3 parts;

### 1. Operating lease and service commitments

The Company has agreed on the operating lease agreements in leasing buildings and vehicles and service agreements. The terms of the agreements are generally between 1 and 5 years, which are excluded from the financial statement, as at 31 December 2018. The minimum amount to be paid in the future under the operating lease agreements, are as follows:

(Unit : Million THB)	
Period	Amount
Within 1 year	14
1 to 5 years	14

### 2. Obligation realating to Sales or services agreement

The Company has a sale contacts with customers who have not yet delivered or provided services, the equipment for lease agreement must be serviced according to the contract in the future and maintenance services according to the conditions specified in the contract, which is excluded from the financial statement, as at 31 December 2018, which can be summarized as follows:

(Unit : Million THB)	
Type of Contract	Amount
Sales and services to customers which have not yet delivered or provided	2,456
Leasing of electronic equipment, fees that must be serviced in the future.	139

### 3. Guarantees

The Company has letters of guarantee issued by banks on behalf of the Company and consortium, of which the Company is the guarantor with the remaining amount of 1,012 million THB that is related to certain performance commitments in the normal business of the Company, which the commitments is excluded from the financial statement, as at 31 December 2018, the letter of guarantee can be classified as follows:

Type of Guarantees	Amount	(Unit : Million THB)
Guarantee of performance according to the contract	1,010	
Guarantee payment to creditors	2	

The company and other companies have provided a written undertaking to a bank to guarantee a long-term loan of Genesis Data Center Co., Ltd., which is a joint venture of the Company. The company's guarantee is limited to Baht 87 million.

### Factors affecting the future performance

The main risks that affected the business operation are the external factors in technology that changed rapidly, the Company has followed the trend of new technologies and developed the personnel to be educated in order to support and adapt to the new technology innovation promptly. However, the other external factors that affected the Company are the economic fluctuation, affecting an expansion or a contraction of the private expenditure. In addition, the economic fluctuation reflected the government spending policy that injected money in various fields to be aligned with the global economic trend in order to maintain the financial stability, as well as one of the most important factors that affected the Company's operation is the political situation, since the Company's main revenue is a procurement project from the government and state enterprise sectors, if the country is in a normal situation, the projects from the government and state enterprise sectors are occurred regularly and the project operation process will be done neatly and completely.

# Corporate Governance

The Board of Directors recognizes the importance of good corporate governance, therefore implementing good corporate governance principles as a tool to add value and promote the Company's sustainable growth, which will strengthen the managerial system to be efficient, transparent, and auditable to build confidence to shareholders, investors, stakeholders, and all related parties. This year, the Company has disclosed the corporate governance information in accordance with CG Code principles.

## Corporate Governance Policy

The Company continuously adheres and follows good corporate governance based on sufficiency and adhering good governance, to be the organization that is transparent and auditable, including operates business that cares about society, community, and environment, as well as supports the personnels to be good people with morality and improves a quality of working life, to be a sustainable organization.

In the year 2018, the Company was evaluated in corporate governance for listed companies 2018 as "Very good" (4 stars) level, according to the survey of corporate governance of 657 Thai listed companies from the Thai Institute of Directors with the Securities and Exchange Commission and the Stock Exchange of Thailand. This is also including the assessment result of the Annual General Meeting of Shareholders 2017, organized by Thai Investors Association, the Company result was 80%, reflecting that the Board of Directors paid attention to good corporate governance and has always considered improving the practices.

### 1. Rights of Shareholders

The Company treats its shareholders as the owners with all the fundamental rights as determined by law. Additionally, the Company has a policy to ensure its shareholders are provided up-to-date important corporate information, the shareholders' meeting, etc. The rights of the shareholders are as described in the following sections;

#### 1.1 The Shareholder's Meeting

The Company determines that the Annual General Shareholders Meeting shall be held annually with no more than four (4) months from the end date of the Company's fiscal year. The shareholders are eligible for attending the Annual General Shareholders Meeting and casting a vote are required to be registered on the share register book at the record date. The number of shares for each shareholder are entitled to cast votes shall follow the details on the share register book at the record date. The record date shall be scheduled within two (2) months before the Annual General Shareholders Meeting and after the date the the Board of Directors gives approval for the Annual General Shareholders Meeting. Once the Board of Directors has approved the record date, this date shall not be changed.



The Company held the 2018 Annual General Shareholders Meeting No. 1/2018 on April 10<sup>th</sup>, 2018 at 10 a.m. at the Grand Ballroom on the 3<sup>rd</sup> floor of the Golden Tulip Sovereign Hotel Bangkok(Formerly Radisson), 92 Soi Saengcham, Rama 9 Road, Bangkapi, Huaykwang, Bangkok, 10320. All Company's Directors attended the meeting, along with Ms. Manee Rattanabunnakit and Ms. Kamonkan Pongpanit from EY Office Limited who had conducted the report on the financial results and Mr. Nipat Pinsaeng from Law Office Co., Ltd. as an observed of the Shareholder Meetings - including the vote counting. EY Office Limited and The Chairman conducted the meeting as required by law. All agenda items were approved at this Meeting.

#### 1.2 Invitation Letter for the Shareholder's Meeting in Advance

The Company appointed the Thailand Securities Depository Co. Ltd. (TSD), a securities registrar, to deliver a shareholder meeting invitation to eligible shareholders at least 14 days in advance and provides the shareholder adequate information specifying the date, time, place and agenda including concerned matters with the objectives and reasons; supporting documentation and information for decision making; a resolution of the Board of Directors; reports on the previous meeting resolutions; the Annual Report; and a proxy form and procedures. An announcement is also published three (3) days prior to the meeting date on newspaper so that each shareholder shall have sufficient time to analyze the information in advance. Additionally, The Company also published in the Company's website at [www.ait.co.th](http://www.ait.co.th) prior to the scheduled Shareholder Meeting. The reason these steps are taken is to encourage all shareholders, including institutional ones, to attend the Company's Shareholders Meetings.

#### 1.3 Proxy form and Voting procedures

In order protect all shareholders to have their basic rights, a shareholder who cannot attend the meeting themselves by granting proxy to their representatives or an independent director. The names, credentials and qualifications of the assigned independent directors will be stated in the meeting notice according to a requirement by the Ministry of Commerce. The Company prepares the meeting notice including Proxy Form, supplementary documentation, and the procedure on the Company's website at [www.ait.co.th](http://www.ait.co.th) prior to the meeting date.

#### 1.4 The Shareholder's Meeting facilitate

The Company has a policy to support and facilitate the shareholders, including institutional investors, to attend the general meetings of shareholders by arrange the appropriate location where the mass transportation is available and sufficient for the shareholders to conveniently commute to attend the meeting. Furthermore, the Company shall provide convenience to all shareholders at the appropriate time and location including assist at the shareholder registration process 1 hour prior to the Shareholders Meeting start time, as well as provide banquet food, snacks and refreshments to the shareholders throughout the meeting.

#### 1.5 The Shareholder's Meeting process

Prior to the beginning of the Shareholders Meeting, the Chairman shall inform the shareholders on the voting procedure for each agenda item in accordance with the Company's regulations. The attendees are welcome to raise the questions, comments, and recommendations for each agenda. The Directors shall provide an answer all questions clearly. The Chairman shall organize the agenda according to the proposed agenda and will not add any agenda without noticing the shareholders in advance. According to the Annual General Meeting No.1/2016, the Company facilitate the shareholders' meeting with an E-Voting system and barcode machine for registration, having being made available in order to better facilitate its shareholders and to ensure the transparency within the meeting. In addition, at the meetings, the Company does no bundling of several items into a single vote; such as, for example, the election of directors is only ever voted on a one-by-one vote.

Moreover, the Company appoints an independent party of scrutineers/inspectors as a vote counting at the Annual General Meetings or the Extraordinary General Meetings and disclosed the result of each agenda and recorded in the minutes.

#### **1.6 Conflicts of Interest Report**

The Company in accordance with Section 89/14 of the Securities and Exchange Commission Act B.E. 2535, which was amended by the Securities and Exchange Commission Act (No.4) B.E. 2551. The Act determines that directors and executives are required to report any conflict of interests of personal and their related persons. This interest is related to its management or its subsidiaries and is in accordance with the announcement of the Capital Market Commission Th. No. 2/2009 dated January 26<sup>th</sup>, 2009, which stated the requirements to comply to Good Corporate Governance. The Board of Directors has set the guidelines and determines to report the interest of the Directors, Executives and their related persons as follows:

1. The directors and the executives have to report their first interest of holding director and executive positions and every time when there is a change within 7 days according to the report on the interest of directors and submit it to the Company's secretary to proceed and store
2. The Company secretary must send a copy of the report on the interest of directors to the Chairman of the Board and the Chairman of the Audit Committee for an acknowledgement within 7 business days since the date of receiving the report.

However, in the Shareholders' Meeting, the directors who have an interest or involve in any agenda will abstain from voting in such agenda.

#### **1.7 Process after the Shareholder's Meeting**

The Company delivers the minutes of Annual General Shareholders Meeting, including the recorded details for each agenda item and a description of the voting and vote tabulation procedures used. All are declared before the meeting commences, including an opportunity for shareholders to ask questions or raise issues, questions and answers, resolutions, voting results of each agenda item containing approving, dissenting, and abstaining votes, and list the Board Members who attended or missed the meetings to The Stock Exchange of Thailand and the Securities and Exchange Commission within 14 days after the Meeting; additionally, the minutes are published on the corporate website at [www.ait.co.th](http://www.ait.co.th) as to inform all investors and shareholders.

