



บริษัท แอร์ดิวานช์อินฟอร์เมชั่นเทคโนโลยี จำกัด (มหาชน)
ADVANCED INFORMATION TECHNOLOGY PUBLIC COMPANY LIMITED



แบบแสดงรายการข้อมูลประจำปี / รายงานประจำปี 2565
56-1 Form One Report 2022

Vision

“

AIT is the Country's Leading Professional ICT
Solution provider with stable Growth

”

Mission

“Lifelong Trusted Partner”

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 Shareholders

Is to build confidences and maximize return to shareholders.

To Society and Community

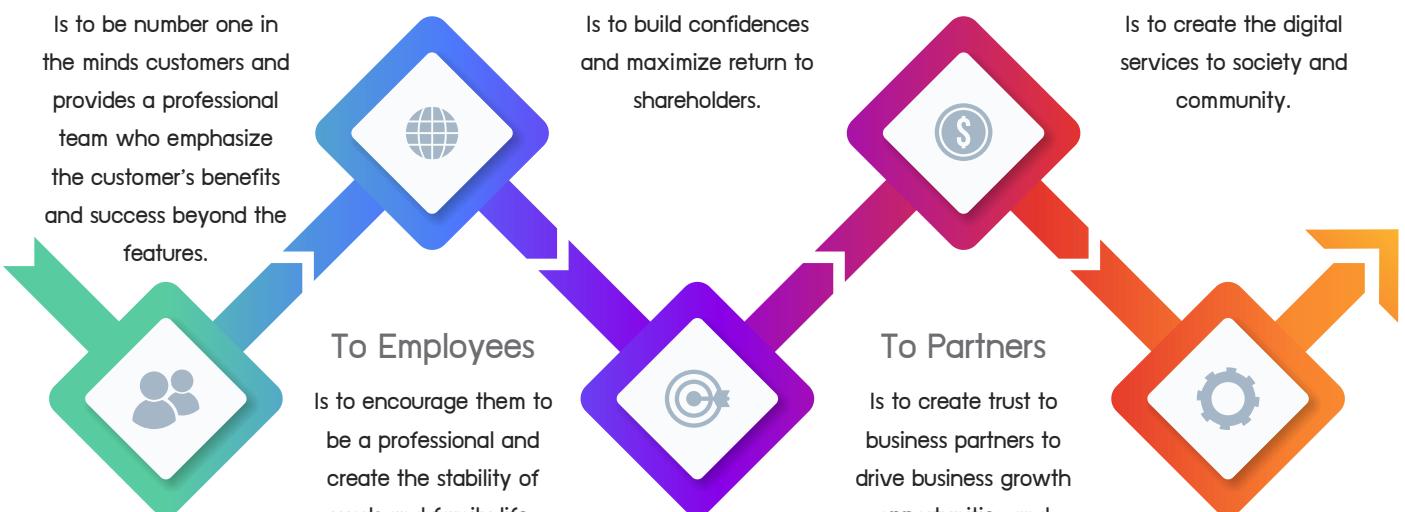
Is to create the digital services to society and community.

To Employees

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

To Partners

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



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Financial Highlights

Total Revenue



Net Profit



Return on Equity



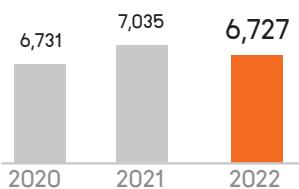
Return on Asset



Financial Highlights

Total Revenue

(THB mil)

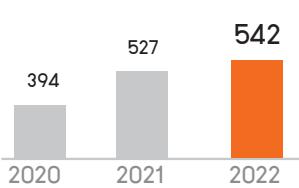


: Financial statements in which equity method is applied 2022-2021

: Consolidated financial statements 2020

Net Profit

(THB mil)



Total Liabilities

(THB mil)

	2022	2021	2020
6,341.16	5,752.11	6,429.18	

Total Shareholder's Equity

(THB mil)

	2022	2021	2020
2,603.46	2,690.87	3,503.96	

Total Revenues

(THB mil)

	2022	2021	2020
3,737.71	3,061.24	2,925.22	

Return on Equity

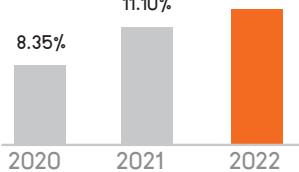


Financial Ratio

: Financial statements in which equity method is applied 2022-2021

: Consolidated financial statements 2020

Return on Asset



Liquidity Ratio

(Times)

	2022	2021	2020
2.38	2.11	1.84	

Gross Profit Margin

(%)

	2022	2021	2020
19.52%	18.25%	17.35%	

Net Profit Margin

(%)

	2022	2021	2020
8.05%	7.49%	5.86%	

Debt to Equity Ratio

(Time)

	2022	2021	2020
0.70	0.88	1.20	

Dividend Yield

(%)

	2022	2021	2020
5.01%	3.77%	10.67%	



Message from the Chairman of the Board of Directors and the Chairman of the Executive Board Committee

Dear Shareholders,

Advanced Information Technology Public Company Limited celebrated its 30th anniversary in 2022, demonstrating the Company's business stability. However, it was considered another challenging year as the Company was still facing a volatile global economic crisis, with energy crises, inflation and supply chain bottlenecks plagued by the seemingly endless conflict between Russia and Ukraine. In addition, the situation of the COVID-19 pandemic has not completely improved. Although more easing measures have been announced in the second quarter of the year, working people are accustomed to online shopping and work from home.

Under such conditions, the Company was able to generate income of about 6,727 million baht, close to the target set at the beginning of the year at 6,800 million baht and still maintain its income stability for 4 consecutive years. This is the result of cooperation of executives and employees at all levels in the goal setting and collaborative management within the organization. The Company still focuses on 3 main approaches which are 1) expansion of the customer base focusing on sales that create value for the customers such as consultancy selling rather than focusing on selling products in the form of trading; 2) maximization of technology adoption to enhance management and operational efficiency; and 3) optimization of cost management and minimization of errors to increase the profits. As a result, in 2022, the Company was able to achieve a net profit margin of 8.05%, which was considered a satisfactory rate and higher than the target of 7.00% and also higher compared to that of 2021, which was 7.49%.

In 2023, the Company is of an opinion that there are business opportunities in the field of information technology and communication systems. This is because organizations still have high demands on information technology infrastructure. In addition, organizations that are already equipped a technology and communication infrastructure are increasingly demanding to make the most of the vast number of databases available by using such information in the analysis and evaluation to help determine the direction of the business, including in management and marketing, known as Big Data Analytics. Moreover, the demand for IOT (Internet of Things) and AI (Artificial Intelligence) systems are expected to increase. Other systems that are no less important are cyber security and maintenance service, which are revenue-generating markets with continuous growth rates every year for the Company. Therefore, 2023 is expected to be another good year. In addition, the Company also sees new opportunities in the carbon credit business due to the climate change crisis with increasing amounts of greenhouse gases, mostly from industrial carbon dioxide emissions. The Company therefore has a policy for economic teak plantation as well as carbon credit trading, which another source of continuous income for the Company.

Finally, on behalf of the Board of Directors of Advanced Information Technology Public Company Limited, we would like to express our gratitude to all shareholders, customers, business partners, suppliers, financial institutions, executives and employees, including all interested parties for their support and trust in the Company. This contributed to the Company's good performance over the past years. The Company is committed to progressing the business with your support in the future from now on in a sustainable manner.

Mr. Thana Chaiprasit
Chairman of the Board of Directors

Mr. Siripong Oontornpan
Chairman of the Executive Board Committee
& the President

Part 1

Business Operations and Performance



Business Operations and Performance

1. Structure and Business Operations of the Company

1.1 Business's Policies and Overview

History of major changes and Developments

2022

- The Company changed the par value of shares from 5 baht to 1 baht to increase liquidity for investors, effective on January 4, 2022.
- On January 14, 2022, the Company sold all shares held by in Genesis Data Center Company Limited (a joint venture between the Company, WHA Infonite Holding Company Limited and Interlink Telecom Public Company Limited) to invest in the data center business) to a company in France with a profit of approximately 67 million baht.
- The Company made its first exercise of warrants to purchase ordinary shares of the Company (AIT-W2) on September 30, 2022, with an exercise price of 2.00 baht/share. A total of 299,520,866 units was on the exercised warrants in AIT-W2 and there are 216,266,810 units remaining on unexercised warrants. Therefore, the Company's ordinary shares increased by 299,520,866 shares. As a results, the number of ordinary shares of the Company as of December 31, 2022 is 1,331,125,351 shares with a paid-up capital of 1,331,125,351 baht. However, the Company can made more 3 exercises of warrants for AIT-W2 on March 31, 2023, September 30, 2023 and January 12, 2024.
- The Company organized the "AIT 30 Years Journey of Trust" event on October 26, 2022 to celebrate its 30th anniversary of business success and thank customers, partners and business partners who have joined the journey based on confidence and trust contributing to the business growth of AIT up until now. On December 19, 2022, the Company also built "Phra Pok Rom Yen", the buddha image of Phra Ratchapawanawachirakhun (Luang Pu Chue) on a special occasion of the 30th anniversary for the auspiciousness to the executives and employees enshrined in Chaiyaphum Province
- The Board of Directors Meeting No. 5/2022 passed a resolution to invest in Carbon Credit trading business and economic teak plantation in an amount of 176.8 million baht. The Company will invest from the beginning of the plantation process, so it is considered a long-term investment for sustainable benefit. The Company expects to start generating returns from selling teak or selling carbon credits in the period of 5-7 years onwards. However, investing in such businesses reflects the importance of environmentally friendly business operations. Although the Company's main business operations do not have a direct impact on the environment, this investment is another beginning of participation, whether directly or indirectly, and reflects the commitment towards sustainability.

2021

- The Company has become an "HPE Gold Partner" of Hewlett Packard Enterprise (Thailand) Co., Ltd.
- The Company has stepped up to be a "HUAWEI Gold Partner" of Huawei Technologies (Thailand) Co., Ltd
- The Company has developed its Internet of Thing products to enhance the service to customers. Formerly known as "Talegur", "iotonix" is a comprehensive platform for exchanging IoT data online to be launched the website <https://iotonix.ait.co.th/th/>



- The Company has invested in Blue Green Solution Co., Ltd., which operates the business of System Storage. This investment is expected to increase the Company's services to be comprehensive and strengthen its business

- The Extraordinary General Meeting of Shareholders No. 1/2564 resolved that the Company change the par value of the Company's shares from 5 baht per share to 1 baht per share and to approve the issuance of warrants to purchase the Company's ordinary shares No.2 (AIT-W2) not exceeding 515,802,242 units for right offerings in the proportion of 2 existing ordinary shares per 1 unit of AIT-W2 warrant, including the approval of the increase of the Company's registered capital in the amount of 515,802,242 baht by issuing 515,802,242 new ordinary shares to support the exercise of AIT-W2 warrants on December 21, 2021.

2020

- The Company has closed its subsidiary, "SP Recourses and Commercials Pte. Ltd.", incorporated in Singapore with the objective of distributing spare parts and hardware equipment and conducting other business. However, the said subsidiary did not operate any commercial activities and the closure of the said subsidiary did not materially affect the Company's operations.

- The Company has brought technology from MEGVII, the world's leading AI technology manufacturer, to provide an intelligent temperature monitoring system called "MEGVII AI Fever Screening System by AIT", which is capable of screening people before entering buildings or places quickly, making an alert for those who exceed the set temperature, recognizing the faces of those who pass through the screening point without removing their mask, replacing the use of employees to measure the temperature in order to reduce the risk of employees of being in a crowd. However, the Company has also provided support for equipment and installation of an intelligent temperature detection system to 3 agencies to use for screening people entering their buildings, namely the Royal Thai Air Force, Chulalongkorn Hospital, the Thai Red Cross Society, and the Queen's National Institute of Child Health.

- The Company has collaborated with Forms Simtron (Thailand) Co., Ltd., Cisco Systems (Thailand) Co., Ltd., and Institute of Field Robotics (FIBO) King Mongkut's University of Technology Thonburi (KMUTT) to develop robotic system kits on the control platform to help doctors care for patients infected with COVID-19 under the name of the Mod Borirak project, "FIBO AGAINST COVID-19: FACO", which the Company has funded the creation of the platform by supporting both in terms of budget and equipment. The project has delivered robot kits to 9 hospitals to help their medical personnel.

2023 Business Direction and Strategies

The Company has continued to adhere to the guidelines of business operations, focusing on 3 significant areas including Customer, Efficiency, and Profitability, under 1-5 year strategy plan as following details:

Short-term Strategies (1-3 Years)

- To expand sales area and increase customer base, emphasizing in-depth sales, changing sales method from Conventional Selling to Consultancy Selling.
- To apply additional technology for fully automation of management in terms of Efficiency, Flexibility and Cost Effectiveness.
- To enhance employee's potential and capabilities to ensure that they shall perform their duties with professionalism.
- To seek a balance between productivity and staff care, taking into account the creation of working flexibility.

Long-term Strategies (3-5 Years)

- To build strategic partners for total solutions by means of joint investment or acquisition.
- To open the opportunity of investment in NON-IT business which provides short-term, mid-term and long-term returns.