## **2. Equitable treatment of Shareholders**

The Board of Directors maintains the policy of provide the equal treatment to all shareholders, as follows:

#### **2.1 Disclosure the Shareholder's Meeting Agenda and Documentation on the Company's website**

Prior to the Annual General Shareholders Meeting, an individual shareholder shall have an opportunity to propose additional matter in the agenda that would be beneficial to the Company performance. The Company notifies shareholders through the Stock Exchange of Thailand and the corporate website at [www.ait.co.th](http://www.ait.co.th) prior at least 30 days before the Annual General Meeting of shareholder's date in order for the shareholders to have adequate time to be prepared for the meeting. As the corporate website consist of 2 languages, Thai and English in order to facilitate transparency of information and communication to all shareholders, both Thai and Foreigners. The Company also provides the opportunity for shareholders to propose matters to be included as an agenda at the Shareholder meetings and send their questions in advance via the Company's website or e-mail: [companysecretary@ait.co.th](mailto:companysecretary@ait.co.th)

## **2.2 Channels for the Company's information and complaints**

All stakeholders of the Company are able to access information of AIT equally, which is distributed and available equally to all shareholders through the various following channels including reporting of news and leads through the Company's website, phone, letter, and e-mail to the Corporate Secretary Office:

1. Tel: 0-2275-9400
2. Website: [www.ait.co.th](http://www.ait.co.th)
3. E-mail: [companysecretary@ait.co.th](mailto:companysecretary@ait.co.th)

The question, complaint, and recommendation shall be forwarded to the related departments to investigate and inform back to the reporter

## **2.3 Prevention policy to protect against Insider Information**

Establish policy to prevent relevant executives and employees to misuse the Company's inside information for personal benefit and ensure that executives report their shareholdings every time when shareholding changes (Form 59-2) to the Securities and Exchange Commission and the stock Exchange of Thailand comply with regulations. Protection of inside information is required by law. Every Directors and executives shall regularly submit to the Board a report on their shareholdings of AIT's shares and disclose quarterly at the Board Meetings.

In addition, the Company has policy and adheres to ethics, integrity, and honesty in operating business with customers, partners, investors, and shareholders, by determining guidelines in "Business Code of Conduct" manual under the title "Insider information usage and securities trading" for the directors, executives, and employees at all levels adhering and applying to secure important data and news from being disclosed, accessed to sources of information arbitrary or with impure intentions. For violation, the directors, executives, and employees with a serious offense shall be subjected to disciplinary sanctions, the details can be found in the topic "Insider information control" and has published such manuals on the Company's website.

### **3. Roles of Stakeholders**

The Company recognizes the rights of stakeholders and has policies to give confidence by giving priority to stakeholders, including shareholders, employees, customers, partners, competitors, as well as the public and society as a whole. There is a cooperation between different group of stakeholders according to the roles and duties in order for the Company's business to operate well with stability and response to fair benefits for all parties, therefore, the Board has provided "Business Code of Conduct" manual. In the year 2018, the Company has modified the manual to be up to date and comply with the best practice of relevant parties, and also publicly informed the directors, executives, and all employees to perform the actions and assigned the senior executives at all levels to have a responsibility to supervise and promote the practices, in order to ensure that the basic rights of all stakeholders are protected and practiced well, as follows;

#### **Shareholders**

1. Perform their duties with integrity, transparency and fairness to ensure any decision-making provides optimal benefits to all relevant groups
2. Perform their duties professionally with knowledge, expertise, intention, carefulness, knowledge application and managerial skill
3. Report complete and accurate organizational situations on the regular basis
4. Do not attempt to benefit themselves or any other outside person with the Company's undisclosed information
5. Do not disclose the Company's confidential information to outside persons, especially competitors
6. Do not proceed with any matter which may cause any conflicts of interest

- Employees**
1. Provide appropriate remuneration to the employees, based on the employees' knowledge, capabilities and as appropriate including benefits which exceeds than those required by law
  2. Provide employees with equal opportunity for human resources development
  3. Avoid any unfairness that may threaten or pressure or affect the work stability of employees
  4. Create work environmental conditions with concerns of safety to employees' lives, physical conditions, health and assets regularly
  5. Abide by the laws and regulations relevant to the employees

- Customers**
1. Provide products and services with quality including maintain its quality standard
  2. Disclose complete and accurate information relevant to products and services
  3. Provide guarantees under appropriate time and conditions
  4. Do not deliver damaged or defective products and services to customers
  5. Establish a system to allow the customers to question or comment on the Company's products and services and quickly respond
  6. Keep customer information confidential and do not exploit such confidentiality with dishonest purposes for personal benefit or the benefit of outside persons
  7. Adhere to the customers' requirements and conditions strictly. In a case that the conditions may not be met, the executives must quickly inform the customer and work to jointly reach a solution

The Company confirms to its principle of business operations in order to the respect the admission of the Creditors that they have strictly complied with all the terms and conditions agreed upon in a transaction and strictly follow each covenanted condition. The practices are as follows:

- Traders and/ or Creditors**
1. Strictly follow the trade partners and creditors' conditions. In a case that the conditions are not met, the executives shall inform them beforehand to jointly find a solution and protect against any damage
  2. Do not request or receive personal benefits or give benefits to trade partners, debtors or creditors for dishonest purposes
  3. Report financial information accurately and completely

- Competitors**
1. Abide by the rules of competition framework
  2. Avoid tarnishing or making accusations against competitors or their products without integrity, information and truth
  3. Do not access a customers' confidential information without integrity or appropriateness

- Social**
1. Support any activities that benefit the public, the community and society overall
  2. Return the partial of Company's profit to society-related activities regularly
  3. Do not do anything that impacts natural resources or the environment
  4. Continuously implant consciousness of our responsibility to the public, community and society amongst employees at all levels
  5. Abide and supervise according to the law and regulations established by any supervision unit

#### 4. Information Disclosure and Transparency

4.1 The Board of Directors shall be responsible for financial statements and general information for shareholders and general investors with transparency, accountability and punctuality with explanation information provided on the performance, policies, future trend, successes and obstacles. Such information is disclosed in the annual report, the annual information disclosure form (56-1 form) and via the Company's website at [www.ait.co.th](http://www.ait.co.th) in both Thai and English languages for disseminating to the investors, the shareholders and the stakeholders as determined by the regulation of the Securities Exchange Commission, the Stock Exchange of Thailand and general accounting standards. All financial statements are reviewed and examined by the Company's auditors, the Executive Committee, the Audit Committee and the Board of Directors.

4.2 Disclosure of any interrelated transactions shall be disclosed in substantiated details for the shareholders. The information includes the pricing policy for the interrelated transactions in a case of interrelated trade, lending for interrelated businesses, borrowings from interrelated business, accounts receivable and payable for interrelated businesses, investment in interrelated business, guarantees and collaterals for related businesses. This is to allow the investors and the shareholders to acknowledge such information with transparency. Under requirements on the interrelated transactions, when the Company and its subsidiaries have interrelated transactions with associated companies or related persons in terms of joint benefits, the Company and its subsidiaries are required to follow business conditions for the associated companies and persons on an arm's length basis. If there are any interrelated transactions that falls under the conditions of the interrelated transactions of listed companies with its subsidiaries or joint ventures, controlling persons or management executives, the Board of Directors shall review and proceed on the principles, procedures and disclosure of the interrelated transactions according to the regulations of the Securities and Exchange Commission and the Stock Exchange of Thailand.

#### Investor Relations

The Company has established the Investor Relations unit to support and be a key function to disseminate information, answer all questions, including listen and exchange any opinions with shareholders, analysts, institutional investors, and relevant institutes. For more information, the contact channels are available on three channels

1. Tel: 0-2275-9400
2. Website: <http://investor-th.ait.co.th/>
3. E-mail: [ir@ait.co.th](mailto:ir@ait.co.th)



## **Investor Relations Activities**

Throughout 2018, the Company opens an opportunity for investors, analysts, shareholders, and institutional investors to access the data, operating performance, business growth strategy, including major events throughout year with Q&A sections. The previous year, there are activities, as follows;

1. An Opportunity Day, quarterly, counted four times by the Stock Exchange of Thailand
2. An Analyst Meeting, to provide information on the Company's performance quarterly, counted four times
3. A Company Visit from the institutional investors, retail investors, analysts, to inquire about the Company information by group and individual, counted two times.

### **5. Responsibilities of the Board of Directors**

#### **5.1 Structures and Responsibilities of the Board**

The Board of Directors comprised of four (4) committees: The Board of Directors, the Audit Committee, the Nomination and Remuneration Committee, and the Executive Committee. These committees have been formed in order to provide a proper assignment of duties and authority to provide for a clear direction and the most efficient Company operation.

The Board of Directors shall determine the corporate goal, and determine roles, duty and authorities for the Audit Committee, the Nomination and Remuneration Committee, the Executive Committee, and the Chairman of the Board. The Executive Committee shall set the Company policy, direction and strategy in operating business to achieve the corporate goal set by the Board of Directors. The Audit Committee shall review the Company's operations to be compliant with the relevant laws. The Nomination and Remuneration Committee shall consider the remuneration of directors, all subcommittees, president, or any persons appointed by the Board of Directors. Additionally, the Nomination and Remuneration Committee shall consider compensation packages for the Company's management and employees in terms of bonus and annual salary increases, and then propose these at the Board of Directors' meeting for approval.

Furthermore, the Board of Directors shall set the internal control systems, internal audit department, and the measures for effectively managing risk. The Board of Directors shall also set out a monitoring plan and review the performance regularly at the Board of Directors' meeting. The Company has hired an outsource company, DIA Audit Co., Ltd. to be its Internal Auditor. Mr. Apinan Sripramont is now the appointed head of the Internal Audit Department and he reports to the Audit Committee on a quarterly basis.

#### **5.2 Balance of Power of Non-Executive Directors**

According to the Company's Regulations No.14, the Board of Directors will comprise of at least five (5) directors who experiences in various fields. As of 31th December 2018, the Board of Directors consisted of 11 directors; of which, four (4) directors are executives and the remaining seven (7) are non-executives. Therefore, executive directors totaling approximately 36 percent of the total directors. The number of independent directors are 4 directors or totaling approximately 36 percent of the total directors in accordance with the principles of good governance set out by the stock Exchange of Thailand.

### 5.3 The Role of Chairman and President

#### Authority, Duties and Responsibilities of the President

1. Perform the duties as assigned by the Board of Directors or the Executive Board Committee under the Company's objectives, regulations and Articles of Association. In dealing with transactions, the Board of Directors has clearly approved maximum limit of each transaction. This limit should not exceed the limit approved by the Board of Directors. The maximum limit of each transaction however, may be appropriately revised upon the consideration and judgment of the Board of Directors. The delegation of authority to the President should not include any transaction in which the President or any other person involved may then have a conflict of interest (as determined through notification by the Securities and Exchange Commission) with the Company or its subsidiaries. Any duties performed should conform to the Notification by the Stock Exchange of Thailand in its article "Rules, procedures, and disclosures of any related party transactions of the listed company". An exemption to this is for any transaction which is a normal business transaction at market price and under the rules and regulations as specified by the Company.