Organization Chart



1.2 Business Overview

Revenue structure

	2022		2021		2020	
	THB mil.	%	THB mil.	%	THB mil.	%
Sales and service income	6,293.30	93.55	6,765.97	96.18	6,529.65	97.00
Rental income from equipment for lease	259.37	3.86	179.38	2.55	131.23	1.95
Other income	173.93	2.59	89.39	1.27	70.08	1.04
Total	6,726.60		7,034.74		6,730.96	

Products or Services

The Company operates the business of providing integrated information technology and telecommunication services or System Integrator (“SI”) and is the main business that generates more than 70 percent of the revenue by designing computer systems and computer communication systems to be able to work together effectively and efficiently in order to meet the work needs of customers with a service system consisting of computer hardware, software system application software, and computer network equipment. The Company has a **turnkey** sales approach, starting from understanding the needs of customers, consulting project planning, system design, installation, operation maintenance, as well as training to create an understanding of its use as shown in Diagram 1.1. The rest is a new business group focusing on basic engineering that extends the business on the existing customer base, such as building a power substation; in basic engineering on ICT lines such as wiring, conduits; and engineering of artificial intelligence, Big Data, and Business Intelligence (BI), such as CCTV systems, facial recognition, detection identity, and analytical reporting of business data.

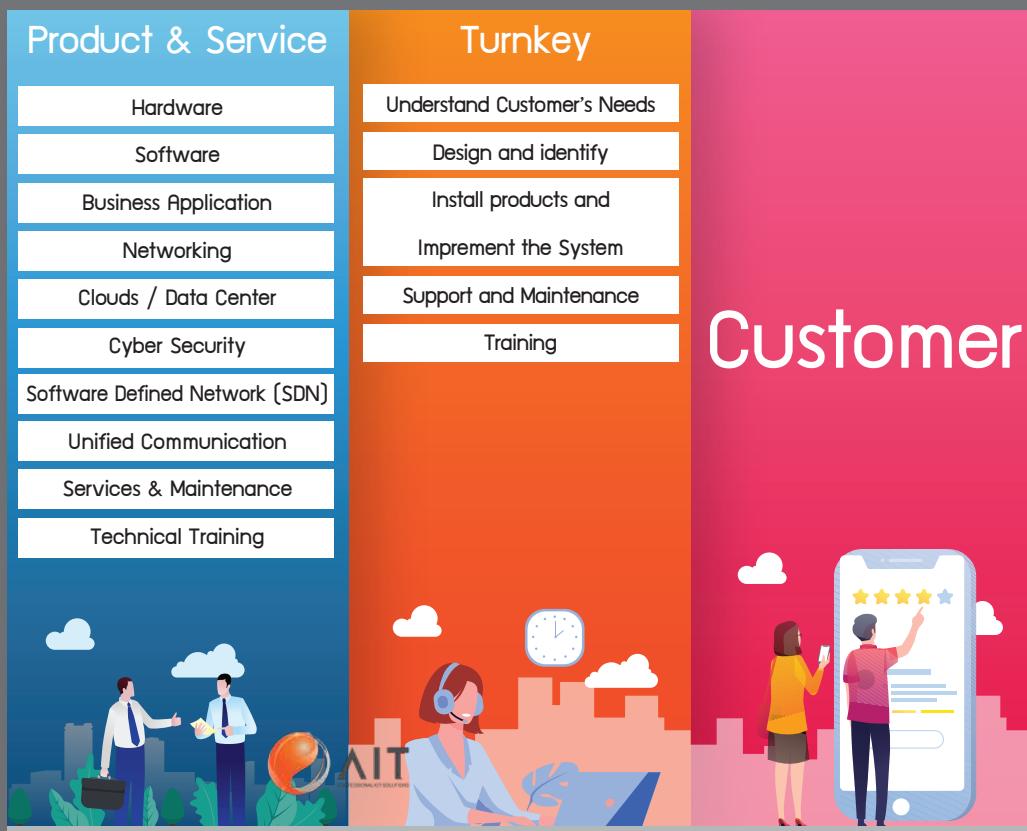


Diagram 1.1 The Business Operations of the System Integrator

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

1. Product Sales and Services of information technology and telecommunications and communication networks

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.



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 Security
- Managed Network Infrastructure
- 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.

Today's customer demand for managed services has grown from being a forced purchase and not adding value to the business. However, the Company is working in a different way, by ensuring its customers' awareness of the benefits of having the right network as needed, which in turn can avoid downtime, which may affect the performance of the business.

4. TraiNex Training Center

TraiNex Training Center is an Information Technology Training, IT Certificate and Soft Skill Center of the Company. The Company has established this center to provide training services to the Company's project clients and personnel of different departments of general companies.



The services offered by our training center range from standard training courses, official courses for various products available in the market. At present, training courses are designed to be in accordance and meet the needs of the learners. In addition, we offer a test center that provides services related to international standard IT Certificate examinations, training room rentals, and lab rentals, which provides opportunities for businesses and individuals in the information technology industry to learn and acquire additional skills through with 3E's knowledge transfer philosophy as follows:

Expert	Training by the certified instructors with knowledge and skills using standard textbooks.
Experience	Knowledge transfer from instructors who have a long work experience.
Experiment	Modern and complete LAB equipment are available.

TRAINEX has developed new training services to provide learners the first-class learning experiences as learning and training center in information technology that meets the international standards. In addition, Mobile Test Center Service is opened as offsite examination center for convenience of those who want to do the test without disrupting their work. More importantly, the knowledge provided is derived from real experience of instructors with over 10 years of work experience.



TRAINEX TRAINEX has been appointed as Cisco Authorized Learning Partner and all instructors are qualified and certified as Cisco Certified Systems Instructor (CCSI) and Cisco Certified Internetwork Expert (CCIE), In addition, it has officially been appointed by CompTIA, Palo Alto, CWNP, in partnership with other partners, offering over 300 IT training courses, including Microsoft, Oracle, Red Hat, VMware, ITILL, PMP, Linux. Our test center has also been approved by the Authorized Test Center: PEARSON VUE, PSI (AWS, ISACA) and Scantron or Castle Worldwide as a test center with the ability to provide inspection and certification services, including advice to enhance efficiency and build on success for learners and organizations in the business sector. These ensure that TRAINEX can deliver excellent training courses in the information technology industry at all levels and is an international standardized testing center. In 2022, in addition to providing training services and an IT Certificate Examination Center at the TRAINEX Training Center, TRAINEX has organized many off-site activities such as participating in the development of GOVERNMENT DATA CENTER AND CLOUD SERVICE by providing computer network training courses for government agencies along with officials from various government agencies in order to increase their knowledge of basic computer networking. In addition, the Certified CCNA examination was held to certify the competence of trained staff according to Cisco standards after completion of training, etc.

At the present, TraiNex Training Center is located at CW Tower B, 16th floor, Ratchadapisek Road, Bangkok, 10310 and has 1 sub-branch in Khon Kean province which its is located at 35/1 moo 23, Srichan Road, Tambon Ban Pet, Amphoe Mueang, Khon Kaen 40000. For more information, please refer to <http://www.trainex.co.th>



Technology / System Services

The Company divides its technology businesses into the following divisions.

1. IT Infrastructure and business cloud At present, the Company is considered one of the top experts in Thailand in designing and installing important infrastructure systems at the national level, especially the infrastructure based on the architecture called Software Defined. With market share number one in Software Defined Data, which the Company has successfully installed and has the largest market share in Software Defined Data Center, Software Defined Infrastructure and Software Defined WAN.

2. IT Innovation, AI and Big Data The Company invested in the development of IOT (Internet of Things) platform. This year, the process is completed and ready for marketing and offering products and services to customers. Over the past 2 – 3 years, the Company has won many auctions related to Big Data and this year the Company starts to expand its business based on AI/Data Analytics and Face Recognition to support the market growth in more digitized areas. The Digital Transformation department was set up to be responsible for this part.

3. Infrastructure and Engineering To further expand the business, the Company has remained steadfast in its commitment to continuously generate sales from engineering business, whether from installation of underground transmission lines or construction of substations.

The Company realizes that Information and Communication Technology (ICT) is an important infrastructure for connecting devices such as computers, servers, both wired/wireless networks, and data centers, and as a long-standing provider of ICT and System Integrator. The Company has already installed Core ICT in various agencies, such as the infrastructure of the Central Government Cloud Development Project and the IT infrastructure of the new parliament. The examples of the work systems of which the Company has previously carried out installation and maintenance include:

Wireless Solutions:

1

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.

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

Unified Communications and Collaboration:

2

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.

Cyber Security:

3

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.

Data Centers/Cloud:

4

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 utilize 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

Software Defined Network – SDN:

5

For a network that fails to meet the needs of an organization, in addition to causing annoyance to users, the efficiency of the work of that organization is also reduced. The Company, therefore, presents the SDN network system and management guidelines to increase the efficiency of the network. This results in considerable savings in IT investment for customers.

Business Applications:

6

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 such as; Transportation Systems, E-Government Support Systems, Enterprise Application Integration and Military Applications.

Marketing and Competitive

Marketing and Strategy

The Company focuses on doing business by paying attention to in-depth details, taking care of customers and considering customers as long-term partners. This is in order to build credibility and expand business with both existing and new customers without focusing on competitive pricing and reducing service quality. We believe that a good long-term relationship with customers and partners will continually contribute to trust and new business to the Company. The competitive strategies of the Company are as follows:



Product & Service

- Maintain only the highest quality of products and services.
- Clearly understand the project's requirements and seek best fitting, innovative technologies and products.
- Provide first-class after sales services with nationwide coverage through our readily established 7 service



Customer

- Early engagement of the customer and offer advice on system design and planning.
- Satisfy the customer's requirements and create maximum satisfaction.
- Maintain great relationships with our customers.



Supplier

- Maintain great relationships with our partners.
- Be sincere and honest relationships with our partners.



Human resources

- Continuously develop our human resources for the present and the future.
- Increase flexibility and speed in solving problems

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

Industry and Competition

In 2023 and over the next 2-3 years, AIT looks at the big picture as organizations looking to real-time computing technologies to increase the speed of applying data to various business strategies, resulting in massive amounts of data being generated and being in line with consumer behavior in the digital era. It is expected to have good growth prospects and estimated that the overall market will grow by more than 9-10 percent per year as many businesses accelerate their organizational restructuring focusing on driving more value-added with digital technology. Especially in the digital service business, it is expected to expand at the rate of 11-12 percent per year, mainly supported by 1) the development of 5G technology networks under the government's strategic plan that will connect the signal to cover all areas by 2022 and 2) lifestyle and work patterns that tend to continue to rely on services through digital platforms in various forms, especially online shopping and news.

Competitive Analysis

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

1. Computer Systems Group

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

2. Information Technology Infrastructure System Group

 MFEC Plc.	 Forth Corporation Plc.
 IBM (Thailand) Co., Ltd.	 Datapro Computer Systems Co., Ltd.
 Sky ICT Plc.	 Metro Systems Corporation Plc.
 NTT Solutions (Thailand) Ltd.	 NetONE Network Solution Co., Ltd.
 Tangerine Co., Ltd.	 Turnkey Communication Services Co., Ltd.
 Yip In Tsoi Co.,Ltd.	

3. Communication Systems Group

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

The Company recognizes the importance of this relationship and plans to closely monitor the technology and the transition in the areas affecting the customers and within the organization, both in short-term and long-term. Moreover, the Company has the Digital Transformation Committee responsible for monitoring and providing support to keep up with constantly changing technology, with 2 objectives as follows:

1. To transform the organization into a digital organization in order to enhance the efficiency and effectiveness of the organization's operations, with a new re-process engineering policy to make the organization efficient with more flexible and faster services. The Company plans to adopt mobile applications and technology in the management, and also has a policy to establish a Business Intelligence Dash Board to provide the management the visibility of information in business aspects and accurate forecast of changes, with the push towards a full digital organization, both in abstract and concrete ways.

2. To determine the marketing direction in accordance with the technological transition and behavior in response to the purchase and usage needs of the customer. Due to the emergence of new technologies that will replace the old technology, the Company has to create new markets based on existing strengths by establishing a Digital Transformation Department to provide consulting services to customers who have needs in various fields such as Data Center, Cloud, Big Data/Analytics, IoT and Software Defined Network (SDN) with an emphasis on technology infrastructure that the company has expertise. At the same time, the Company also provides services including Cyber Security to these new technology groups. It can be seen that this Cyber Security technology is still the basis for which the Company attaches great importance of covering all new technologies, ensuring the safety of use and services. According to the marketing plans, the Company is trying to find partners to expand the existing customer base. As the abovementioned, the revenue from a new technology business in digital information accounts for 10% of total revenue and the Company also foresee a growing trend.

The presentation and development of a new business model for customers are also the company's focus. From the Business to Business (B2B) model, the Company has expanded more business channels in the form of Business to Business to Consumer - B2B2C through its financial strength and increased marketing channels in various forms, which included a joint-venture of new businesses and selecting ecosystem partners who have a technological strength and capability to participate in the development of a business model. This is in order to maximize the benefits of the customers, increase performance and reduce expenses at the same time. Not only provide a stable long-term income benefit, joint-ventures and ecosystems partners also increase the competitiveness of the Company which has a positive effect by shortening the marketing lead time, thus the Company does not lose business opportunities that are rapidly changing in the current technology transition.

Distribution channels

The Company receives work mainly through direct contact and negotiation with customers, which are government agencies and state enterprises. In 2022, they were accounted for approximately 71% of total sales, resulting from strategies for building good relationships with customers and the variety of products and services offered, as well as the quality of service provided. As a result, most of the Company's revenue still comes from the existing customer base due to the trust and acceptance of the good work from the customers. The Company has established and divided the sales team into 5 groups according to the characteristics of the target customer group by taking care of and providing various services to customers, as well as to increase its ability to provide services to meet customer needs.

Procurement of Products and Service

Product information

The products used in the information and communication system are as follows:

1. Computer devices such as monitors, pc/laptops, printers, and server/storage.
2. Network equipment such as routers, LAN switching, network controller, WiFi AccessPoint and network security.
3. Application software such as mapping program, and billing program.

The Company is a distributor of information technology products such as Cisco Systems Co., Ltd. Hewlett Packard Co., Ltd. (Hewlett Packard), Oracle Corporation Co., Ltd. (Oracle), Veritas Technology. (VERITAS) and VMware; Infrastructure and cloud business: F5 Networks (F5); and Security: Palo Alto, Fortinet, Symantec, and Trend Micro. As a result, the Company receives trade discounts from purchases of goods and for the flexibility of operations and projects.

Procurement of products and services

As more than 80 percent of sales and services are goods, proper cost management gives the Company an advantage in bidding for the project. At present, the Company has the nature of purchasing products by means of:

1. To directly contact with manufacturers, most of which are business partner companies and have commercial contracts, usually with a contract term of approximately 1 year, such as Cisco Systems Co., Ltd. (Cisco Systems), The Company has to renew the contract with the major manufacturer every 1 year due to the manufacturers' policy. However, the chances of not renewing the contract are very small as manufacturers are not likely to renew contracts with companies failing to fulfill their agreements, while the Company has complied with various agreements strictly. In addition, the two companies have a good relationship. The Company has had a relationship with commercial costs for more than 20 years and is always considered a good partner company and business partner.
2. To directly contact the manufacturers through dealers in Thailand or order products from general dealers (in the event that the Company does not contact the manufacturer directly). Due to the increase in the number and value of the projects and some large and high-value projects, the Company has a necessity to hire sub-contractors to join its operation.
3. The Company orders products for services, such as ordering for installation, training, seminars, etc.

The Company does not establish a policy to place an order in advance as the different projects that the Company operates have different characteristics and product specifications. If divided by imports and domestic purchases, the details are as follows.

1. Import

The Company purchases products directly from manufacturers or distributors such as Cisco Systems, whose production facilities are located in foreign countries. Purchases of the product from the manufacturer or distributor are done only upon receipt of the purchase order document from the customer, which reduces the cost of keeping inventory. As Cisco Systems is a long-term partner with the Company, it makes communication and delivery easier, which reduces the operating time of the Company with an average delivery time of about 30 - 45 days from the date of opening the purchase order.

2. Domestic purchase

The Company orders products from either foreign manufacturers or distributors that bring products to sell in Thailand and other independent importers. The Company orders products within the country in case the project is urgent, as well as to diversify the risk of oligopoly.

Problems with the implementation of the project

As sometimes the company encounters problems related to the inability to deliver the project within the specified timeframe. This is caused by:

1. Delayed delivery: This is caused by the factory shutdown during the festival or due to natural disasters, which affect the system installation and delivery plans. However, the Company follows up and coordinates with the manufacturer to plan the operation in advance in order to reduce the risk of delayed delivery.

2. Obsolete manufactured products: This is because, in participating in each auction, the Company must present details of the products used in the project for consideration. If the customer's consideration is greatly delayed or the project implementation period is postponed, the manufacturer may cancel or stop the production of some products and cause the Company to negotiate with the customer to request for a replacement with equal qualifications, which sometimes may affect the cost of service.‡

Environmental impact

- None -

Assets used in business operations

1. Company property

Land and buildings: the location of the Company's head office

Location:	37/2 Suthisarnvinijchai Road Samsennok Sub-district, Huaykwang District, Bangkok 10310
Property type:	Area of 3 ngan 80 square wa consists of a 4-storey commercial building consisting of Head office of 1,800 square meters and temporary warehouse of 138 square meters

2. Leased Property

Land and buildings for branches where the lessor is not related to the Company

2.1 Land and Buildings: Location of Sriracha Service Center

Location:	9/76 Tessaban Phatthana Road, Mueang Subdistrict, Mueang Chon Buri District, Chonburi Province
Property type:	3-storey commercial building
Lease term:	4-year lease agreement (1 July 2022 – 30 June 2026)
Rate:	13,500 baht per month

2.2 Land and Buildings: Location of the Khon Kaen Service Center

Location:	35/1 Moo 23, Srichan Rd., Ban Ped Subdistrict, Mueang Khon Kaen District, Khon Kaen Province
Property type:	1-storey commercial building
Lease term:	3-year lease agreement (4 August 2022 – 3 August 2025)
Rate:	10,000 baht per month

2.3 Land and Buildings: Location of the Chiang Mai Service Center

Location:	188/39 Moo 7, Chaiyasathan Subdistrict, Saraphi District, Chiang Mai Province
Property type:	3-storey commercial building
Lease term:	1 year lease agreement (1 May 2022 – 30 April 2023)
Rate:	15,000 baht per month

2.4 Land and buildings : Location of Surat Thani Service Center

Location:	9/7 Moo 10, Wat Pradu Subdistrict, Mueang District, Surat Thani Province
Property type:	3-storey commercial building
Lease term:	1 year lease agreement (1 April 2022 – 31 March 2023)
Rate:	6,000 baht per month

2.5 Land and buildings: Location of Phitsanulok Service Center

Location:	199/183 Village No. 3, Plai Chumphon Subdistrict, Mueang Phitsanulok District, Phitsanulok Province
Property type:	4-storey commercial building
Lease term:	3-year lease agreement (16 January 2022 – 15 January 2025)
Rate:	12,000 baht per month

2.6 Land and buildings: Location of Hat Yai Service Center

Location:	1061 Moo 1, Sanambin-Lopburiramet Rd., Khuan Lang Subdistrict, Hat Yai District, Songkhla Province
Property type:	8-storey condo (rental ground floor)
Lease term:	3-year lease agreement (1 July 2022 – 30 June 2025)
Rate:	15,000 baht per month

2.7 Land and buildings: Location of Nakhon Ratchasima Service Center

Location:	1113 Det Udom Road, Nai Mueang Subdistrict, Mueang District, Nakhon Ratchasima Province
Property type:	3-storey commercial building
Lease term:	3-year lease agreement (21 January 2022 – 21 January 2025)
Rate:	10,000 baht per month

2.8 Land and buildings: Location of Muang Thong Thani Warehouse

Location:	Apartment no. 47/362, 363, inside Narita Building, 1st Floor, Muang Thong Thani, Nonthaburi Province
Property type:	2 adjacent suites
Lease term:	3-year lease agreement (1 January 2021 – 31 December 2023)
Rate:	143,527.10 baht per month

2.9 Land and buildings: Location of the Project Management Building

Location:	1/14 Ratchadaphisek Rd., Samsen Nok Sub-district, Huai Khwang District, Bangkok
Property type:	4-storey building
Lease term:	3-year lease agreement (1 November 2022 – 31 March 2025)
Rate:	53,500 baht per month

2.10 Land and buildings: Trainnex Training Center

Location:	B1601, Floor 16B, CW Tower, No. 90 Ratchadaphisek Road, Huai Khwang Subdistrict, Huai Khwang District, Bangkok 10310
Property type:	Open area of 399.42 sq.m.
Lease term:	3-year lease agreement (1 March 2020 – 29 February 2023)
Rate:	293,574.40 baht per month

2.11 Land and buildings: AOT Office Service Center

Location:	Room SVB RA17 and SVB RA18, Floor B1, Suvarnabhumi Station, Nong Prue Subdistrict, Bang Phli District, Samut Prakan Province 10540
Property type:	Open area of 136.18 sq.m.
Lease term:	1 year lease agreement (1 October 2022 – 31 January 2023)
Rate:	92,639.40 baht per month

1. Land, buildings and equipment	Book value as of December 31, 2022, equal to 96.23 million baht
2. Rental properties and services	Book value as of December 31, 2022, equal to 358.51 million baht

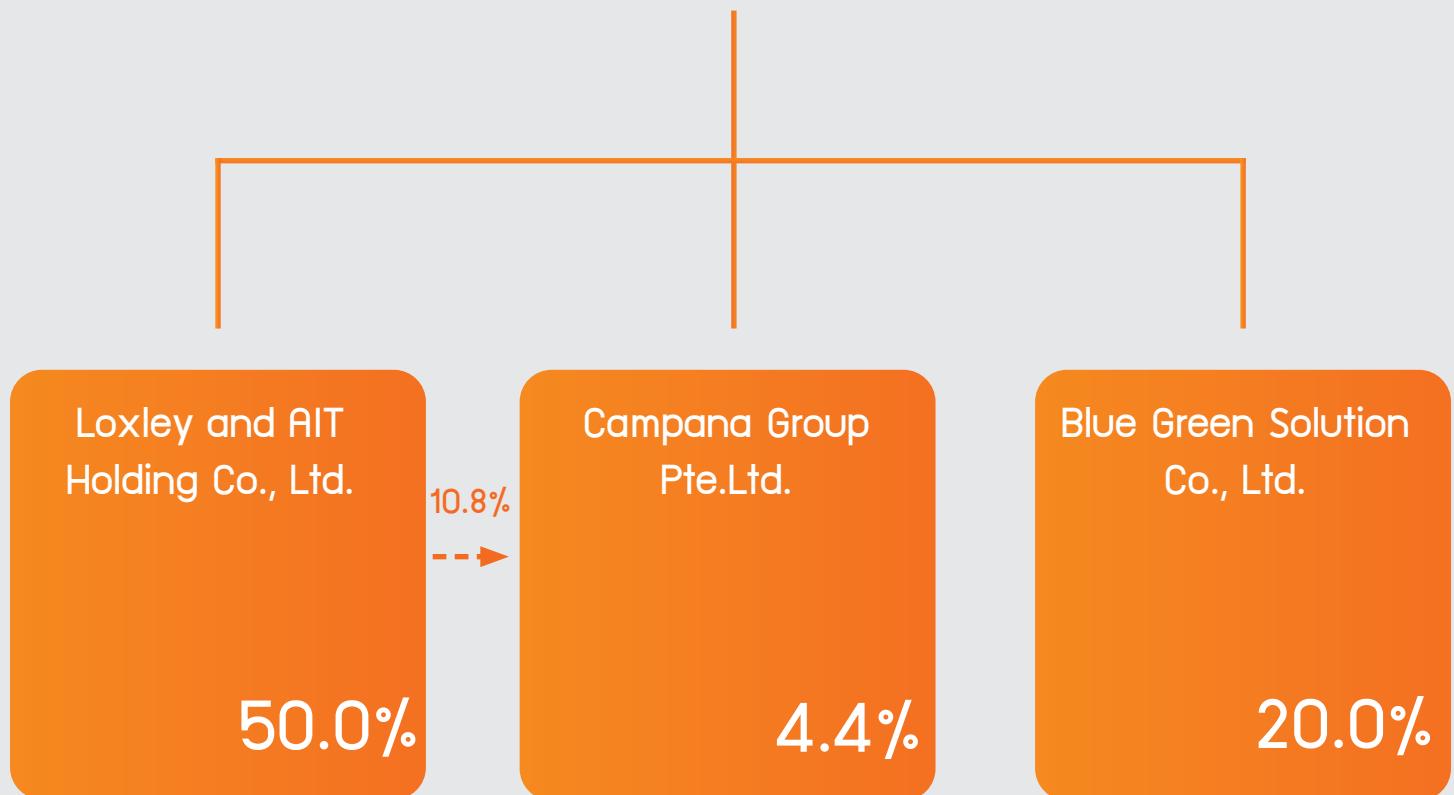
Works Not Yet Delivered

1. The Company has contracts related to selling goods and rendering services that are undelivered and unrendered to its customers of approximately 5,605 million baht (2021: 5,138 million baht). The Company expects to satisfy the performance obligations within 5 years (2021: 4 years).
2. The Company has entered into several lease agreements with a company with the government as a major shareholder, public agencies, and several private companies, with the value required to provide services under the contracts in the future totaling 616 million baht (2021: 391 million baht). The Company is obligated to complete the installation of rental equipment according to the contracts and provide services according to the conditions specified in the contracts.

1.3. Shareholding Structure of the Company

Shareholding Structure of the Company

Advanced Information Technology PCL
Paid-up Capital
1,331,125,351 Baht



Major Shareholders

Top 10 major shareholders as of the latest book closing date as 30th December 2022

Shareholder	No. of Shares	%
1. Sabuy Technology Public Company Limited	237,600,000	17.85
2. The Oontornpan Group ⁽¹⁾	187,569,612	14.09
3. The Sopchokechai Group ⁽²⁾	60,473,295	4.54
4. Mr. Chookiat Rujanapornpajee	56,801,000	4.27
5. Mr. Chodiwat Duntasarn	45,000,000	3.38
6. The Raktaprachit Group ⁽³⁾	35,847,625	2.69
7. Thai NVDR Company Limited	30,047,621	2.26
8. The Charudilaka Group ⁽⁴⁾	19,398,985	1.46
9. T.K.S Technology Public Company Limited	19,200,000	1.44
10. Mr. Thana Chaiprasit	15,000,000	1.13
Other Shareholders	624,187,213	46.89

(1) The Oontornpan Group comprises of

Shareholder	No. of Shares	%
1. Mr. Siripong Oontornpan	53,766,125	4.04
2. Mrs. Sasinet Baholyodhin	51,720,862	3.89
3. Mr. Sina Oontornpan	34,007,200	2.55
4. Ms. Sinanang Oontornpan	30,899,440	2.32
5. Mrs. Netnapit Oontornpan	7,762,485	0.58
6. Ms. Saowaluck Oontornpan	5,940,000	0.45
7. Mr. Prachumsak Oontornpan	2,137,500	0.16
8. Mr. Surathee Oontornpan	1,336,000	0.10
Total	187,569,612	14.09

2) The Sopchokechai Group comprises of:

Shareholder	No. of Shares	%
1. Mr. Kittisak Sopchokechai	51,373,295	3.86
2. Ms. Pimpaka Sopchokechai	4,500,000	0.34
3. Mr. Titikorn Sopchokechai	4,100,000	0.31
4. Ms. Boonthida Sopchokechai	500,000	0.03
Total	60,473,295	4.54

(3) The Raktaprachit Group comprises of:

Shareholder	No. of Shares	%
1. Mr. Suraporn Raktaprachit	32,279,425	2.42
2. Ms. Thippayachat Raktaprachit	3,565,700	0.27
3. Ms. Patcharanan Raktaprachit	2,500	0.00
Total	35,847,625	2.69

(4) The Charudilaka Group comprises of:

Shareholder	No. of Shares	%
1. Mrs. Soyson Charudilaka	13,031,890	0.98
2. Ms. Apiporn Charudilaka	3,259,970	0.24
3. Mr. Apimuk Charudilaka	3,107,125	0.24
Total	19,398,985	1.46

1.4. 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.