2. Prepare the Company's business plan, strategy plan, and estimated annual budget to propose to the Executive Board Committee.

3. Follow the business plan, strategy plan, and estimated annual budget which have been approved by the Executive Board Committee.

4. Determine the organizational structure and management framework to include every details of selection, training, hiring, and termination of the Company's employees.

5. Empower to appoint or discharge an employee whose position is lower than the President

6. Perform with honesty and prudently for the protection and benefit of the Company.

### 5.4 Orientation Program for new Directors

The Board of Directors shall conduct an orientation for new directors to acknowledge the Company's business policies, laws and regulations. In 2018, no appointment of a new Directors. Each new Director shall hand over a director's manual and an orientation program. Company Secretary and Managing Director are appointed as designated by the Board of Directors to prepare and present the document to new Directors including related useful information, such as the minutes from the past several meetings. Arrange the company visits will be set up for the new Directors to understand the industry and the Company's operation including the clarification of business operation and strategy from Managing Director and Executive Director.

### 5.5 Development and training of Directors

The Board of Directors has set a policy to support and facilitate Directors for the training and learning programs to ensure that their continually improvement and performance, both internal and external training programs. All Directors must attend training program for understanding the performance of their duties. The Board of Directors realize the significance of their participation in training or seminars by attend various programs or development of their knowledge and skills. The Board of Directors attends training courses organized by the Thai Institute of Directors Association (IOD), namely, Director Certificate Program (DCP), Director Accreditation Program (DAP), Advanced Audit Committee Program (AACP), Monitoring the Quality of Financial Reporting (MFR)

## Development and Training of The Director in 2018

Name of the Directors	Details
1. Mr. Siripong Oontornpan	<ul style="list-style-type: none"> <li>- Thammasat World Leadership Program: TWLP #2, held by Thammasat University</li> <li>- Thammasat Golf Leadership Program #7 held by Thammasat University</li> </ul>
2. Mr. Chodiwat Duntasarn	<ul style="list-style-type: none"> <li>- Participated in Capital Market Academy #27, held by Capital Market Academy</li> </ul>

### 5.6 Self-Evaluation of the Directors

#### 1. Self-Evaluation of the Board of Directors and Sub-Committees

The Company holds an evaluation of the Board of Directors and the sub-committee performance once a year, to evaluate its performance efficiency according to good corporate governance and this will help the Board of Directors to review their own works, issues, and obstacles throughout the year and utilize the evaluation to improve their performances. The criteria on the evaluation of the Board of Directors and the individuals, covers six topics, consists of the structure and qualification of the Board of Directors, roles and responsibilities of the Board of Directors, the Board of Directors' meeting, the duties of the directors, the relationship with the Management department, and the self-development of the directors and the development of the executives.

In 2018, the Board of Directors' meeting no.5/2018 on 6 November 2018, the Company secretary submitted the Board of Directors' evaluation form to the directors, consists of the evaluation form for the Board of Directors, the Audit Committee, and the Nomination and Remuneration Committee, to evaluate the performances of the Committee and the individuals. The results of the performances of the Board of Directors and the sub-committee can be concluded as follows;

The Board of Directors/Sub-Committee	The Evaluation on the Performance of the Committee (Percentage)	The Evaluation on the Performance of the Individual Directors (Percentage)
The Board of Directors	90%	90%
The Audit Committee	96%	97%
The Nomination and Remuneration Committee	87%	88%

#### 2. Self-Evaluation of the Chairman of the Executive Board Committee and President

The Company evaluates the performance of the Chairman of the Executive Board Committee and President at the end of the year by The Nomination and Remuneration Committee and then they will propose to the Board of Directors for an approval. The results of evaluating the performance of the Chairman of the Executive Board Committee and the President are considered as confidential information which is not disclosed. The performance of the Chairman of the Executive Board Committee and the President was evaluated base on 3 criteria: a measure of performance, evaluation of leadership and management, budgeting and project evaluation. The evaluation will be used to determine the salary raise percentage of Chairman of the Executive Board Committee and the President and then present to the Board of Directors for an approval.

## Sub-Committees

The Board of Directors has appointed three sub-committees, consists of the Audit Committee, the Nomination and Remuneration Committee, and the Executive Committee, to operate on specific matters and propose the matters to the Board of Directors for an approval by setting a charter for the sub-committee to define the scope of authority, which is disclosed on the Company website.

### 1. The Audit Committee

The Audit Committee shall be responsible for supervising and ensuring the accuracy of the financial statements' preparation procedures and efficiency of the Company's internal control system. They should ensure the independence of the internal audit system in approval of the appointment / relocation / termination the head of Internal Audit, selection and appointment of auditor, consideration of the independent, meeting with the auditors more than once a year without the management department. They should also consider the transaction or transactions that may have conflicts of interest in accordance with the criteria. Preparing a report of the Audit Committee for the disclosure in the annual report signed by the Chairman of the Audit Committee. The Audit Committee had four ordinary meetings and the attendance record of each director is presented under the topic "The Board of Directors Meeting Schedule", the list of the Audit Committee is as follows;

Name	Position
1. Mr. Chokechai Tanpoonsinthana	Chairman of the Audit Committee
2. Mr. Pongtep Polanun	Director
3. Mr. Sripop Sarasas	Director

Corporate Secretary : Ms. Sarin Chandranipapongse

\* All directors are knowledgeable and experienced in reviewing the reliability of the Company's financial statements.

### Authority, Duties and Responsibilities of the Audit Committee

#### 1. Authority of the Audit Committee

The Audit Committee has the authority to perform any act as determined by the Board of Directors as shown in Duties and Responsibilities of the Audit Committee:

- (1) Under its scope of authority, the Audit Committee is authorized to call for or order the management, heads of offices, or any employees to present opinions, attend meetings or submit any required or necessary documents.
- (2) Consider, select and nominate the Company's auditor as well as the auditor's remuneration to the Board of Directors, and propose this at the Annual General Shareholders Meeting for the Company's shareholders approval. Assess the auditor's performance and other tasks related to the audit.
- (3) Make the final decision in a case where the management team disagrees with the auditor on financial reports.
- (4) Consider the disclosure of Company information in any case where there is a connector transaction or transaction that may lead to a conflict of interest, so as to ensure accurateness, completeness, and at all times compliance with the laws and regulations.
- (5) Review the auditor's report of investigation and discuss with the management team the assessment policy and risk management.
- (6) Hire external advisors or specialists to make comments or give advice as necessary.
- (7) Set up a meeting with the auditor without the management team or company representatives.

## 2. Duties and Responsibilities of the Audit Committee

The Audit Committee has Duties and Responsibilities as determined by the Board of Directors as follows:

- (1) Review the accuracy of the Company's quarterly and annual financial reports in accordance with generally accepted accounting principles and ensure there is adequate disclosure.
- (2) Review the Company's internal control system and internal audit system to ensure that they are suitable and efficient and ensure the independence of the internal audit department. In addition, the Audit Committee may appoint, change or remove the head of the internal audit department or any other department responsible for internal audit tasks.
- (3) Review the Company's compliance with the laws on securities and exchange; the regulations of the Stock Exchange of Thailand (the 'SET'); and the laws relating to the Company's business.
- (4) Review, select, propose, appoint, or terminate the independent person to act as the Company's auditor and offer remuneration to such person, including attending the meeting with the auditor without a participation from management team at least once a year.
- (5) Review all connected transactions or transactions that may lead to conflicts of interest and so ensure that they are in compliance with the related laws and the regulations of the SET and that they are reasonable and bring the highest possible benefits to the Company
- (6) Prepare reports to be signed by the Chairman of the Audit Committee and disclosed in the Company's Annual Report. These reports must contain the following information
  - a) An opinion on the accuracy, completeness and reliability of the Company's financial report
  - b) An opinion on the adequacy of the Company's internal control system
  - c) An opinion on the compliance with the laws on securities and exchange, the regulations of the SET and the laws relating to the Company's business
  - d) An opinion on the suitability of the external auditor
  - e) An opinion on transactions that may lead to conflicts of interest
  - f) The number of Committee meetings held and the members' attendance record
  - g) Any comments or opinions received by the Committee regarding its performance in accordance with its Charter
  - h) Any other transaction which, according to the Committee's opinion, should be known to the shareholders and general investors,
- (7) Perform other tasks as requested by the Board of Directors and other tasks which the Audit Committee agrees to perform.

## 2. The Nomination and Remuneration Committee

The Nomination and Remuneration Committee shall be responsible for determining the remuneration and proposing it to the Board of Directors for an approval in the shareholders' meeting if the shareholders find it appropriate by considering the expected benefits from the Board of Directors and be comparable within the same industry. The Company set a policy in determining the remuneration to the directors at the comparable rate of the same industry to motivate and be appropriate to the knowledge ability and responsibilities of the directors. The Board of Directors remuneration in 2018 can be found in the topic "The Board of Directors Remuneration". There are three ordinary meetings as the attendance record of each director is presented under the topic "The Board of Directors Meeting Schedule", the list of the Nomination and Remuneration Committee is as follows;

Name	Position
1. Mr. Pongtep Polanun	Chairman of the Nomination and Remuneration Committee
2. Mr. Siripong Oontornpan	Director
3. Mr. Sripop Sarasas	Director
4. Mr. Kittisak Sopchokchai	Director
5. Mr. Suraporn Raktaprachit	Director

Secretary: Ms. Sinanang Oontornpan

**Authority, Duties and Responsibilities of the Nomination and Remuneration Committee**

**1. Authority of the Nomination and Remuneration Committee**

- (1) Consider and approve the selection and evaluation processes, as well as the compensation for the President.
- (2) Consider and approve proposals for the names of qualified candidates to the Board of Directors for their consideration and approval in the case of a vacancy in a director's position.
- (3) Consider and approve proposals for the name of a qualified candidate for the position of President to the Board of Directors for their consideration and approval.
- (4) Consider and approve proposals for the names of other candidates to the Board of Directors for their consideration and approval in positions whose functions, responsibilities and authorities are directly given by the Board of Directors.

**2. Duties and Responsibilities of the Nomination and Remuneration Committee**

- (1) Develop the criteria, selection and evaluation processes, as well as the compensation for the President.
- (2) Propose persons for approval of the Board of Directors in the case of a vacancy in a director's position resulting from any reason, other than the end of a term retirement from that position or to increase the numbers of directors. Once approved by the Board of Directors the resolution is put forward for the approval of the shareholders.
- (3) Propose to the Board of Directors the name of a person to receive approval from the Shareholder's Meeting in the case that there is a vacancy of a director position due to term retirement.
- (4) Propose to the Board of Directors for the approval of the President to retire from being an employee in the Company according to the current operating regulations.
- (5) Propose any person that the Board of Directors will then delegate its authority to perform a specific task for the Company.
- (6) Recommend the appropriate remunerations for each of the Company's Board of Directors and Committees and then propose to the Board of Directors for the approval of these remunerations at the Annual General Meeting.
- (7) Recommend appropriate bonus and salary increases for the management and employees to the Board of Directors for their approval.
- (8) Prepare the report of the Nomination and Remuneration Committee that disclosed in the Company's annual report, which that report must be signed by the Chairman of the Nomination and Remuneration and commented as of the SET's requirements.

### 3. The Executive Board Committee

The Executive Board Committee consists of:

Name	Position
1. Mr. Siripong Oontornpan	Chairman of Executive Board Committee and President
2. Mr. Suraporn Rakaprachit	Senior Executive Vice President - Service
3. Mr. Kijja Laoboonchai	Senior Executive Vice President - Sales and Marketing

Secretary: Ms. Sarin Chandranipapongse

#### Authority, Duties and Responsibilities of the Executive Board Committee

##### 1. Authority of the Executive Board Committee

- (1) Approve the appointment, change or removal of any management position, with the exception of the President.
- (2) Approve the Company's compensation structure and benefits of management and employees; and propose to the Nomination and Remuneration Committee before proposing to the Board of Directors.
- (3) Approve any change in the Company management structure, code of conduct or business processes of any division.
- (4) Approve the borrowing and lending of money or applying for credit approval from a financial institution; including a guarantee or payment of ordinary business transactions with a specific credit limit of each transaction that has already been agreed and assigned. The amount incurred in these transactions must be under a limit in accordance with the Company guidelines and authority limits which have already been reviewed by the Board of Directors. However, the aforementioned credit limit may be changed if appropriate according to the judgment of the Board of Directors.
- (5) Consider to enter into a commercial contract with a credit limit as determined by the Board of Directors.
- (6) Responsible for studying the possibility of investing in new projects and be empowered in approving all direct investments or investment with the juristic person or the others in various ways to operate the business on purposes. The investment must not be over THB 20 million per a project and THB 100 million per year, including other investments such as shareholding and other relevant action. The conditions of new investment projects are as follows;
  1. The investment project must be relevant to the core business or the ICT business of Advanced Information Technology PCL.
  2. The investment project must be studied and clearly presented a feasibility study.
  3. The investment project must be an investment as a joint venture, not giving a loan or a financial assistance.
  4. The investment project must be reported to the Board of Directors every time after investing in that project.
  5. The investment project must not be relevant or connected to the directors or the managements of the Company in accordance with the regulations of the Stock Exchange of Thailand (SET) and the Securities and Exchange Commission (SEC).If uncleared with the abovementioned conditions, the investment project has to be taken back and approved by the Board of Directors prior any investment.

## 2. Duties and Responsibilities of the Executive Board Committee

- (1) Formulate the Company's business plan, annual budget, and investment plan for the Board of Directors' approval.
- (2) Manage the Company's business operations in order to achieve the planned objectives and targets, and also comply with laws, the Company's regulations, and Stock Exchange of Thailand's rules and regulations.
- (3) Direct, control, and monitor the day-to-day operations as set out in the Company's internal control system as well as the Audit Committee's comments and recommendations.
- (4) Act in other roles and on duties and within authorities as determined and delegated by the Board of Directors.
- (5) Prepare the report on Company's financial and operating performance and report this performance to the Board of Directors each quarter.

The aforementioned authority excludes the interrelated transactions, acquisition or liquidation of the listed Company's important assets according to the regulations of the Stock Exchange of Thailand (SET) and the Securities and Exchange Commission (SEC). The Company shall abide by the SET regulations and requirements on any issue. In addition, the above-mentioned authority excludes other issues for which the Company's regulations require the prior request and approval at the Annual General Shareholders Meeting.

## Nomination and Appointment of Directors and Top Executives

### 1. Independent Directors

Name	Position
1. Mr. Pongtep Polanun	Independent Director
2. Mr. Chokechai Tanpoonsinthana	Independent Director
3. Mr. Sripop Sarasas	Independent Director
4. Mr. Thanarak Phongphatar	Independent Director

### Scope of the Independent Director

Independent Directors are defined as Directors who do not hold any management position and are not employees of the Company or Subsidiary. They must additionally be independent of any major shareholders, management, and of any other related persons - and they must have the responsibility to determine if there is anything that may affect the equitable treatment of Shareholders. The qualifications to be an Independent Director are as follows:

1. Holds not more than 1% of the total voting shares of AIT, its parent company, its subsidiaries, its associated companies, major shareholders or a controlling person - including stocks that held by related persons of the Independent Director;
2. Is not, or has not ever been an executive director, employee, staff member, or advisor who received a salary or a controlling person of AIT, its parent company, its subsidiaries, its associated companies, major shareholders or a controlling person unless the foregoing status has been ended for at least 2 years. This shall not include the Independent Director who used to be a government official or advisor of a government agency which was a major shareholder or acted as controlling persons of AIT;

3. Is not be a person that related to blood or legal registration, such as father, mother, spouse, sibling or child, including a spouse of the children, managements, major shareholders, controlling persons, or persons to be nominated as management or a controlling person of AIT or its subsidiaries;
4. Has not, or has not had a business relationship with AIT, its parent company, its subsidiaries, its associated companies or a controlling persons in the manner that may interfere with their independent judgement, or is not, or has not ever been, a major shareholders, managements or controlling persons of any person having a business relationship with AIT, its parent company, its subsidiaries, its associated companies or controlling person unless the foregoing relationship has been ended at least 2 years;
5. Has not, or has not ever been, an auditor of AIT, its parent company, its subsidiaries, its associated companies or a controlling persons and is not a major shareholders, non-independent directors, managements, controlling persons or partner of an audit firm which employs auditors of AIT, its parent company, its subsidiaries, its associated companies or a juristic person who may have a conflict of interest unless the foregoing relationship has been ended for at least 2 years;
6. Has not, or has not ever been, any professional advisor including legal or financial advisor who received an annual service fee exceeding Baht 2 million from AIT, its parent company, its subsidiaries, its associated companies or a controlling persons, and is not a major shareholders, non-independent directors, managements, controlling persons or partner of the professional advisor unless the foregoing relationship has been ended for at least 2 years;
7. Does not represent as an AIT Board Member or its major shareholders or a shareholders who related to major AIT shareholders;
8. Does not operate any business similar to, or materially competing with AIT or its subsidiaries or not being a material partner in any partnership, executive director, employee, staff, advisor who receives salary or holds more than 1% of total voting shares of the Company which operates similar to, or materially competing business with AIT or its subsidiaries;
9. Has no characteristics which make incapable of expressing independent opinions with regard to the AIT business. Note: A holding of no more than 1% of total voting shares of AIT is in compliance with the minimum rules of stock holding as an Independent Director by the Securities and Exchange Commission and the Stock Exchange of Thailand.

The definition of independent directors is the same as the minimum requirements of the SEC. or the SET. The Independent directors shall not hold shares exceeding 1% of the total number of voting shares of the Company.

## 2. Nomination of Directors and Executives

### 2.1 Guidelines for nomination and qualifications of directors

#### Nomination and Appointment of Directors

Appointment of the Directors shall be determined by many qualifications such as knowledge, skills, and experience related to the business. The nomination of the Directors also gives emphasis on transparent and clear nomination of well-profiled directors. The Nomination and Remuneration Committee is responsible for review of the qualifications and performances of the candidates or those directors who retire by rotation or resign and propose to the Board of Directors for an approval, and then the Board will present the proposed directors into the shareholders' meeting agenda to elect the directors

### Qualifications of Directors

The person who will be appointed as the Company's Director must meet the qualification by considering the knowledge, ability, personal talent as the following qualifications;

1. To have the qualifications with no prohibited characteristics as specified by the Act of Public Company Limited, including have no manner indicating a lack of trustworthiness to manager the company from the reviews of shareholders according to the Securities and Exchange Commission and the Stock Exchange of Thailand regulations.
2. To have knowledge, skill or experience in the ICT industry or accounting, finance or business administration or any other field as the Board deems appropriate.
3. To devote time especially for making key decision and responsibility duties for the beneficial for the Company and be able to participate in all the Board and Shareholder's Meetings, unless unable due to a necessity or unexpected emergency.
4. To have a moral, ethical, and any other qualifications that meet the requirement of law or deemed appropriate by the Board

### 2.2 The criteria and procedures of selecting the candidates for the director appointment

The criteria and procedures of selecting the directors are set to be determined in shareholders' meeting by counting the majority votes in accordance with the following criteria and procedures;

- (1) Each shareholder shall have one vote per one share.
- (2) Each shareholder shall use his or her vote according to (1) to elect one or several directors. However, dividing the votes is not possible.
- (3) The candidate with the highest votes will be elected as the directors, where the number of elected directors is equal to the required directors of each time. In the case of the elected candidates have equal votes and the numbers of directors are over the requirement, the President shall have a casting vote.

### 2.3 The Nomination of key management positions and Succession plan

The Board of Directors recognizes that employees are key driving force of the quality organization. The challenge for the business is a building personnel with knowledge and ability which readiness to keep pace with sustainable business expansion. In addition, they have inherited the spirit of the founder including the culture of the organization from generation to generation. Thus, the Company has developed a policy encourages the managements to enhance personnel development in an efficient way to achieve the vision, mission and values.

The Company has recruit eligible persons to responsible for key management positions at all levels in accordance with the qualifications as proper and transparency, and to ensure that the Company has recruited executives with professionalism, neutrality and non-involvement in politics. They also understand the culture and conduct of the business of the company. The company has a well-defined succession plan follows.

- (1) Chairman of the Board / President

The Board of Directors has developed a succession plan for the Company's Chief Executive Officer and executives when these positions become vacant. The Company have a management policy to appoint the executives who work at the same level acting as a secondary position until the recruitment and selection of personnel

qualified in accordance with the Company has taken place and that they shall also have the vision, knowledge, ability and experience with appropriate to the corporate culture considered by the Nomination and Remuneration Committee who will advise the Board of Directors to nominate deserving individuals as members to the meeting of shareholders.