Dividends over the past 3 years

Topic	2021	2020	2019
Earnings per share (Baht)	0.49	1.95	2.04
Total dividends (Baht/share)	0.44	1.50	1.90
Payout ratio	89.80%	76.92%	93.14%

Remark : * In 2022, the Company paid interim dividends to shareholders on September 9, 2022 at 0.15 baht per share at a par value of 1.00 baht. The profit will be allocated to shareholders in the form of dividends for the year 2022 at the rate of 0.17 baht per share in May 2023. However, such dividend payment must be approved by the 2023 Annual General Meeting of Shareholders. Therefore, the total dividend payment in 2022 at the rate of 0.32 baht per share.

** In 2021, the earnings per share was calculated at a par value of 1.00 baht, and in 2019-2020, the earnings per share were calculated at a par value of 1.00 baht. 5.00 baht

2. Risk Management

2.1 Project Risk Management

The Company mainly focuses on bidding for projects and is aware of the potential risks arising from the sale of each project. The Company has established a risk management policy as an integral part of the Company's business operations and has a Project Risk Committee responsible for assessing risks arising from financial, project management or technical matters including internal and external factors. This is to suggest the approaches for risk management to an acceptable level. The project was completed and was able to generate suitable returns for the Company. The Project Risk Committee consists of



1 person	Senior Executive Vice President – Support Division
2 persons	Executive Vice President level up from Support Division
2 persons	Executive Vice President level up from Service Division
1 person	Executive Vice President level up from Marketing and Sales Division
1 person	Executive Vice President level up from Finance Division

2.2 Risk Factors for the company's Business

Due to the instability of business conditions in these current times, risk management continues to be an inevitable tool for any business especially operating its business through an unexpected situation, including preparation for future competition to ensure that business operations are able to meet their goals while create and maintain creditability for shareholders and other stakeholders.

The Company is aware of the impact of risk factors and therefore has set measures to mitigate and maintain such risks to an acceptable level. The Company has also regularly reviewed and evaluated the risk factors and obstacles that may affect the Company and its stakeholders. In addition, the Company has also established the Project Risk Committee to be responsible for assessing risks for any project and reducing the negative factors affecting the success of the project, since the Company's sales are mostly in the form of projects. Risk factors that may affect the business operations of the Company can be classified as follows:

Operational Risks

1. Risk Relating to Change of Technology and Threats from Cyber-attack

As technology changes rapidly and over time, the Company has to maintain its leadership in technology to avoid losing business opportunities and competitiveness in the market related to technology trends such as Cyber Security, Cloud, SDN, and Internet of Thing (IoT). The Company encourages engineers, sales staff, and marketing staff to monitor technological developments and changes and to attend academic seminars regularly to create understanding and to develop modern service models. In addition, the Company continues to work closely with its business partners to gain an overall understanding and maintain market leadership. The Company also has its Cyber Security Unit responsible for system administration and setting up guidelines for management and surveillance to maintain cyber security and raise awareness of the organization's cyber security.

2. Risk Relating to Dependency on Major Customers

Most of the Company's revenue are from projects on sales and network installation services for government agencies and state enterprises. In 2022, the revenue from this group of projects was 71% of the Company's total revenue. However, if the government agencies or state enterprises defer expenses in information and communication technology, it will significantly affect the business operations of the Company. Despite being seen as a risk, as continued development of the country's infrastructure is essential, such investment will come almost entirely from these entities in support of a national IT agenda according to the policy framework of the Ministry of Digital Economy and Society. However, the Company has also expanded the long-term support and maintenance services (MA) for project customers and also plans to expand its business base to reach new customers in order to maintain a balance with revenue from the Company's projects.

The Company intends to reduce the risk of relying on a small number of customers and seek opportunities to diversify the customer base in the future. The additional revenue from the expansion of the support and maintenance services (MA) customer base will improve its revenue proportion. In 2022, the proportion of revenue from MA work was 22%, which is in line with the plan, while the Company can maintain its current main customer base.

3. Risk Relating to Dependency on Key Employees

The information and communication technology business highly depend on qualified human resources in terms of marketing, engineering and project operation. These valuable human resources utilize their expertise in advising, designing and implementing the products and services provided by the Company. In 2022, the Company has 345 permanent employees, most of them are engineers, each with approximately 1-28 years of work experience and our employee's turnover rate was only 12.17%. In order to retain its employees, the Company provides attractive compensation packages and good working environment that enhances quality of life at work. The Company has also established an internal audit system to prevent the risk of losing any key employee which may affect its business operations.

The Company 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.

4. Risk Relating to Dependency on Major Supplier

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 2022, the Company's purchase of network equipment from Cisco Systems accounted for approximately 16.17% 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.

However, The Company is aware that major supplier dependency can lead to high level of risk. The Company therefore has become a partner with other well-known suppliers, which are as reputable as Cisco. These suppliers are the leading manufacturers in their own fields of business. In addition, the Company has also received awards for guaranteeing success from that partner.

5. Risk Relating to New Customers

Bidding with a new customer inevitably comes with risk, from the background of customer, presentation of technologies to meet the needs of customer, including delivery and financial competence. The Company has therefore established a screening process before entering a bidding process, in which the Project Risk Committee is responsible for risk analysis before allowing any department to participate in a major bidding.

6. Risk Relating to Project Delivery

ICT projects have a delivery time of approximately 4 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 0.8% of the project sales revenue, which by comparison with other project suppliers is considered extremely low.

The main causes of project delays are often due to external factors beyond our control, such as delays in the delivery from suppliers due to global chip shortages and changes in installed equipment, etc. Upon the project implementation, the Company will constantly monitor and examine the project delivery period. 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. In order to prevent the Company from the penalty, clear and effective project management method is necessary. The said process requires close monitoring of project and seamlessly coordination between the Company, customers, and suppliers, which allow us to identify problems, minimize potential impacts in advance and determine prevention methods

7. Risk Relating to Sales and service contract conditions

In entering into a commercial contract, it is possible for the parties to disagree with the conditions of the contract. Therefore, amendments to the terms and conditions of the contract are needed to be satisfactory to both parties, which may cause delays in delivery and payment of products and services. Especially with medium to large organizations, which are the main customers of the Company, tend to have inconsistent contract conditions. In order to minimize the risk, the management of the Company has appointed legal consultants to provide legal advice, as well as studying and reviewing the conditions of the contract to be in line with the needs of both buyers and sellers to meet international standards. This in order to make the contract standardized, referable and acceptable. In addition, the Company regularly reviews the contract terms in order to monitor and manage risks to prevent potential contractual problems.

8. Risk of climate change

Climate change or uncontrollable and unpredictable natural events such as rainstorms, landslides, and earthquakes, may affect all sectors of the business, both directly and indirectly. These events may result in delays in the Company's project execution, which is uncontrollable. However, the Company has a management plan according to the potential risk factors in order to be able to manage accordingly according to the situation appropriately.

9. Risk of the spread of COVID-19

Due to the COVID-19 epidemic in the past 2-3 years affecting the economy and society of Thailand, new normal living, including working from home with a 100% increase, has a direct impact on the Company; for example, the delivery of goods that may be delayed; the project implementation may not be on time due to inability to enter the worksite, etc. However, the Company has a management plan in order to be able to operate, including taking into account the safety of employees' health as the main priority.

Financial Risks

1. Risk Relating to 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 2022, the Company had outstanding balance of trade receivables and trade payable denominated in foreign currency of USD 1 million and USD 3.1 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 2022, 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 from Industry Regulation and Government Policies

1. Risk related to Personal Data

As the Personal Data Protection Act 2019 (Personal Data Protection Act or PDPA) will be effective from June 1, 2022 onwards, this makes the data subject more aware of privacy concerns. Every organization that collects or discloses personal data shall understand in order not to cause damage to such personal data in the future. The Company is very aware of the risks associated with personal data. In 2022, the Company has taken various actions in accordance with the said Act and related regulations, from policy making, policy dissemination, including activities to promote knowledge for employees in the organization to be aware of the aforementioned Personal Data Protection Act.

2. Risk Relating to Changes in financial reporting standards and related practices

The Federation of Accounting Professions will issue a number of revised and new financial reporting standards. These financial reporting standards are aimed at alignment with the corresponding International Financial Reporting Standards. For example, in 2021, the Financial Reporting Standards No.9 "Financial Instruments", the Financial Reporting Standards No.15 "Revenue from Contracts with Customers" and the Financial Reporting Standards No.16 "Lease Agreement, etc. These requirements or standards may affect the working procedures and systems within the Company, which must be revised or changed to meet the standards and to be in accordance with relevant regulations. In this regard, the finance and accounting department of the Company has closely controlled, monitored and understood the changes in the standards and regulations. There is also a coordination to acquire knowledge and create understanding with external auditors on a regular basis, including all departments related to changes in order to be prepared and make the working procedures and systems work correctly and appropriately

3. 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, create an internet connection to be ASEAN regional hub and Government cloud development (G-Cloud). 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 shareholders and investors up to date.

3. Driving Business for Sustainability

Advanced Information Technology Public Company Limited is a System Integrator or SI of computer system and computer communication, providing services in both the private and the public sector. Our service can be Turn Key Project including the consultation, project planning, system design, implementation, installation, training and maintenance.

Vision:

AIT is the country's Leading Professional ICT Solution Provider with Stable Growth

Mission:

Lifelong Trusted Partner



3.1. Sustainability management policy and targets

Advanced Information Technology Public Company Limited ("the Company) always recognizes the importance of business development for sustainability, manages the organization according to the principles of good corporate governance, conducts its business with integrity and ethics, and takes into account all groups of stakeholders, as well as social, community, and environmental responsibilities. The Company has established a sustainability management policy that focuses on three (3) dimensions, namely economic dimension, social dimension, and environmental dimension, in accordance with business goals and current situation that will lead to sustainable growth together.

Economic dimension

- Good corporate governance and business ethics
- Effective risk management
- Responsible supply chain management

Goal: To create sustainable returns, continue the business to grow under good corporate governance and related laws, and create mutual benefits with all stakeholders.

Social dimension

- Human rights and labor practices
- Supervision and development of human resources
- Creation of value in sales and service and development of new innovations
- Participation and development of communities and society

Goal: To respect fundamental human rights to promote respect for rights and freedoms through non-discrimination, ensure wages are at an appropriate level and regularly review, develop and nurturing personnel for organizational growth, gain confidence and trust in providing project services, as well as promoting community and social access to technology.

Environmental dimension

- Maintenance of water resources
- Efficient use of energy and promotion of renewable energy
- Effective waste management

Goal: Promote the efficient use of resources, systematically manage resources such as reduction and disposal of waste, electronic waste, and waste properly, efficient use of electricity, reduce the concentration of greenhouse gas emissions based on the proportion of both direct and indirect greenhouse gas emissions.

3.2. Management of impact to stakeholders in the business value chain

Business Value Chain

Main Activities				
 Input Management	 Operation	 Distribution of Goods and Services	 Marketing & Sales	 After Sales Service
<ul style="list-style-type: none"> • Verification of raw materials/ products to be used in each project. • Transportation of products to the Company. • Product storage management before delivery/ installation for customers 	<ul style="list-style-type: none"> • Designing services based on the requirements and presenting them to customers. • Inspection of product quality before equipment installation. • Equipment installation at customer's project(s). • Project management to be completed on schedule. 	<ul style="list-style-type: none"> • Product delivery to customer's location. • Product management in compliance with projects. • Product distribution management in compliance with projects. 	<ul style="list-style-type: none"> • Documentation on services of the Company by discussing with partners to obtain products suitable to the Company's service solution. • Designing marketing promotion programs, organizing seminars, and offering attractive services. • Public relations of the Company's services through both online and offline channels. 	<ul style="list-style-type: none"> • Maintaining the system for customers after the completion of project(s). • Repairing equipment when it breaks down or fails. • Product replacement to repair defective products. • Establishment of Call Center to provide advices, and locating 7 branches of service centers to serve customers with staff 24/7.

Supporting Activities

- Implementation of procurement process and ordering products based on product list of the project(s).
- Studying, developing and seeking for new products to enhance business opportunities and to increase the efficiency of services provided to customers.
- Personnel development by providing trainings on both Soft Skills and Technical Skills to suit their duty performance.
- Facilitation and provision of spaces for activities that are beneficial to surrounding communities.