(2) Executive Vice President / Vice President

When the positions of Senior Vice President / Vice President are vacant or they are unable to conduct their position, the Company has developed a succession plan detail as follows:

1. Analysis of the business circumstantial of the Company's strategic plans, investment plans and expansion plan.
2. Assess the employees' performance to be consistent with the strategy of the company both in the short and long term.
3. Plans to establish the availability of manpower by recruit and training staff and prepare to replace the resigned employees.
4. Develop recruitment and training plan in advance before employees retire or resign.
5. Define the knowledge, skills, personality and attitudes of good wishes of employees in each position and develop an individualized plan.
6. Selection and evaluation employee's performance and assessment of potential employees to consider their appropriate job.
7. Utilize KPI tools to test and evaluate personnel to analyze their potential.

## The Governance and Operations of Subsidiaries and Joint Ventures

In 2018, the Company opened 1 subsidiary named SP Resources and Commercials Pte. Ltd., which newly established in Singapore and 3 joint ventures named Loxley and AIT Holdings Ltd., Data Center Co., Ltd. and Campana Group Pte. Ltd. The Company has sent high-level executives to be the representatives to perform the governance to control and manage and be responsible for the operations of the joint ventures, in order to maintain the interest in the Company's investment, as follows;

	Subsidiary	Joint Venture		Associate of the Company's Joint Venture
	SP Resources and Commercials Pte. Ltd.	Loxley and AIT Holding Co., Ltd.	Genesis Data Center Co., Ltd.	Campana Group Pte. Ltd.
1. Mr. Siripong Oontornpan	-	Director	-	-
2. Mr. Suraporn Raktaprachit	-	Director	-	Director
3. Mr. Kijja Laoboonchai	-	-	-	-
4. Mr. Asawin Kangvolkij	-	Director	-	-
5. Ms. Sasinet Baholyodhin	-	-	Director	-
6. Mr. Apichai Nimgirawath	-	-	Director	-
7. Mr. Kriengkrai Nissyan	Director	-	-	-

## Prevention policy to protect against Insider Information

The Company has a policy and method in place for monitoring management in using its inside information for the individual benefits as follows:

1. Directors, executives and employees of the Company shall at all times keep the company's secrets and/or inside information confidential.
2. Directors, executives and employees of the Company shall not disclose any inside information or exploit it for their own benefits or others' benefits in a direct or indirect way and with or without financial benefit.
3. Directors, executives and employees of the Company shall not trade, transfer, or pass the Company's securities and/or inside information to anyone and this includes their spouses, children and related persons. Those who infringe this clause are considered to have made a serious wrongdoing.
4. Educate Directors and executives on their duty to report their securities holdings of their and their spouses as well as their children and also to inform them of the penalty for wrongdoing under the Securities and Exchange Act of 1992 and the regulations of the Stock Exchange of Thailand.
5. The Company executives are required to report changes in securities holdings to the Office of the Securities and Exchange Commission under Section 59 of the Securities and Exchange Act of 1992 and deliver a copy of this report to the Company on the same day in which the report is sent to the Office of the Securities and Exchange Commission.
6. Disclose the securities holdings of company's directors and executives completely and accurately in the annual report as required by the Office of the Securities and Exchange Commission.
7. The Company will send a circular to inform executives who have material inside information that may affect the securities pricing. They must suspend the trading of company shares before the announcement of financial statements or making such information public and shall not disclose such material information to any person. In addition, to ensure all employees follow the same guidelines regarding the use of inside information. The Company has published this information in the employees' manual.

## Audit Fee

In 2018, the auditor's remuneration is listed below;

- An annual audit fee and a quarterly audit fee, amounted THB 14.9 million
- Other compensation to the audit fee, - none -
- The Company audit fee of the last three years is as follows;

Transactions	2018	2017	2016
Audit Fee of Advanced Information Technology Public Company Limited	1,490,000	1,400,000	1,285,000
- Annual audit fee	800,000	740,000	685,000
- Quarterly audit fee	690,000	660,000	600,000

## The Level of Understanding and Implementation of the corporate governance principle for the listed companies in 2018

The Board of Directors acknowledges the CG Code and recognizes the roles as a leader in creating sustainable values for the business and evaluating the overall CG Code implementation, once a year. For the year 2018, the matter has reviewed and recorded in the minutes of the Board of Directors Meeting No. 5/2018.

## The Compliance with Principles of Good Corporate Governance in Other Matters

The Company regularly reviews the guidelines in accordance with good corporate governance principles. 2018, the Company has complied good corporate governance, except for the following matter;

- (1) The Company has three independent directors whose term are over nine years, named Mr. Chokechai Tanpoonsinthana, Mr. Pongtep Polanun, and Mr. Sripop Sarasas, who are knowledgeable persons with capability and have well-understanding over the Company's business, as well as be recognized in the money market and capital market. In the year 2018, the three independent directors have given useful advices as the independent directors and the Audit Committee approach, for the details of independent directors position are as follows;

Name	Appointed Date of the	Year(s)
	Independent Director	(Appointed date-31 December 2018)
Mr. Thanarak Phongphatar	5 April 2012	6 Years 7 Months
Mr. Chokechai Tanpoonsinthana	15 February 2003	15 Years 10 Months
Mr. Pongtep Polanun	15 February 2003	15 Years 10 Months
Mr. Sripop Sarasas	15 February 2003	15 Years 10 Months

# Corporate Social Responsibilities Report (Sustainability Report)

Advanced Information Technology PLC has realized and paid attention over sustainable development, where managing in accordance with good corporate governance principles, considering all stakeholders and always operating business with responsibility over society, community, and environment. In this regard, the Company has established the Corporate Social Responsibility Committee to determine policies and operation guidelines to comply with the business goals and current situation, where leading to the business sustainable development.



Diagram 2.1 Policy of the Corporate Social Responsibility

## The Corporate Social Responsibility Committee

- |                              |  |
|------------------------------|--|
| 1. Mrs.Netnapit Oontornpan   | Senior Executive Vice President - Corporate Affairs          |
| 2. Mrs.Pannawee Kaewmanee    | Executive Vice President - Human Resource and Administration |
| 3. Ms.Sureerat Prachayanukul | Executive Vice President - Financial Controller              |
| 4. Mr.Krit Khongchuanark     | Executive Vice President - Project Management                |

The Company has considered the sustainable development issues according to their importance level for the proper operation, by determining the vision and mission that represent the importance of the stakeholders, which is part of the regular business operations. The Company has analyzed and defined the criteria for considering the Company's stakeholders, as follows;

1. Define the business process framework by applying the supply chain or value chain to be a guideline for identifying stakeholders and responsible issues that linked to each other.
2. Identify stakeholders and social responsible issues according to the defined business process framework, including considering the effects from each business process, which the Company is able to monitor stakeholders in each process and social responsibility issues in various dimensions.

In 2018, the Company has operated business according to the vision and mission and comply with good corporate governance, considering all stakeholders. The Company has always been trusted by stakeholders such as customers, suppliers, sub-contractors, etc., and awarded to guarantee the outstanding in various fields, which create great pride to the Company, named as;



"FY17 Top Service Partner of the year 2017" and  
"FY17 Commercial Segment Partner of the year 2017"  
by Cisco Systems (Thailand) LTD.



"Enterprise Partner of the year 2018"  
by Fortinet International Inc. (Thailand)



"Partner of the year 2017"  
by M-Solutions Technology Thailand



"An honorable plaque for Advanced Information Technology PLC"  
by King Mongkut's University of Technology Thonburi

Table of the Company's Stakeholders

Stakeholders	Need	Processes	Guideline
Shareholder and Investor	<ul style="list-style-type: none"> <li>- Good performance and sustainable under appropriate risk management</li> <li>- Treat and provide information to shareholders equally</li> <li>- Transparent of the Company's operation</li> </ul>	<ul style="list-style-type: none"> <li>- Hold the Annual General Meeting 1 time a year</li> <li>- Pay the dividend in accordance with the Company's policy</li> <li>- Attend the Opportunity Day 4 times a year</li> <li>- assign investor relations officer to answer any questions on the phone to shareholders and investors</li> <li>- Analysts or investors are able to request the company visit with managements for useful information</li> <li>- Provide information through various channels with equal, transparent and up-to date</li> </ul>	Operates in accordance with the good corporate governance and the framework of social responsibility
The Board of Director	<ul style="list-style-type: none"> <li>- Transparent of the Company's operation in order to sustainable growth</li> <li>- Fair treatment to all stakeholders</li> </ul>	<ul style="list-style-type: none"> <li>- Hold the Board of Directors' meeting every quarter</li> <li>- Realize the significance of the related transactions</li> <li>- Provide adequate, complete, and timely information</li> <li>- Participate in good corporate government</li> <li>- Self-development of the Board of Directors relating their responsibilities</li> </ul>	Operates in accordance with the good corporate governance
Customer	<ul style="list-style-type: none"> <li>- Satisfy to our customers</li> <li>- Ready to listen and respond to customer's needs</li> <li>- Code of ethics of doing business with customers, such as protect the confidentiality of their clients</li> </ul>	<ul style="list-style-type: none"> <li>- Understand customers and give the guardians including service the quality products</li> <li>- Provide Hot-line to receive the problems and assign the related officers to solve the problems in time</li> <li>- Arrange the seminars for customers by providing executives to participate with customers</li> <li>- Operate business under the code of conduct requirements</li> </ul>	Realize on providing services and products that meet customer's needs including develop the potential employees to respond to the customers' need in all aspects
Employee	<ul style="list-style-type: none"> <li>- Reasonable Compensation and Benefits</li> <li>- Stability and career path</li> <li>- Realize the significance of the development of the employees by give an opportunity to all employees with fairness</li> <li>- Realize the significance of the environment friendly for safety of both health and asset of employees</li> </ul>	<ul style="list-style-type: none"> <li>- Regularly survey the compensation of the market every year</li> <li>- Provide provident fund, life and health insurance</li> <li>- Develop recruitment and training plans individually in advance</li> <li>- Provide orientation and training for employees to developing skills as well as technical training in both domestic and international that are authorities concerned and appropriate adjust remuneration in accordance with their qualifications</li> <li>- Provide the annual medical check-up by facilitate doctors from Phyathai 2 International Hospital and follow-up after a medical treatment</li> </ul>	Treat employees with fairness and continually develop our employees for the remuneration and other benefits which are comparable to the leading companies in the same industry. The Company also provide a good environment with safety, hygiene and beneficial for work effectively

Stakeholders	Need	Processes	Guideline
		<ul style="list-style-type: none"> <li>- Provide Firefighting Training and emergency evacuation</li> <li>- Improve the working environment in accordance with the characters of each department</li> </ul>	
Supplier	<ul style="list-style-type: none"> <li>- Operate business with fairness including build trust, relations and cooperation with each supplier</li> </ul>	<ul style="list-style-type: none"> <li>- Arrange the annual seminar for partners to maintain good relations</li> </ul>	Operating on commercial terms and abide by the agreement
Sub-Contractor	<ul style="list-style-type: none"> <li>- Operate business with fairness including build trust, relations and cooperation with</li> </ul>	<ul style="list-style-type: none"> <li>- Selection criteria including technical quality, expertise, experience, financial status, reputation, complaints and illegal background, service policy, and risk management of multiple clients</li> </ul>	Operating on commercial terms and abide by the agreement
Creditor	<ul style="list-style-type: none"> <li>- Pay interest and repayment principal on time</li> <li>- Repayment to creditors as a system</li> </ul>	<ul style="list-style-type: none"> <li>- Strengthening relationships in different ways including receive suggestions or complaints</li> <li>- The company uses Cash Management System to facilitate the payment to creditors and be able to</li> </ul>	Operating follow the conditions of the contract or agreement and obligations to creditors
Competitor	<ul style="list-style-type: none"> <li>- Operate business with transparent and fairness</li> </ul>	<ul style="list-style-type: none"> <li>- Create fairly competition conditions together</li> </ul>	Operating under the rules of competition and avoid dishonest method
Government	<ul style="list-style-type: none"> <li>- Support activities that benefit to the community and public</li> </ul>	<ul style="list-style-type: none"> <li>- Provide the company as an election point</li> <li>- Respond to the Government's policies which related to our business such as Digital Economy and EEC.</li> </ul>	Legally operate and cooperation which beneficial to the government sector
Social	<ul style="list-style-type: none"> <li>- Support activities that benefit to the community and public</li> </ul>	<ul style="list-style-type: none"> <li>- Create AIT E-Library</li> <li>- Create an opportunity to students to learn and operate real practices through AIT Internship 2018 and Co-rporative Education program 2018</li> </ul>	Operate business with integrity together with corporate social responsibilities
Environment	<ul style="list-style-type: none"> <li>- Aware and know the value of natural resources</li> <li>- Do not take any actions that may affect natural resources</li> </ul>	<ul style="list-style-type: none"> <li>- Create awareness of employees in natural resources usage</li> <li>- Provide good and hygiene working environment in workplace and surrounding.</li> </ul>	Operate business with the awareness of environmental conservation and safety management standards

## Determination of Sustainability Issues

The Company applies the criteria for determining issues that are significant to the business operation and related to the stakeholders, which affected the Company's sustainability, by evaluating contents and creating management guidelines in accordance with these 4 principles, as follow;



1. Identify Material Issues: The Company will consider opportunities and challenges, including the sustainability issues related to Information Communication Technology industry as well as the stakeholders' expectations and the business direction of the Company.
2. Prioritize: The Company takes the material issue to prioritize its importance, by considering the stakeholders' attention and the impacts that may affect in the business.
3. Accuracy Check: The Company will verify the accuracy to determine the operational guidelines on the important issues and present relevant information in the Sustainability Development Report.
4. Important Issues Verification: The Company reviews related issues for the information assurance and applying information to indicate the important sustainability issues in the future.

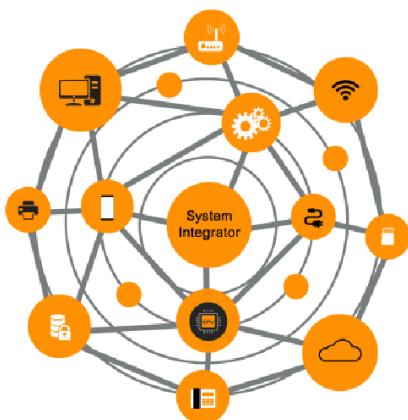


**The Key Sustainability Issues**

Key Issue	Operational Guideline	Performance
<p>1. The sustainable growth of the business</p> <p>According to the Company Mission "Your success is our success", as a promise to the stakeholders in operating the business, consists of;</p> <p><b>Mission to the customers</b></p>	<ul style="list-style-type: none"> <li>- Maintaining a good relationship with the existing customers</li> <li>- Creating an opportunity with new customers</li> <li>- Increasing and expanding variety of new services in the digital transformation</li> </ul>	<ul style="list-style-type: none"> <li>- The Company continues operating its core business of System Integrator or SI, who continuously designing the computer system and the computer communication system as well as improving the quality services for the customers.</li> <li>- The Company determined the Business Model of 2018 in accordance with the customers' needs, where the industrial conditions and situations have changed, to support the business growth opportunities.</li> </ul>

Key Issue	Operational Guideline	Performance
<b>Mission to the employees</b>	<ul style="list-style-type: none"> <li>- Professional development on employees</li> <li>- Creating a stability in working and personal life</li> </ul>	<ul style="list-style-type: none"> <li>- Determining the policy of building a relationship between employees at all levels and promoting a team working.</li> <li>- Improvement of welfare and benefits for employees to emotionally support the employees, by the survey on the employees needs through the Welfare Committee.</li> </ul>
<b>Mission to the shareholders</b>	<ul style="list-style-type: none"> <li>- Creating beliefs and good return to the shareholders</li> </ul>	<ul style="list-style-type: none"> <li>- Increase in the profit growth rate and sales</li> </ul>
<b>Mission to the business partners</b>	<ul style="list-style-type: none"> <li>- Building trust to the business partners, who are ready to grow and succeed together</li> </ul>	<ul style="list-style-type: none"> <li>- Earning trust from the business partners, such as Cisco, Fortinet, M.Tech.</li> </ul>
<b>Mission to the community</b>	<ul style="list-style-type: none"> <li>- Return the community by creating a digital society</li> </ul>	<ul style="list-style-type: none"> <li>- The Company has a TraiNex training center that enable to develop the business organization and Information Technology personnel in an international standard, to develop essential personnel of the country .</li> <li>- Transfer the knowledge in Information Technology to the educational institutes at the Tertiary level, which has agreed on the Memorandum of Understanding between the Company and the leading universities as well as sharing knowledge to Thai entrepreneurs through various seminars.</li> <li>- The Company has operated the AIT E-library project, which is held for 3<sup>rd</sup> year in a row, in order to create opportunities for underprivileged children in schools in remote areas to have an access to the Information Technology, by supporting media and knowledge tools as E-library platform.</li> </ul>
<b>2. The promotion and development on the potentials of the employees</b>	<ul style="list-style-type: none"> <li>- The determination of planning and training course to develop knowledge and ability and enhance the employees' working skills</li> <li>- Recognition in the importance of updating the cognitive knowledge of new Technology Communication</li> <li>- Retaining high potential employees in the Company</li> <li>- Creating happiness and balance in the work of the employees.</li> </ul>	<ul style="list-style-type: none"> <li>- The Company offers an internal training to increase the knowledge and capability in working effectively as well as an external training to be educated as the international standard.</li> <li>- The Company has set and planned in developing and retaining high potential employees</li> <li>- Determining the policy of building a relationship between employees at all levels and promoting a team working.</li> </ul>

## Our Businesses



AIT, The Company is a system integrator of Information Communication Technology network, including the application of Turnkey projects and service contract a system integrator of Information Communication Technology network, including the application of Turnkey projects and service contract in both the private and the public sector

### Operation Practice with Fairness

The Company has operated the business and managed with ethics according to the “Code of Conduct” manual of the Company strictly and the directors, executives, and all employees applied as the guidelines to work with honesty along the standard with quality, morality, and fairness, including caring for all stakeholders, such as shareholders, employees, customers, competitors, partners, creditors as well as social and environment. In the year 2018, the Company has modified the “Code of Conduct” manual in order to determine the practice guidelines with more comprehensive and consistent approach with the current situation. This manual can be found on the Company’s website.



### Equal Treatment to Labor Force

The Company highly realizes that all employees are the valuable resources of the Company as a major factor to drive the Company business performance in achieving its goals. As a result, the Company’s policy is to treat employees with fairness in all respects for opportunities, remuneration, promotion, transfer, and welfare in the following respects;

1. Respect for the human rights in accordance with the fundamental human rights principles. For more details, please see more under the topic of **“Respect to Human Rights”**
2. Define **“Compensation and Benefits Policy”**, regarding to employee motivation, internal impartiality and compensation standards, and job value to the Company. The Company essentially determines corporate compensation, benefit and welfare policy being compatible to position accountability, knowledge, and competence with business operations and is kept up-to-date as compared to leading companies in the same industry

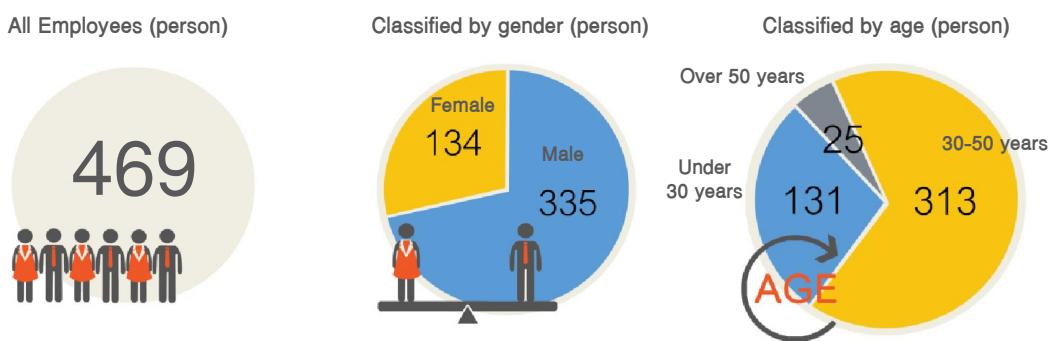
### Anti-Corruption

The Company has policy to treat partners equally and fairly with integrity, comply with the stakeholders’ contract and understand the anti-corruption internally and externally as determined in the Company’s “Code of Conduct” manual on “Anti-Corruption” for the directors, executives, and all employees to perform as a guideline. In addition, there are procedures to prevent such matters, as follows;

- Risk management - the Company has the internal audit unit to inspect the operations of all departments according to the risk issues, including the risks of corruption. If found that any departments has insufficient internal control or corruption, the inspection results will be reported to the Audit Committee and senior executives with the guidelines for prevention and internal control improvement
- Commitment to create consciousness and not being a cause of corruption.