Analysis of stakeholders in the business value chain

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.

Table of the Company's stakeholders

Stakeholders	Expectations and Key Issues	Response	Communication Channels for Relationships
Employees	<ul style="list-style-type: none"> • To pay compensation and have appropriate benefits. • To provide communication between management and employees. • To give importance to the development of employees' knowledge and abilities by thoroughly giving employees opportunities. • To provide a working environment that is safe for life and property, as well as good health at work • To ensure their stability and career advancement. 	<ul style="list-style-type: none"> • To provide provident funds, life insurance and health insurance, along with providing an annual health check-up. • To improve the office environment to be safe and have good hygiene on a regular basis. • To provide internal and external training according to the plan every year. • Implementing the office environment to be in accordance with the plan, such as ozone sterilization inside the building twice a month, spraying disinfectant twice a month, cutting trees around the building once a month. • To organize the annual AIT Business Direction activity to inform employees about the direction and goals of the Company and as a communication channel between management and employees. 	<ul style="list-style-type: none"> • To survey the market payout regularly every year. • To provide training to develop employees' knowledge and abilities both at home and abroad. • To organize annual activities to inform employees about the direction and goals of the Company • To establish a system or electronic tool that allows employees to access information and news of the Company more quickly

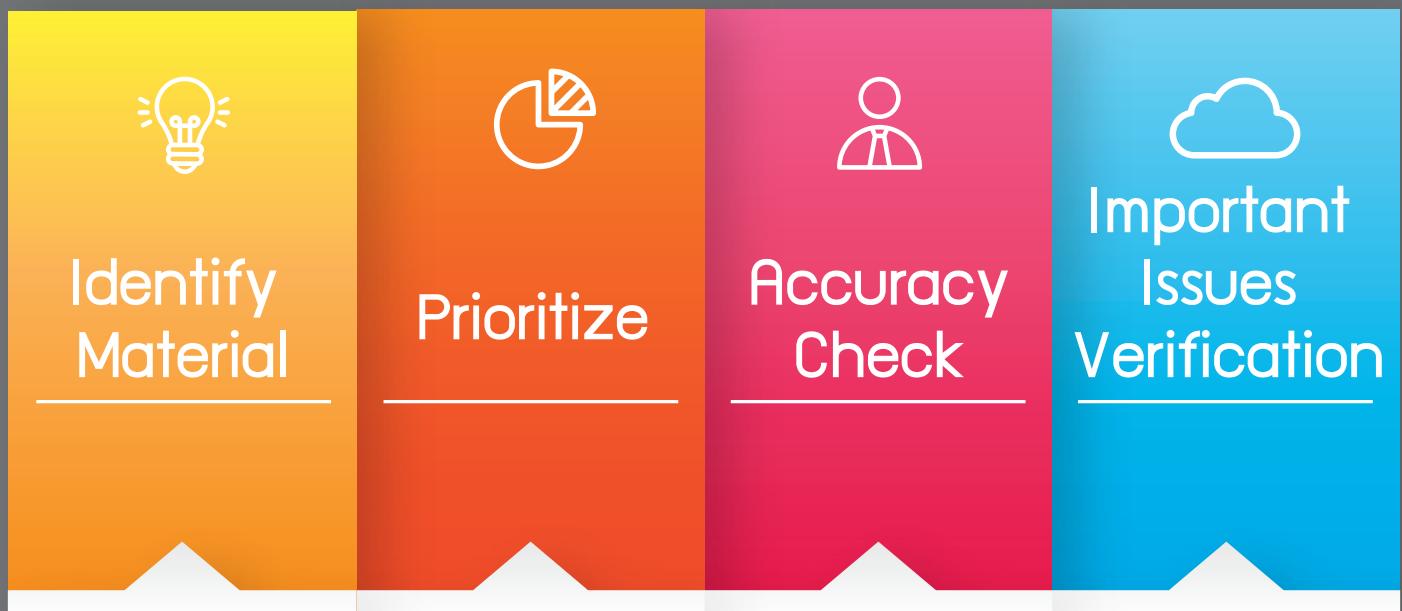
Stakeholders	Expectations and Key Issues	Response	Communication Channels for Relationships
		<ul style="list-style-type: none"> To improve and develop the AIT Intranet, AIT App Center, AIT Line Official and update the content to be up-to-date 	
Suppliers and Business Partners	<ul style="list-style-type: none"> To engage in its business with transparency and fairness. To be reliable and trustworthy. To build good relationship and cooperation. 	<ul style="list-style-type: none"> To organize various activities to build relationships between the Company and business alliances/partners. To comply with commercial terms and comply with contracts. To strictly follow "Policy and Treatment of Business Partners" of the Code of Conduct. To conduct a satisfaction survey at least once a year. 	<ul style="list-style-type: none"> To organize activities to maintain good relationship with each other. To conduct a satisfaction survey and listen to feedback. Code of Conduct
Customers	<ul style="list-style-type: none"> To create satisfaction, provide good quality products and services at reasonable prices. To hear and respond to customer needs. To adhere to ethics in doing business with customers, such as maintaining customer confidentiality. To provide quality after-sales service and be able to solve problems for customers in a timely manner. 	<ul style="list-style-type: none"> To provide sales staff and pre-sale staff to understand and give advice appropriately according to customer needs. To provide a Call Center team and provide 24 hours service To organize Smart Connect activities at least once a year To strictly follow "Policy and Treatment of Customer" of the Code of Conduct. To conduct a satisfaction survey at least once a year. 	<ul style="list-style-type: none"> To sell quality and products that meet the needs of customers as much as possible To develop a hot-line system, direct line to listen to problems and notify relevant parties to solve problems for customers in a timely manner. To organize activities to build good relationship with customers. To conduct a satisfaction survey and listen to feedback. Code of Conduct

Stakeholders	Expectations and Key Issues	Response	Communication Channels for Relationships
Sub-contractors	<ul style="list-style-type: none"> To engage in its business with transparency and fairness. To be reliable and trustworthy. To build good relationship and cooperation. 	<ul style="list-style-type: none"> To regularly review the criteria for selecting external subcontractors, such as technical ability, expertise, experience, financial status, business reputation, complaints and litigation history. To conduct a satisfaction survey at least once a year. 	<ul style="list-style-type: none"> To establish criteria for selecting external sub-contractors. To conduct a satisfaction survey and listen to feedback.
Competitors	<ul style="list-style-type: none"> To conduct business with transparency and fairness under the rules of good competition 	<ul style="list-style-type: none"> To strictly follow the "Policy and Treatment of Competitors" of the Code of Conduct. 	<ul style="list-style-type: none"> Code of Conduct
Creditors	<ul style="list-style-type: none"> To pay interest and repay the principal in a specified period of time. To provide a systematic repayment of creditors. 	<ul style="list-style-type: none"> To apply a Cash Management system to facilitate payment of creditors and be able to manage refunds in a systematic way To strictly follow the "Policy and Treatment of Creditors" of the Code of Conduct. 	<ul style="list-style-type: none"> To strengthen relationships in various ways. To receive suggestions or complaints Code of Conduct
Shareholders and investors	<ul style="list-style-type: none"> To have a good performance under reasonable risk. To treat and provide information to shareholders equally. To conduct business with transparency and fairness. To provide the company information to be easily accessible and sufficient for investment decisions. 	<ul style="list-style-type: none"> To conduct business in accordance with good corporate governance principles. To pay dividends according to the company's policy. To organize the annual general meeting of shareholders. To establish an investor relations department to provide information to shareholders and investors. To organize Analyst Meeting, Opportunity Day activities regularly. 	<ul style="list-style-type: none"> To organize activities for shareholders, analysts and investors to meet with the management. To provide information through various channels in a complete, fair, transparent and timely manner. To receive suggestions or complaints

Stakeholders	Expectations and Key Issues	Response	Communication Channels for Relationships
Local and government regulators and independent organizations	<ul style="list-style-type: none"> • Compliance Securities and Exchange Act • Compliance with government agency regulations • Compliance with relevant independent organization regulations • Cooperation in pushing government policies. 	<ul style="list-style-type: none"> • To conduct business with transparency, fairness and compliance to relevant laws and regulations. • To respond to government policies such as digital economy and society policies, Smart City development. • To cooperate in various activities 	<ul style="list-style-type: none"> • Rules, regulations and related laws • Code of Conduct

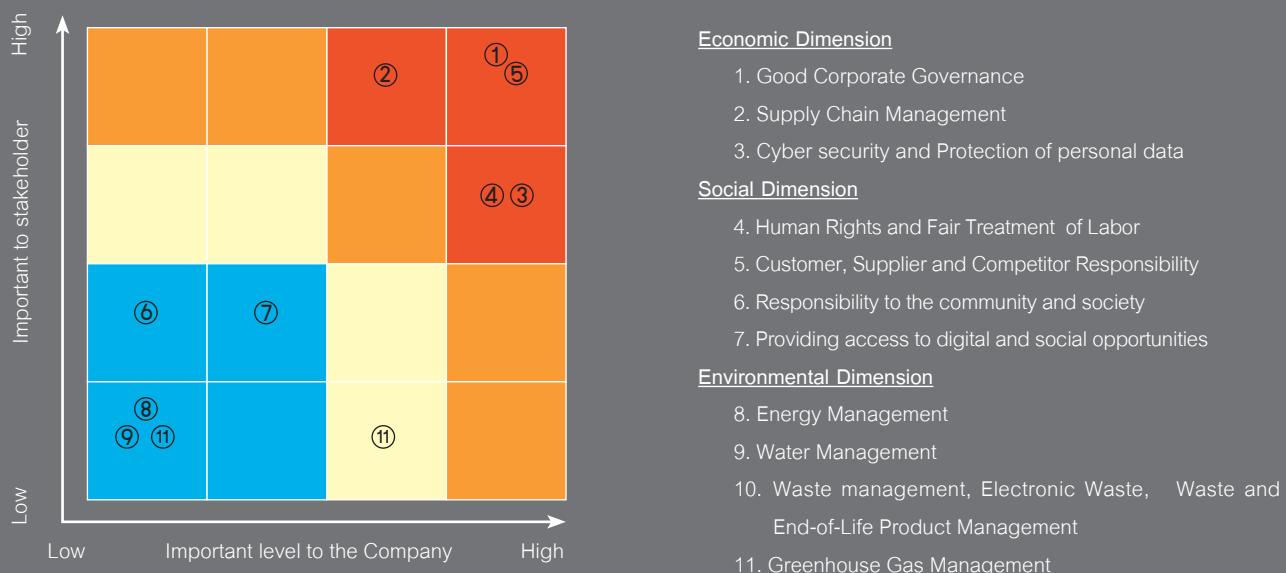
Determination of Sustainability Issues

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. The Company determine the Sustainability Issues.
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.

Materiality 2022



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. Including disclosing information on the Company website.

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.

Sustainability Material Issues and Impact Boundary

	Key Stakeholders and Impact Boundary				
	Internal	External			
		Employees	Shareholders/ Investors	Customers	Business Partners
High priority					
<ul style="list-style-type: none"> • Good Corporate Governance • Supply Chain Management • Customer, Supplier and Competitor Responsibility • Cyber security and Protection of personal data • Human Rights and Fair Treatment of Labor 	●	● ● ● ●	● ● ● ●	● ● ● ●	— ● — —
Middle priority					
<ul style="list-style-type: none"> • Waste management, Electronic Waste, Waste and End-of-Life Product Management 	●	—	●	●	●
Low priority					
<ul style="list-style-type: none"> • Responsibility to the community and society • Providing access to digital and social opportunities • Energy Management • Water Management • Greenhouse Gas Management 	●	— — — —	— ● — —	— ● — —	● ● ● ●

3.3. Sustainability Management in Economic

Good Corporate Governance

Operation Practice with Fairness

The Company is committed to conducting business in a fair and ethical manner, paying attention to legal compliance and respecting social rules and regulations. It has been defined in the policy and goals of sustainability management and corporate governance policy as a business framework. The details can be found in the Corporate Governance Policy under the section "Corporate Governance" and also encourages all directors, managers, and employees to strictly adhere to the guidelines specified in the "Code of Conduct" guide of the Company in order to operate the business with honesty, integrity and fairness. It also covers the administration of all stakeholders, i.e. shareholders, employees, customers, competitors, business partner, creditors including society and environment in order to achieve business goals that will lead to sustainable growth of an organization. The details of "Code of Conduct" guide can be found on the Company website.

Anti-Corruption

The Company is aware of an importance of conducting business with integrity and has a policy to treat all groups of stakeholders in accordance with the corporate governance code and code of conduct. In addition, the Company has committed to anti-corruption for both internal and external corruption of all forms, direct or indirect, to ensure that the Company has a policy for determining responsibility, guidelines and requirements for appropriate operations, and to ensure that decisions and business practices that may be at risk of corruption are carefully considered and performed. The Company has therefore established a "Anti-Corruption Policy" in written in order to be used as a guideline for operations and business decisions of directors, executives and employees at all levels, including business representatives (if any), other relevant third parties such as domestic and foreign business partners, customers through communication channels such as Intranet, Digital Signet TV, Email, employee training, to promote it as one of the Company's cultures and values.

This Anti-Corruption Policy ("Policy") is considered an addition to the Business Ethics and was considered and approved by the resolution of the Board of Directors Meeting No. 5/2019 on August 8, 2019 and was also revised through consideration and approval from the Board of Directors Meeting No. 3/2022 on August 11, 2022, requiring a review of the Anti-corruption Policy and related policies at least once a year.

Objectives

The objectives of this policy are as follows.

1. To demonstrate the Company's stand against bribery and other forms of corruption (Zero Tolerance Policy)
2. To determine criteria and guidelines to prevent the Company and its employees from violating anti-bribery and corruption laws;
3. To establish procedures for review and monitoring to ensure policy compliance.

Scope

1. This policy applies to all directors, executives and employees of the Company (collectively referred to as "Employees");
2. The Company expects its subsidiaries to comply with this policy;
3. The Company expects its representatives and other business intermediaries involved or acting.

Anti-Corruption Policy

Directors, executives, and employees of the Company are prohibited from conducting or accepting or supporting corruption of all forms, both direct and indirect. This also applies to the subsidiaries. Compliance with the anti-corruption policy shall be reviewed on a regular basis, as well as reviews of practices to be in line with changes in business, regulations, announcements and legal requirements.

Definition

Corruption refers to bribery of any form, whether offering, giving, pledging, promising, requests, claims, giving or receiving assets or other benefits that are considered inappropriate for government officials, government agencies, private agencies, or any other person doing business with the Company, either direct or indirect, for the said person to act or refrain from performing their duties in order to obtain or maintain any other improper business interests, unless otherwise allowed by the laws, regulations, announcements, local traditions or trade practices.

Government Official refers to a person holding a political position, a civil servant or local employee holding a permanent rank or salary, an employee or person employed in a state enterprise or government agency, a local administrator and member of a local council who is not holding a political position, an official under the local administrative law. This includes a director, a sub-committee, an employee of a government agency or state enterprise and person or group of persons exercising or entrusted to exercise the administrative power of the state in order to perform any act in accordance with the law, whether it is established in the bureaucratic system, state enterprise or other state affair, including foreign government official or international organization official as specified in Section 4 of the Organic Act on Anti-Corruption 2019.

Duties and responsibilities

1. The Board of Directors has a duty and responsibility to set policies, supervise to provide an efficient anti-corruption system to ensure that the management realizes and gives importance to anti-corruption, and cultivate a good corporate culture.

2. The Audit Committee is responsible for reviewing financial and accounting reporting systems, internal control systems, internal audit systems, and risk management systems to ensure they meet international standards, concise, appropriate, up-to-date, and efficient. The Audit Committee is also responsible for receiving complaints and whistleblowing related to corruption in order to consider and investigate the facts and present such matter to the Board of Directors for the consideration of punishment and or problem-solving, as well as giving advice and monitoring the actions to ensure compliance with the Anti-Corruption Policy.

3. The President and Chief Executives are responsible for establishing a system and promoting and supporting anti-corruption policy in order to communicate with employees and all relevant parties, including reviewing the suitability of systems and measures to be in line with changes in business, rules, regulations and announcements and provide assistance to the Audit Committee in the investigation as informed or assigned by the Audit Committee regarding fraud and corruption investigation. The tasks may be delegated to the management team capable of assisting in the investigation.

4. The fraud and corruption risk board of executive directors is responsible for fraud and corruption risk assessment in the Company's activities and governance for the determination of efficient risk prevention and reduction measures as well as assessment.

5. Employees shall perform their duties in accordance with this policy. In case of doubt, employee shall ask the supervisor. Any violation of this policy shall be reported to the supervisor or via the specified reporting channels in accordance with the Anti-Corruption Policy Guidelines.

Guidelines for Compliance with Anti-Corruption Policy

1. Directors, executives, and employees of the Company shall comply with an anti-corruption policy and business, Code of Conduct guide and shall not be involved in any corruption, direct or indirect.

2. Directors, executives, and employees shall not use their authority assigned by the Company to seek personal benefits or provide benefit to their family, friends or close persons, either direct or indirect, throughout the business process, such as actions by any unrighteous means in order to distribute personal goods or services to the Company or to compete in business, direct or indirect, etc.

3. Executives and employees of the Company shall not neglect or ignore when they see any actions that are considered corruption which may be negatively affected the Company. Such actions shall be reported to the supervisor or responsible person via the specified reporting channels and the employees shall cooperate in the investigation.

4. Executives and employees of the Company shall not call for, accept or receive any other unrighteous benefits from stakeholders, and shall be cautious and avoid entertainment reception by the Company's stakeholders who may gain benefits from performance of employees or executives of the Company. The No Gift Policy must be followed in such matter.

5. If employees are in doubt, hesitant, or are under pressure to involve in corruption, they can consult with their supervisor, human resource department or a person assigned by the Company to be responsible for monitoring of code of conduct at any time, or employees can make a complaint through the specified reporting channels. The informant or the complainant will be protected fairly and all information is treated as confidential.

6. Executives and employees of the Company shall cooperate in promoting the internal practices of the organization with the department responsible for internal control and internal audit and providing information and monitoring of the operating results. If any corruption or fraudulent information is found, the informant or complainant shall receive fair protection. All information obtained is confidential and subject to our Whistleblowing Policy.

7. The Company shall communicate its Anti-Corruption Policy and Measures, including informing the methods for whistleblowing, submitting complaints or providing suggestions both inside and outside the Company through various media such as notice boards, broadcasting, employee and director orientation, intranet system, Company's website and Form 56-1 one report. This is to create knowledge and understanding in implementing this policy and creating an organizational culture. The main channels of communication are as follows:

- **Representatives, business intermediaries, suppliers and contractors:** The Company shall communicate its Zero Tolerance Policy against bribery and corruption to its representatives, business intermediaries, suppliers and contractors at the beginning of the business relationship and, as appropriate, thereafter. The Company encourages its representatives, business intermediaries, suppliers and contractors to adhere to the same social responsibility standards as the Company.

- **Customers/Partners:** The Company shall communicate by means of sending an inform letter of the Anti-Corruption Policy to customers and partners and integrate the Anti-Corruption Policy as part of the contract between the Company and customers/partners or inform the customers/partners about the channels to access this policy.
- **General public or other stakeholders :** The Company shall communicate through the Company's website and Form 56-1 one report.

Risk Assessment

The management shall assess the risk of potential corruption on a regular basis (at least once a year), including review of existing risk management measures to ensure its appropriateness for preventing and managing risk at an acceptable level.

Control

1. The Company shall maintain an effective internal control system to fight against corruption, which includes checks and balances and inter-accounting audits, data storage and other business processes related to this policy.
2. The internal control system shall consist of total quality control, including specific controls and procedures designed to specifically manage the risks of corruption the Company may face.

Data storage

1. The Company has a policy to comply with applicable standards, principles and laws regarding accounting and financial reporting;
2. All expenses shall be accompanied by supporting documentation, and the storage and maintenance of Company information shall be in accordance with relevant laws and regulations.

Human resources

This Anti-Corruption Policy covers human resource management processes from recruitment or selection, promotion, employee performance appraisal and remuneration, and imposition of penalties. Supervisors at all levels are required to communicate with employees about the Anti-Corruption Policy and measures to be used in business activities under their responsibilities and to supervise and ensure that they are carried out in an efficient manner.

Training and communication

All employees will receive regular anti-corruption training to increase their understanding and awareness of this policy, especially briberies in various forms, risk of participating in giving or accepting bribes, including reporting of bribery in case of witnessing or suspecting of giving or receiving bribes or corruption. All employees are provided with a copy of this policy to ensure they are aware of and understand the Company's Anti-Corruption Policy. The latest version of such policy and related policies can also be found on the Company's website www.ait.co.th and intranet within the Company. In the event that there is a change in important information, the Company shall inform all employees. Training on this Policy shall be included as an integral part of the orientation or prior to the assumption of a position of all new employees.

Employee protection

The Company assures employees that no employee will be demoted, punished or otherwise affected for refusing to bribe, even if such refusal may cause the Company to lose business or to miss out on new business opportunities. In addition, the Company shall not allow anyone to act intimidating, harassing or restraining its employees who intend to comply with this policy. If an employee believes he/she has been intimidated, harassed or restrained, he/she should immediately request the Audit Committee or Head of Human Resources to determine appropriate protection measures immediately.

Policy violation

1. The Company shall take disciplinary action against employees who violate this policy, including direct supervisors who ignore misconduct or acknowledge that misconduct but fail to take correct action, which is subject to disciplinary action or even dismissal. Failure to acknowledge this Policy and/or applicable laws cannot be used as an excuse for non-compliance.

2. Representatives, business intermediaries, suppliers and any contractors of the Company who violate the rules of this policy or acknowledge of actions that violate this policy but do not report it to the management or giving inaccurate information during the inquiry of the Company's investigators may be considered violating this policy and the contract may be terminated.

Other Relevant Policies and Manuals

Directors, executives, and employees of the company are responsible for studying and understanding this policy together with other policies and manuals of the Company, including: 1. Good Corporate Governance, 2. Sustainability Management Policy, 3. Code of Conduct and 4. Company Regulations.

In Addition, 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.

In 2022, the Company has reviewed and updated this policy. The latest version of this policy has been approved by the Board of Directors on August 11, 2022. In this regard, all executives and employees at all levels have been notified via email to log into the system to study the details and affix their signature to acknowledge the latest version of this policy through the system, accounting for 98.77%. This is in order to use this policy as an operational guideline and to raise awareness of the importance of anti-corruption. In addition, in 2022, the Company has officially established an Anti-Corruption Team, reflecting the serious push for such matters. The policy was published on the Company's website.

Whistleblowing

The Company has established the “Whistleblowing Policy” to provide the opportunities to the directors, executives, employees and all stakeholders of the Company to report the clues, complaints or suggestions regarding violation of laws, regulations or Code of Conduct, corruption, financial reporting irregularities or deficiencies in the company's internal control system through the following channels:

1. Email: AC@ait.co.th
2. Website: https://www.ait.co.th/en/sustainability/corporate_governance/whistleblower
3. Mail: Sealed letter

To Chairman of the Audit Committee
 Advanced Information Technology Public Company Limited
 37/2 Suthisarnvinijchai Road, Samsennok Sub-district,
 Huaykwang District, Bangkok 10310

Whistleblower Protection and Confidentiality

The Company also attaches great importance to the privacy and security of whistleblower or complainant, with the option to keep them anonymous if they believe that such disclosure will cause insecurity or damage. However, the disclosure of identity allows the Company to report progress and explain the facts after the investigation.

The company will keep the information of the whistleblower or the complainant and the relevant information as confidential without disclosing any information to the unrelated person unless it is required to be disclosed by the Company's rules or regulations of the law and relevant regulations.¶

Procedures

1. In case there is sufficient evidence to support a claim or complaint, a full investigation shall be conducted with the aim of making sure whether or not an action in question has been committed. The investigation varies according to the situation which will be conducted under the confidentiality of information. Whistleblower or complainant may be contacted for additional information.

2. The investigation team will inform the progress to the whistleblower or the complainant (in case they disclosed their identity) and report the facts after the conclusion of the investigation through appropriate communication channels and keep all relevant files confidential. If there is an important matter, it will report to the Board of Directors.

3. The Corruption Risk Management Committee will conduct a corruption risk assessment after the investigation finds that such act is an actual act of corruption.

Penalties

Anyone who acts intentionally or negligently, does not comply with this policy, including bully, intimidate, discipline or discriminate with an offensive method against the whistleblower/complainant or those involved, it is considered a disciplinary offense. The company will determine the penalty according to the Company's regulations. If such action is against the law, it can lead to prosecution.

False whistleblowing or complaints

If the Company finds that any whistleblowing or complaints or statements or information are proven to be dishonest intent, false and intended to cause damage, a person who makes a false statement shall be subject to disciplinary action according to company regulations if that person is an employee of the Company. However, for a third party whose action has caused damage to the Company, the Company will consider legal proceedings against such person as deemed appropriate, as the case may be.

Policy Review

The Investigation Committee will review the Whistleblowing Policy and guidelines on an annual basis and present it to the Audit Committee for acknowledgment. If there is a significant change in the policy, it will be proposed to the Board of Directors for approval. This is to ensure that the policy comply with relevant laws and is effective and consistent with the Company's regulations.

In 2022, the Company has reviewed and updated the said policy on a regular basis to ensure that it is consistent with the Company's context. The details of "Guidelines for Whistleblowing and Complaints" was added as the guidelines for implementation which was approved by the Board of Directors on August 11, 2022. The aforementioned policy and guidelines have been published on the Company's website.

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The number of cases/ complaints for violation of the Code of Conduct or Corruption in 2022

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Supply Chain Management

Project Risk Management

The Company is mainly engaged in the sales and installation services. The project management for the implementation of the operation plan is therefore essential and all processes from raw material/product purchase, installation and delivery, to after-sales service are very important in the supply chain. The Company is aware of the effects of potential risks and has regularly reviewed the risk factors and obstacles. In addition, a Project Risk Management Committee has been established to be responsible for assessing project risks and reducing negative factors affecting the success of the project. Details of members of the Project Risk Management Committee can be found in the section "Risk Management".

Cyber Security and Protection of personal data

Cyber Security

The Company has a Cyber Security Unit responsible for system administration and establishing practices to manage and monitor cybersecurity and raise awareness of the organization's cybersecurity. In 2022, the Company has established an Information Technology Management Team and assigned senior executives to be responsible for the management of information system services and information security. The Information Technology Management Team is responsible for

- Consideration of the procurement of preventive measures and approaches, including the expenditure budget;
- Consideration of the issuance of rules and regulations for protection and suitability in the operation.