Anti-Corruption	2018	Unit
The number of fraud offenses or ethics violations	0	case
The number of resigned directors due to the Company's corporate governance	0	case

## Our Employees



### Respect to Human Rights

The Company respects the important of human rights as the basic foundation of human resources development, which strongly related to value added to our business. In fact, we consider our human resources as one of the key factors in increasing business value and productivity. Therefore, the Company will, at all times, look to provide a good working environment and conditions for all its employees. This is in order to give a good quality of working life, and at the same time providing opportunities for our employees to demonstrate their abilities, together with training programs to further increase their skill levels. To achieve this, our Company focuses on the following practices;

1. To encourage and support employees to respect in human rights. And also regularly monitor our business to ensure no violation of any human rights.
2. To encourage employees to a monitor the operations comply with the Company human rights regulations.
3. To provide working environment with safety and suitable remuneration to all employees.
4. To develop employees by provide appropriated training programs and promotions in order to increase their skills and abilities.
5. To provide the appropriated benefit to all employees according to their potentials.
6. To provide correct petition procedures to any employee who considers that they were treated unfairly.
7. To provide the proper welfare of all employees, such as annual leave, overtime payment and basic nursing care, for example, as needed
8. To encourage employees to balance their working and personal life as well as apply sufficiency economic philosophies to enhance employees to 'give back' to society and to do good things in accordance with the dharma principles of Buddhism.

9. To disclose necessary information to our employees in order to provide a clear understanding of our business operation and situation.
10. To respect our employee's expression of opinions without any interference. The company also provides the communication channels for employees and stakeholders to receive opinion or suggest.

Legal Compliance	2018	Unit
The number of disputes from labor law violations	0	case
The amount of compensation or penalty from labor law violation	0	million THB
The number of complaints in human rights violations within the organization	0	case

### Human Resource Management and Development

#### 1. Human Resource management

Human Resources management is emphasis on various dimensions of procedure as follow;



- **Recruitment and Selection**

Proactive recruitment is what the Company pays high attention to and continues processing to recruit quality personnel. The Company has an internship program available for students annually as well as participates in job fairs with various institutions and organizations in order to create good reputation to the leading institutions and universities for new graduates' students. The Company operates business as a contract for IT system project, therefore the Company will hire contract employees to serve each projects. However, this is a good opportunity for the Company to evaluate those contract employees, including previous results, if found that there are high capable employees, they may be able to continue as regular employees.



**AIT Internship Program 2018.** The internship program is opened for students during the school break in order to create opportunities for students to involve in working as well as enhance skills, knowledges, and experiences in real operation with the Company, which will help the students to increase their potentials before entering the labor market in the future.

**Cooperative Education Program 2018.** This program provides opportunities for students who are interesting in 1-semester internship, to learn in-depth work and be part of the team like the Company's employees in real places and enable to practice thinking, planning, and solving problems on real situation under the recommendations and advices from the Company's employees.



- **Performance Management**

The Company ensured that the evaluation system policy in each business department strategy is equitable and appropriate through applying KPIs approach and corporate competencies methodologies aligning to business strategic planning at all levels.

- **Welfares and Benefits**

The Company has set the remuneration, benefit, and welfare scheme by evaluate all positions, responsibilities and performances at all levels of the Company. In addition, the Company essentially determines corporate remuneration, benefit and welfare policy as compatible with the business operation and economics situation including comparative analysis with business in the same industry. The Company ensures that our employees will receive an appropriated remuneration, benefit and welfare package which is competitive among other leading companies in the same industry. Employees receive many benefits, such as provident fund, life insurance, health insurance, and emergency loan, etc. as follow;



The Company provides provident fund to all employees after probation period. Employees who have worked more than 3 years will receive partial benefits from the Company while employees who have worked more than 7 years will receive the whole benefits.



The Company provides life insurance, accident insurance and disability insurance due to illness to all employees by separate levels of employees and managements.



Due to employee sickness, all employees can use health insurance from the Company which covered the treatment at the hospitals for 24 hours.



The Company provides the annual medical check-up for all employees to acknowledge their health and encourage good health. The Company will also provide doctors for consult after the result come out.



Due to the employee' fathers, mothers, spouses and children sickness, the Company also covered the medical expenses.

- **Human Resources Management and Development Information Systems**

The Company applies the developed technology to the Human Resources Information Systems in order to support both HRM & HRD functions as well as increasing speed of work, lower operation cost, and data accuracy and efficiency. Besides, the developed technology is also applied for HR management services, power and performance system analysis, training and development system, and welfare and benefit management services including the personnel recruitment and development, such as application online and knowledge systems, managing competency assessment systems and individual development plan (IDP) system. Furthermore, the Company fully utilizes all data to support in HRM & HRD Policy decision for sustainable organization achievement.

- **Employee Relation & Engagement Policy**

The Company encourages the relationship and engagement between all employees at all levels both managements and employees and also enhances them for work as a teamwork, build corporate value and culture by synergy working-styles. In 2018, the Company organized various activities, such as AIT Birthday Celebration, AIT Outing and AIT Football Club.



## 2. Human Resources Development

Career Path

Employee Training

The Company continuously develop the HRD policy of employees at all levels in order to achieve the business's needs as the Company always realized the important of human resources as valuable and key factors leading the Company to achieve the business' goal. Therefore, the Company aspires to develop employees in all careers at all levels by harmonizing all aspects of development tools for improving their skill, knowledge, and capability through corporate culture and code of conduct in accordance with AIT strategy and business direction.

- **Career Path**

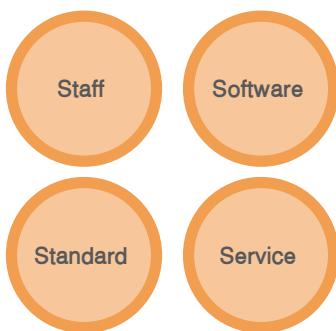
The Company sets up the career path policy for employees in all careers at all levels in order to continuously develop their knowledge and abilities. Particularly, Competency approach also applies to categorize for the employee requirements, such as Core Competency, Core Value, Managerial Competency, and Functional Competency for planning analysis and gaining individual competency development with diversified development tools for all employee levels. Thus, our employees are able to be developed to create higher potential to support sustainable growth of the Company.

Core Value

Core Competency

Managerial

Functional Competency



- **Employee Training**

The Company plans to diversify its resource developments into 4 dimensions or "4S", which are 1. Staff 2. Software 3. Standard and 4. Service. The most important part that the Company relies on is Staff. The Company believes that the directions of sustainable "Human Assets" management are the foundation to the utmost importance in achieving long term success in the same objectives. Therefore, the main objectives of the training are as follows:

1. Added skills, which are able to work with higher skills on both solving the problem and creativity including business expertise.
2. Create positive attitudes at work, this training is able to enhance the employees' knowledge and expertise and fulfill employees' needs and expectations including providing career path for the future in order to encourage employees for efficiency work for the Company.

At the present, the Company has plans to train the employees at all levels, including internal and external trainings as well as TraiNex training center, where employees are able to train to develop their skills and expertise in order to fully promote knowledge and understanding to work efficiently and effectively, with more professionalism.

Internal Training: To support and develop the potential of executives and employees to be able to work in response of the Company's goals and strategies with maximum efficiency and effectiveness. The Company has designed and developed courses for the internal training, which can be divided into 3 levels, as follows;



The Company emphasizes on Training and Development programs for management level in order to strengthen the leadership and management skills together with enhancing personnel expertise for efficiency to increase its management's efficiency as well as preparation for promotion in the future in accordance with career path progression. In addition, the Company also encourages all business departments to be highly competitive and be the leader of the current business both at the present and in the future, such as leadership skills building, etc.



The Company provides Training and Development programs for operational staffs by arranging functional competency programs according to each position, knowledge, and responsibility. The training programs have been designed for developing and enhancing functional knowledge related to operational responsibilities and increasing performance of employees, such as Project Management, Financial and Accounting Standard, Computer and Technology usage, Marketing and Sales skills, Presentation, etc.



The Company provides Training and Development programs for all employees as the Generic Competency Program to ensure that the employees are able to perform their work in accordance with the corporate culture in the most efficiency, such as Orientation for new employees, Effective communication, Corporate culture, English for business, etc.

**External Training:** Besides of the In-house Training, the Company also provides the training certified programs to all executives and employees to acquire knowledge and skill from external reputation institutions or organizations, both local and international in order to improve their knowledge and ability as well as building relationship between associated networks in the same business and occupation, such as organizes engineer training with Cisco in both domestic and international for up-to-date technology.

**TraiNex:** The official training center under the Company's supervision to enhance the capability to establish the comprehensive IT training center, from designing courses, training, examination center, rental training, and rental laboratory, which is officially appointed by Cisco, CompTIA, Palo Alto, CWNP with other partners that serve more than 300 IT training courses such as Microsoft, Oracle, Red Hat, VMware, ITIL, PMP, and Linux, as well as international certificate examination centers such as PearsonVUE, PSI, and Castle Worldwide. In the previous year, the Company held the following activities;

15 March 2018

TraiNex organized Open House TraiNex Training Center at 16th floor, TraiNex Training Center, Cyber World building, which was opened for public to get to know the training center. The event was received an honor from Mahanakorn University of Technology faculty to give lectures on the topics of Big Data Big Step to the Future and Blockchain Technology.



26-28 October 2018

TraiNex ran the booth at the Company's annual seminar organized for customers at AIT Smart Connect 2018, in order to introduce training services in various IT courses and publicize to customers, which gained a lot of customers' attentions.



In 2018, the Company' training expenses in both domestic and international totaling Baht 11.3 million. And the training of all employee totaling 11,418 hours per year, the average is 30.80 hours/person year.