The company is committed to protecting the system to keep it safe from cyber threats. By continuously improving and developing systems and infrastructure to ensure safety in accordance with information security standards. Test, assess and verify security before launching the system and increase the capacity and speed of response to cyber attack. In 2022, the Company has stored the sensitive customer data and information under a zoning design and authorized access control for cyber threat risk management. The Company has adopted the appropriate endpoint protection technologies to prevent, detect, deter, and alert. The identity verification was enhanced and security auditing programs was installed in order to reduce the risk of remote access. In addition, training has been provided to raise awareness and beware of cyber threats through Cyber Security Awareness Training for executives and employees at all levels. The Company places great importance on the security operation team by supporting and promoting safety training on a regular basis.

Information system protection and protection of personal data

The Company has a unit that monitors and protects the protection of personal data by acting as a center for protection and monitoring of the protection of personal data of customers, including providing guidelines and policies for the organization to operate under the framework of relevant laws and regulations. In 2022, the Company operated and was in the process of defining measures to protect the personal data of users to explain to users to understand the Company's regulations and practices related to the protection of personal data, defined information management processes to protect and maintain personal data of customers, including restricting access to sensitive data, as well as defining the process requirements for the process of interconnecting data in the system and communicating with relevant agencies to comply with

the requirements. The Company has announced the regulations and practices according to the Personal Data Protection Act B.E.2562 (PDPA), which became effective on June 1, 2022. The policy is published on the Company's website. In addition, in 2022, the Company has used the On-Cloud platform in PDPA management as an interface to connect data to allow organization to collect personal data according to regulations. This provides better protection of customer personal data and improves the organization's internal customer data management procedures, processing or safe use of personal data. With a consent management system, the system supports various activities related to the processing of personal data records. Identification of information such as retention period, purpose and handling of policy documents according to the law is easier.

3.4. Sustainability Management in Social Community and Society Policy

The Company recognizes the importance of developing and engaging with communities and society, especially our employees, which are essential resources to drive the business to achieve its goals and lead the organization to sustainable growth, along with continual care and development of society and communities in order to promote participation in improving the quality of life for the better by formulating social policies and guidelines as follows:

1. To operate the business in accordance with the principles of good corporate governance and respect human rights and treat workers fairly.
2. To strengthen and develop employees in the organization to have knowledge and abilities leading to the development of innovative sales models and new services to support the company's growth, as well as to oversee the compensation and welfare to be at the level Appropriate, coupled with comparative analysis of businesses in the same industry and organizing the organization within the framework of the law.
3. To consider the needs of the community and encourage employees to participate through various activities to create opportunities for access to information technology and improve the quality of life of the community, such as donating computers, promoting knowledge in the form of electronic, and installation of systems for accessing information technology in remote areas.
4. To build a good relationship with both public and private organizations as well as community leaders at various levels, including all stakeholder groups, to build good relationships and to be able to collaborate in sustainable, and concrete community development.

Operation Practice with Fairness and Human Rights

Operation Practice with Fairness Operation Practice with Fairness

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"

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.

Human Rights

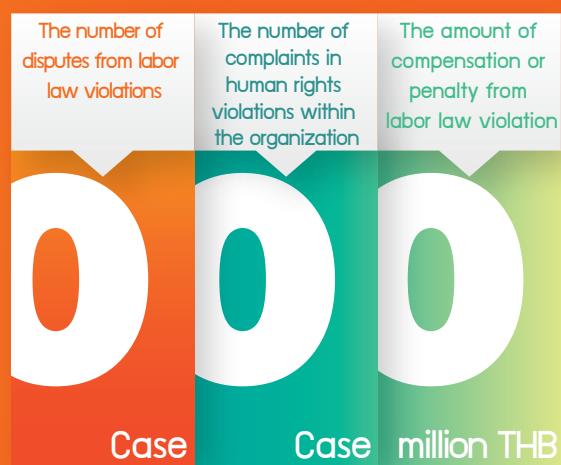
The Company recognizes the importance of human rights as the foundation of human resource development which is strongly related to creating value in our business. This includes fair and equitable treatment of labor without discrimination based on race, religion, sex, color, ethnicity and actions against child labor and sexual harassment. The Company recognizes that human resources are important factors of the business operations in creating value and increasing productivity. Therefore, the company gives importance to the employee development, opportunities to practice and increase skills and opportunities to show potential as well as improving the working environment and conditions for better quality of employees. The 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 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.

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The number of cases in compliance with labor and human rights laws in 2022

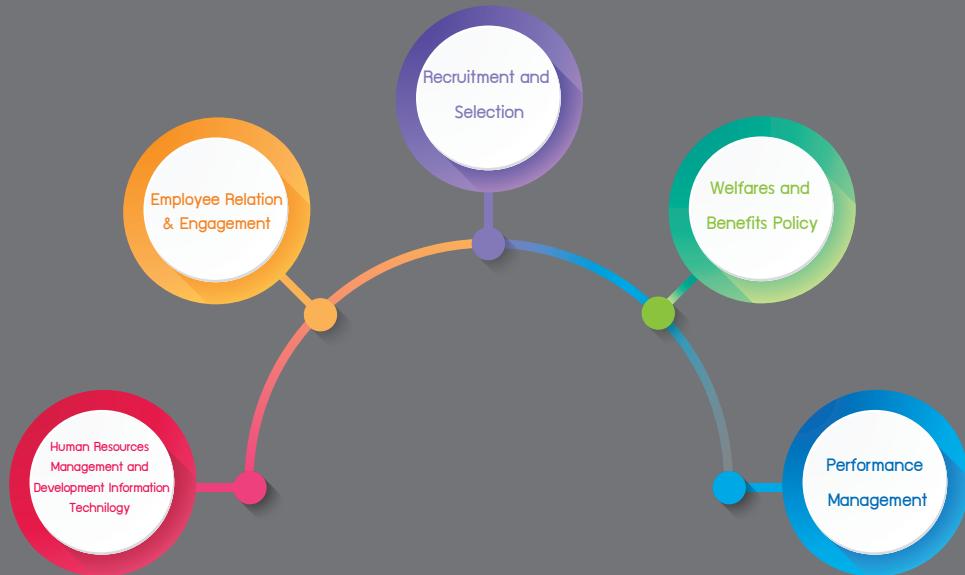
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Human Resource Management and Development

Human Resource management

Human Resources management is emphasis on various dimensions of procedure as follow;



Recruitment and Selection: The Company attaches great importance to and continuously applies proactive approaches in recruiting high-caliber human resources to keep pace with many incoming projects. The Company uses several channels for recruitment and selection, both online and offline, including the annual internship program. In addition, the Company has also participated in the job fairs with educational institutions and organizations, and also participated in the roadshow events at leading universities. In 2022, the Company organized both offline and online activities and events for students and interested parties for better access to the Company such as Virtual Open House 2022 and CMU Engineer Jobfair to publicize the Company and recruit employees and interns. Every activity received a lot of attention from the participants.



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. In addintion, The company provides various benefits to the employees, both welfares required by law such as social security, provident fund, and benefits other than those required by law such as health insurance, life and accident insurance, as well as various types of subsidy such as emergency loans, medical expenses for parents etc.

Provident Fund	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 10 years will receive the whole benefits. In 2022, there was a total of 301 employees participating in the provident fund, representing 87.24% of the total number of employees of the Company.
Life insurance	The Company provides life insurance, accident insurance and disability insurance due to illness to all employees by separate levels of employees and managements.
Health insurance	Due to employee sickness, all employees can use health insurance from the Company which covered the treatment at the hospitals for 24 hours.
Annual medical check-up	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.
Medical expenses	Due to the employee's father, mother, spouses and children sickness, the Company also covered the medical expenses.

Performance Management: The Company has a policy to evaluate employees' performance fairly, as well as compliance with the policies and strategies of all business lines by applying "the Smart Goal" as a system of performance indicators that is consistent with the business plan and applied throughout the organization, which is evaluated twice a year for the Company to closely acknowledge the performance of its employees. It is also a review of the performance of the employees in order to develop their own work. In addition, the Company has introduced a 360-Degree Assessment Program to measure performance and develop the potential of employees from all directions from supervisors, and subordinates.

Human Resources Management and Development Information Technology The Company has applied technology to human resource management and development in order to support both HRM & HRD functions for faster, accurate and effective operation with lower cost. In 2022, the Company has developed various systems such as updating employee information on the intranet, developing a more efficient Work Flow system, developing a mobile application to facilitate employees with a time attendance system (Check in – Check out) to support the employees working off-site according to the Company's policy. This is in order to keep pace with the situation of the COVID-19 pandemic which has resulted in a change in working styles. In addition, the Company has utilized this information to support decision making, policy making, human resource management and development of the organization to achieve sustainable success.

Employee Relation & Engagement The Company has established a policy to create relationships and engagements at all levels within the organization between executives and employees, as well as to promote teamwork, focus on building corporate values and culture for effective coordination and collaboration. As there has not been returning to normal after the COVID-19 pandemic, the Company realized that the safety of employees' health is a priority and adheres to the government's guidelines. In 2022, the Company continued to use Work from Home approach and organized various activities and events by taking into account the safety and health of employees. The Company organized online activities and events and has started to organize more physical activities and events according to various relief measures of the government. This is to allow employees to do more activities together. The activities and events organized in 2022 include:

- AIT Business Direction 2022 – Virtual Event, an online event where executives meet with employees to acknowledge directions and business plans for the year 2022.
- AIT Talk – Virtual Event an online event to share ideas, ways of thinking and attitudes to create balance between personal life. In this event, the executives or employees share their life experiences with other employees. The event was organized in 2 sessions. This event received a lot of attention from the employees.
- Sport Day – An event organized annually to promote teamwork, build good relationships and strengthen the unity of employees between departments through many activities such as football, badminton, funny games, etc.
- Engagement Survey 2022 – The survey engagement of employees. Employees are the most valuable resource, driving the organization towards success and sustainable development. Therefore, the Company conducted a survey of employee engagement for the year 2022 to obtain feedback from employees. This is in order to improve the standard of employee care of the Company to be comparable to companies in the same industry. The survey results showed an employee engagement of 95% while the target of employee engagement was set at 80%



Human Resources Development

The Company continuously encourage and 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 value and also code of conduct in accordance with the Company strategy and business direction.

Career Path: The Company establishes a career path policy for all professions at all levels in order to continuously develop their skill, knowledge and competence by taking into account their talents, attitudes and potentials for further development, maximum efficiency and effectiveness.

Employee Training: The Company plans diversify its resource developments. The most important part that the Company relying 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 able to work with higher skills on both solve the problem and creativity including business expertise.
2. Create positive attitudes at work, this training is able to enhance the employees the knowledge and expertise and fulfill employees needs and expectations including provides career path for the future in order to encourage employees for efficiency work for the Company.

At the present, the Company has plan to train the employees at all levels, including internal and external trainings as well as TraiNex training center, where employees enable to train to develop their IT skills and expertise in order to fully promote knowledge and understanding to work efficiently and effectively, with more professional.

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
- Job Skills	- Role Specific Competency
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.

Employees information 2022



Employees Information Table

	Unit	2020	2021	2022
Employees Information				
Total Employees	person	570	591	578
Classified by gender				
• Male	person	401	424	412
• Female	person	169	167	166
Classified by age				
• Over 50 years	person	31	34	44
• 30 – 50 years	person	348	343	339
• Under 30 years	person	191	214	195
The proportion of permanent employees to total employees	percentage	63	57	60
Newly recruited employees	person	103	109	82
The proportion of new employees to total employees	percentage	18.1	18.4	18.3
Number of voluntarily resigned employees	person	45	52	112
The proportion of voluntarily resigned employees to total employees	percentage	7.9	8.8	19.4
Personnel Development				
Number of training hours	hours	1,075	3,504	3,798
Training expenditure	million Baht	4.7	5.9	19.2

Safety and Occupational Health

The Company attaches importance to the safety of life and property of its employees. by providing a safe and hygienic working environment such as ozone drying inside the building, cutting trees, landscaping around the building, etc., along with the provision of protective equipment, control and reduce the risk of accidents and health that may occur during the operation, as well as provide virtual training and drills in the event of an emergency or accident that may occur.

In 2022, there has not been returning to normal after the COVID-19 pandemic. Despite the relaxation measures of the government, the Company was aware of the safety and concern for the health of its employees and adjusted to working from home and strictly follow the government's guidelines, including encouraging the employees to wash their hands with soap or alcohol gel, wear a mask at all times and social distancing.

Customer, Supplier and Competitor Responsibility

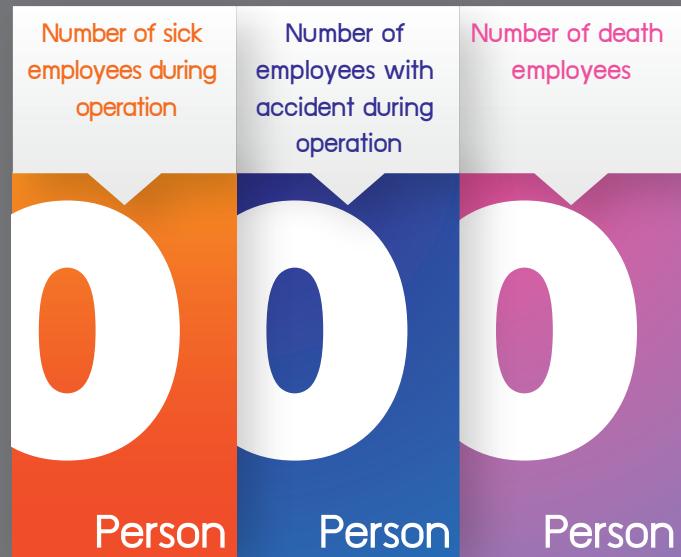
Customer

The Company attaches great importance to the quality of products and services delivered to customers. Good relationships with business partners can lead better understanding of the characteristics of products and services. The company has been successful in building and maintaining its reputation in the information and communication technology industry in the Thailand for a long time and is widely accepted in the public and private sectors. The company has been involved in various projects in various roles, such as the Prime Contractor, Subcontractor, Consortium, depending on the nature of the project proposed by the Company.