#### Summary of Training of the Company's management and employees in 2018

Training	Frequency (times)	Number of Participants (person)
In-House Training		
Managements	4	10
Supervisor	7	81
Employees	6	78
Training	Frequency (times)	Number of Participants (person)
External Training		
Managements	31	1
Supervisor	67	1.5
Employees	93	2

### 3. Talent Management Procurement

Developing and maintaining a high-caliber human resources planning of the Company are as follows;

1. Collecting the data regarding to Function Competency in order to select and prioritize the competency of each employee. Besides, the data collection is a One-by-One interview, which divided its categories as follows;

- Job Competency
- Technical Competency
- Role Specific Competency
- Job Skills

2. Collecting the data and analysis Competency of each employee
3. Summarize all data and prioritize each employee's Competency to categorize their expertise or adequate skills as well as how to improve their expertise, skills, and training.
4. Collecting all information to develop the employee's performance under the Company's core competencies and core values.
5. Organizing the employee developing plan under the Company's core competencies and core values framework.



In 2018, the Company has organized AIT Creativity and Innovation Day, to encourage employees to show their potentials in presenting ideas of products or IT services. If there is an outstanding idea, the Company is ready to support such idea to be concrete and provide opportunity to grow with the Company, which has received good attentions from employees and delivered interesting ideas.

**Employees Information Table**

	Unit	2016	2017	2018
<b>Employees Information</b>				
Total Employees	person	312 <sup>1</sup>	332 <sup>1</sup>	469
Classified by gender				
• Male	person	n/a	n/a	335
• Female	person	n/a	n/a	134
Classified by age				
• Over 50 years	person	n/a	n/a	25
• 30 - 50 years	person	n/a	n/a	313
• Under 30 years	person	n/a	n/a	131
The proportion of permanent employees to total employees	percentage	n/a	n/a	73
Newly recruited employees	person	n/a	n/a	76
The proportion of new employees to total employees	percentage	n/a	n/a	16.2
Number of voluntarily resigned employees	person	n/a	n/a	56
The proportion of voluntarily resigned employees to total employees	percentage	8.0	8.2	11.9
<b>Personnel Development</b>				
Number of training hours	hours	17,100	18,940	11,418
Training expenditure	million Baht	9.5	13.2	11.3

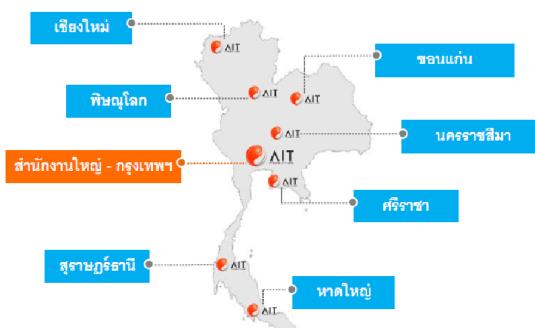
**Remark:** <sup>1</sup> The number only include permanent employees, not contract employees

n/a = Data that has not been recorded.

## Our Customers

The Company strongly believes in building confidence and bringing satisfaction to all customers which continued support to the Company. Thus, the Company established the policies to Customers as follows;

1. Strive to provide products and services that are up-to-date in order to satisfy customers' needs
2. Provide high-quality products and services to customers at reasonable prices
3. Provide accurate information without any exaggeration that may cause to misunderstanding on product's quality and quantity, or special conditions for each product and service.
4. Facilitate procedures that allow customers to inform any problems on the products or improper services as any complaints are valuable for the Company in order to protect and solve immediately remedies and for further improvements of products and services.
5. Provide after sale services to our customers in convenience and effective.
6. Secure all customer's confidential as a priority and refuse to use it for personal benefits.
7. Support all activities that strengthen a long-lasting relationship between the Company and its customers.



For more information, please see "Corporate Governance" in Section 3 "Roles of Stakeholders". At the present, the Company has opened customer service center for the customers for consulting and recommendation with speed and efficiency. In addition to the head office in Bangkok, the Company has service centers in 7 provinces in order to provide services throughout the country, at Chonburi, Khon Kaen, Chiang Mai, Surat Thani, Phitsanulok, Songkhla, and Nakorn Rachasima

In 2018, the Company has organized activities to educate and update new technology in order for the customers to set the business direction and be consistent with changes in digital world, including company visit activities for customers to understand the Company's operation as well as to build good relationship between the Company and customers. In the previous year, the Company has organized these following activities;

AIT Smart Connect 2018, the annual seminar has held in the consecutive years to appreciate customers that has always supported and trusted. In addition, there was cooperation from partners to share knowledge and update new technology. This event was held on 26-28 October 2018 at Veranda Resort Pattaya, where the Company received good feedback from the customers.





Genesis Open house, an activity to visit Genesis Data Center Co., Ltd<sup>1</sup>. that has invited the customers to visit the data center, which is the most comprehensive and modern. In Genesis Data Center, the customers will find the design of the data center is flexible and has effective management to support the all needs from organizations. In addition, the quality team staffs are ready to service the customers, in case of an emergency, they are able to work as if they are in the office building, to ensure that Genesis has the efficient data center with an affordable price. This event was held on Friday 27 April 2018 at Genesis Data Center.



In addition, the Company has conducted a customer satisfaction survey to collect information and issues to analyse and develop various services in order to meet the needs of customers and create maximize benefits. In 2018, the Company received overall satisfaction at 83 percent.

Total satisfaction

Speed in services

Quality of services and Improvement

83%

81%

84%

<sup>1</sup> Genesis Data Center Co., Ltd. is a joint venture of Advance Information Technology PCL.

## Our Community and Society

The Company is aware of its responsibility to community and the society in order to support on the development of the quality of life, prosperity of the community and Thai society. For the past period, the Company has undertaken activities regarding to the scope and practical guideline as follows;

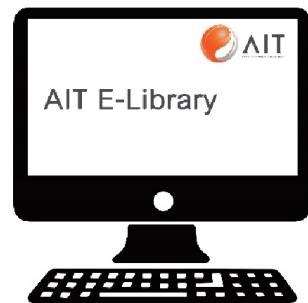
1. Strengthen good relationship with the organizations, both public and private sectors as well as the community leaders in various levels so that the works for community development can be harmoniously coordinated on sustainable and concrete basis.

2. To provide the equipment and materials including funds to oversee the livelihood condition and safety of the communities, for instance, donation of computers, solar cells, clothes, and food to the poor students,

The Company foresees that to be success in business to achieve the goals is not depend only on the Company but also the stakeholders, therefore the Company pays attention on education in Thai society, as a tool to drive a quality of life, believing that the education can develop and enhance the society. In 2018, the Company has organized an activity to transfer knowledge on Information Technology as well as promote the access to Technology in remote areas. The activities or programs are as follows;

### AIT E-Library for Schools in Remote Areas

The operation started since 2015, to promote knowledge in e-library form in provincial schools that are small and lack of personnel, collaborating with the Office of the Basic Education Commission (OBEC) to support and develop educational software/hardware systems. In 2018, the operation of AIT E-Library was continuously occurred and has delivered e-library with educational and sport equipment to small schools in the grades 1-6, who were underprivileged and poor in a total of 3 schools, named Baan Pa Tueng School, Wieng Pa Pao district, Chiangrai province, Baan Pa Rai and Baan Phala School, Mae La Mard district, Tak province.



**AIT E-Library** The Company has developed an e-book system thai includes exercises and test for the small primary schools in grades 1-6



In addition, the Company paid attention on university students, by improving the quality of education, as being part of the development in the quality of the Information Technology to Thai teenagers. The Tertiary education is important to produce potential personnel to support the future changes and business growth. The Company has previously signed the MOU with 2 institutes, King Mongkut's Institute of Technology Ladkrabang and Mahanakorn University of Technology, to educate and introduce career in various fields, also the Company has organized activities to share experiences to students in various university. On 4 February 2018, King Mongkut's University of Technology Thonburi awarded an honorary plaque to Ms. Netnapit Oontornpan, Senior Executive Vice President, Corporate Affairs, who was appointed as a representative of the Company to receive the plaque, as the Company continued to supporting the university educationally.



The Company was not only promote knowledge to Thai children and youths, the Company held a "Next Gen-Digital Innovation" seminar, which was collaborated with SK Telecom, the largest network provider in South Korea, aimed to educate Thai entrepreneurs where there were digital innovation and IoT that will play an important role in the digital business. These technologies will support the organization to work efficiently with cost saving and less complicated. In addition, the Company was honored by the government agencies (CAT and DEPA) and Cisco Systems (Thailand) Limited to share knowledge to participants in order to understand the Smart City concept that the government sector is currently driving. This event held on 30 January 2018 at Ballroom, Sheraton Grande Sukhumvit Hotel, which has received a lot of attention from Thai entrepreneurs.



## Our Environment

The Company recognizes the duties and responsibilities to environment, which established the policies as follow;

1. Operate the business by consider of the conservation and security standard of environment
2. Responsible for utilize natural resources in term of raw materials, investments, human resources, and energies in prudent manners.

In 2018, the Company has undertaken activities regarding the environment as follows;



**Build up the awareness among the employees to maximize our resources at the optimal level**

The Company stimulates the employees consciousness to realize the important of the environment and utilizing resources efficiency through an annual utility-saving and recycle paper usage campaign.



**Provide a good environment and sanitation in the workplace**

The Company recognizes the importance of securing live and property of all employees during the operation. The Company also organizes a training and a rehearsal responding to the disasters such as fire on an annual basis. Besides, the Company has set the key person to take a responsibility of any emergency if occurred to hand in an immediate help. In this year, there was no statistic record of an accident or fire in the workplace.



The annual training and fire safety evacuation 2018,

for the protection and prevention in the workplace, held on 11 December 2018

Safety and Occupational Health	2018	Unit
Number of death employees	1	person
Number of employees with accident during operation	0	person
Number of employees with work-related illness	0	person



**4 February 2018**, King Mongkut's University of Technology Thonburi awarded an honorary plaque to **Ms. Netnapit Oontornpan, Senior Executive Vice President**, Corporate Affairs, who was appointed as a representative of the Company to receive the plaque, as the Company continued to support the university educationally



**6 August 2018**, The AIT executives and employees delivered an **"Electronic Library for Education together with school supplies and sports equipment"** to Baan Pa Rai and Baan Phala School, Mae La Mard district, Tak province.



**22 November 2018**, The AIT executives and employees delivered an **"Electronic Library for Education together with school supplies and sports equipment"** to Baan Pa Tueng School, Wieng Pa Pao district, Chiangrai province.



**YOUR SUCCESS  
IS OUR SUCCESS**



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