The Company has organized the events and activities with partners in various forms such as training, seminars, exhibition booths, etc. to provide information and knowledge and update new technologies. This is to allow customers to understand and gain access to the Company's solutions. In 2022, due to the issuance of various relief measures from the government, the Company has organized the events and activities both online and offline with partners such as

“
Safty First

”



- Simplified your security experience with Cisco SecureX, a webinar organized in collaboration with Cisco Systems (Thailand) Company Limited to allow customers or attendees to learn how to create a simpler IT security experience with SecureX, a cloud platform for complete connection to Cisco security solutions and the Company's IT infrastructure;



- How to protect against security threats in the age of encryption, a webinar organized in collaboration with F5 and Westcon Group (Thailand) to allow customers or attendees to get to know the Traffic Encryption Management with the use of SSL Orchestrator solutions developed by F5. This will lead to understanding of the importance of management principles. In this webinar, use cases were also presented, including a demonstration of the use of SSL Orchestrator;



- HPE IT Trends & Digital Transformation, seminar organized in collaboration with Ingram Micro to allow customers or attendees to experience the technology that can meet the needs of enterprise data storage with products from HPE and Cohesity;

- Moving Government Forward, The Future Belongs in the Cloud, an event organized in collaboration with the Ministry of Digital Economy and Society, together with Office of the National Digital Economy and Society Commission (ONDE), National Telecom Public Company Limited and Cisco Systems (Thailand) Company Limited;



- “Cloud Computing and API” a solution exhibition booth organized in collaboration with Amazon Web Services, Inc (AWS) in “41st Workshop on UniNet Network and Computer Application” (WUNCA 41);



- AIT Smart Connect 2022, the Company's annual seminar organized in collaboration with partners. The exhibition booths and lectures were provided on the topics interesting and beneficial to the participants. The event also received cooperation from experts in providing business information, including technology updates and new solutions, as well as providing services and recommendations to maximize business efficiency for customers;



- AIT 30 Years Journey of Trust, an anniversary celebration event organized to show appreciation to our customers, business partners and business alliances who have joined the journey with continued support and trust in the Company contributing to the business growth of AIT while committing to providing standardized services and responding to the needs of customers in a comprehensive and efficient manner.

In addition, the Company's customer service department conducted a customer satisfaction survey to collect information, issued, analyzed and developed various services to meet customer needs and create maximum benefits. In 2022, the Company received a satisfaction score of 99.56 percent in service speed and 99.58 percent in service efficiency and problem-solving, making the overall satisfaction score at 99.57 percent. In 2022, we have also improved our customer service system into an automated system called Customer Service Management (CSM) in order to provide a full range of services, to monitor and verify all types of services, including installation, delivery and maintenance. In the CSM system, another important tool developed is the service information system called Service Knowledge Management System (SKMS) as a center for collecting all customer service data with data retrieval function. This is to provide the customers with faster services that meet their needs. In terms of requesting services, the Company has added additional communication channels such as Web Portal and Line Official Account @AITHelpDesk to support the current needs of customers. These communication channels can be will be available from 2023 onwards.

The Company believes in the value of creating continuous satisfaction and confidence to its customers in order to offer services and meet the needs of customers appropriately. In addition to its Head Office in Bangkok, the Company also has service centers located in 7 other provinces to serve the services throughout the country, including Chonburi, Khon Kaen, Chiang Mai, Surat Thani, Phitsanulok, Songkhla, and Nakhon Ratchasima.

Suppliers or Business Partners

The Suppliers or business partners selection process of the Company is based on equal treatment principle under the criteria for evaluation and selection of business partners of the Company while promoting and monitoring executives, employees or related persons to strictly comply with the business ethics manual "Policy and Treatment of Business Partners".

The company has a good relationship with many business partners which are technology leaders known in many fields in order to maximize efficiency and effectiveness and increase competitiveness. For information technology and infrastructure businesses, the key partners include Cisco, HPE, VMware, Oracle, and Veritas. For Cloud business, the key partners include Cisco, HPE, VMware, and F5. For the security business, the key partners include Cisco, Palo Alto, Fortinet, Symantec, and Trend Micro. At the same time, the Company also develops and builds its personnel with the knowledge and ability to serve customers from our partners with certifications from our main partners such as Cisco, HPE, NetApp, F5, Fortinet, PaloAlto Networks, VMWare, Veritas, Microsoft, Huawei, etc

In 2022, with the selling skills and working potential, the Company has received many awards from partners and alliances which is another guarantee of success. The awards the Company received in 2022 are such as Veeam Value-Added Reseller GOLD LEVEL FY2022, F5 GOV Innovation and Performance Award 2022, nForce: Top Rising Star 2022, Cisco FY22 Architecture Excellence Security, Cisco FY22 Architecture Excellence Collaboration, Cisco FY22 Architecture Excellence CISG, Cisco FY22 Best X-Architecture Win (NSTDA), Cisco FY22 Thailand Partner of the Year and Radware FY22 Best Partner of the Year Award.

Competitors

The Company treats its competitors under the framework of fair competition by not accessing the confidential information of its competitors in dishonest or inappropriate manners, including not damaging the reputation and accusing the competitors. In addition, the Company also encourages and monitors its executives, employees or related persons to strictly comply with the Code of Conduct on "Policy and Treatment of Competitors".



Major Suppliers



Awards 2022

Corporate Social Responsibility

The Company realizes the importance of supporting the development of quality of life and prosperity for communities and Thai society. The Company also instills awareness among employees in the organization regarding social, community, and environmental responsibilities through media and internal activities. In the past, activities have been carried out under the scope and guidelines specified.

In 2022, the Company had the opportunity to contribute to society due to the COVID-19 pandemic. The Company donated the Moderna vaccine to Srithanya Hospital for further use. The Company also provided an area in front of the Company's building to be a polling station for the members of the Bangkok Council and the governor of Bangkok for surrounding communities. Moreover, the Company also held the "Phra Pok Rom Yen" event on a special occasion of the 30th anniversary for the auspiciousness to the executives and employees at Wat Khao Ta Ngo, Chaiyaphum Province. Including arranging a merit-making ceremony, giving dry food to monks in receiving for blessings from 9 monks, and arranging a Brahma worship ritual for the prosperity of the company, executives and employees at the front of the company's building.

Providing Access to Digital and Social Opportunities

The Company believes that in order to successfully do business according to the set goals, it may not depend on the company alone, but also on the stakeholders. Since the Company's main business is directly related to information technology, it gives importance to Thailand's education, which is an important tool in driving quality of life. The Company believes that education is an important foundation for sustainable development of society and the nation and can develop and enhance the well-being of society to a higher level through various information technology knowledge transfer projects, as well as promoting access to technology in the wilderness. In 2022,



the Company donated materials and equipment as well as funds to improve the quality of life. For example, the Company donated 50 computers worth 1,200,000 baht to 14 schools under the Office of Primary Educational Service Area, Bueng Kan Province, to be used as learning media. The computers donated will be allocated and used for the benefit of students. In addition, the Company has also cooperated with SVOA Public Company Limited as partners to donate 100 computers to underprivileged schools. Both companies aim to contribute profits to society by providing technology facilities to schools to benefit underprivileged students in remote areas. In addition, the Company has organized the events and activities to support education for students at Hua Khao Kaew School, Nakhon Nayok Province.



3.5. Sustainability Management in Environment

Environmental Management Policies and Practices

The Company is aware of its duties and responsibilities towards the environment and strives to enhance the efficiency of environmental management. This covers operating activities or providing services of the Company with the policies and guidelines on the environment as follows:

1. To comply with the law regulations and the environmental requirements in the activities of the Company strictly.
2. To cultivate and create awareness among employees at all levels to consider environmental responsibility in order to understand and realize its importance by continually organizing staff training and campaigns through environmental activities conforming to the international standard ISO4001, as well as other relevant standards.
3. To develop and improve the environmental resource management system, continual improvement, and review of work processes to reduce negative environmental impacts, as well as supporting the efficient and effective use of resources.
4. To support procurement of environmentally friendly products and services, including encouraging suppliers, contractors, and external service providers to provide environmentally friendly services.

Energy Management

The Company promotes and creates awareness among all employees about using energy efficiently, along with training employees to be aware of it and instilling in all employees the importance and cooperation in energy conservation within the organization, both in terms of reducing using electricity, reducing the use of air conditioners, reducing the use of passenger elevators, and reducing the use of office equipment and various fuels. The Company installed an automatic light system that helps control the turn-off of electricity throughout the organization. In addition to being able to save electricity for the company, it also reduces the use of electricity. The Company controls and monitors the energy management and is still in the process of setting clear goals to maximize the use of energy. In 2022, the Company's electricity consumption increased by 19% compared to that in 2021. This is because the Company has allowed more employees to return to work at the office in accordance with various relief measures of the government. Although some employees were still working from home, energy consumption was similar to that of 2020. However, the Company continues to control energy consumption for energy efficiency. In 2022, for all lamp posts in the parking lot are powered by solar energy.

The annual electricity consumption of the Company
(Unit: megawatt)



Water Management

Although the Company's core business does not consume water in its business operations, the Company realizes and takes into account the role of conserving water resources. In 2022, although water consumption is higher than 2021 and 2020, the company also places importance on saving water and continuously monitoring water consumption. The Company ensures that wastewater treatment is carried out in accordance with the effluent standards prescribed by law.

The annual water consumption of the Company
(Unit: cubic metres)



Waste Management, E-waste, and End-of-Life Product Management

Waste management is one of the Company's priorities as waste is considered a problem that affects health and the environment. On the management of waste and general waste inside and outside the building, the Company has continual improvement and development plans to create a safe and hygienic working environment. In addition, electronic waste generated from the Company's main business in the system installation of the project or even use within the organization itself is another thing that the Company never overlooks. The Company has systematic management of electronic waste that is nearing its expiration date or has expired by hiring an electronic waste disposal company directly to take the electronic equipment for disposal. For general waste separation, housekeepers are responsible for separating recyclable waste such as paper and plastic bottles from general waste before sending them to the municipality for further disposal, etc.

Greenhouse Gas Management

The Company realizes and recognizes the importance of greenhouse gas management, which is one of the factors contributing to the current climate change burden. Although the main business of the Company may not have the same impact as industrial plants that directly emit greenhouse gas emissions, some of the Company's business activities are likely to contain greenhouse gas emissions, such as the use of electricity inside the building, the use of air conditioners, and the use of fuel from cargo transportation. At present, although the Company has not yet performed a measurement of the amount of greenhouse gas emissions from business operations that have been certified by the relevant agencies, The Company studies such matters and is in the process of setting goals and work plans to make them clear and concrete, including collecting various data in order to manage energy and greenhouse gases more efficiently. In 2022, the Company has invested in Carbon Credit trading business and economic teak plantation which was approved by the resolution of the Board of Directors Meeting No. 5/2022 on November 10, 2022. Investing in such businesses reflects the importance of environmentally friendly business operations. Although the Company's main business operations do not have a direct impact on the environment, this investment is another beginning of participation, whether directly or indirectly, and reflects the commitment towards sustainability.



4. Management Discussion and Analysis

Financial Statement of Advanced Information Technology Public Company limited

Statement of Financial Position

For the year ended 31 December 2022

(Unit: Thousand THB)

Statement of Financial Position	2022	%	2021	%	2020	%
Assets						
Current Assets						
Cash and cash equivalents	1,486,595	23.44%	378,503	6.58%	204,475	3.18%
Other current financial assets	-	0.00%	719,999	12.52%	-	0.00%
Trade and other receivables	1,890,678	29.82%	2,070,826	36.00%	2,633,925	40.97%
Contract assets	1,130,658	17.83%	913,455	15.88%	1,303,894	20.28%
Short-term loan to related party	-	0.00%	-	0.00%	3,000	0.05%
Inventories	882,718	13.92%	863,561	15.01%	1,575,928	24.51%
Assets held for sale	-	0.00%	37,848	0.66%	-	0.00%
Advances for goods and services	-	0.00%	170	0.00%	-	0.00%
Other current assets	203,127	3.20%	168,566	2.93%	130,588	2.03%
Total current assets	5,593,775	88.21%	5,152,758	89.58%	5,851,810	91.02%
Non-current assets						
Other non-current financial assets	3,000	0.05%	82,249	1.43%	139,585	2.17%
Investment in joint ventures	-	0.00%	-	0.00%	30,707	0.48%
Property, plant, and equipment	96,231	1.52%	94,269	1.64%	93,036	1.45%
Right-of-use assets	16,246	0.25%	23,373	0.41%	24,696	0.38%
Equipment for lease	358,511	5.65%	197,495	3.43%	88,675	1.38%
Intangible assets	41,699	0.66%	34,122	0.59%	34,934	0.54%
Deferred tax assets	138,030	2.18%	103,288	1.80%	87,804	1.39%
Others non-current assets	93,670	1.48%	64,559	1.12%	77,937	1.21%
Total non-current assets	747,387	11.79%	599,356	10.42%	577,374	8.98%
Total assets	6,341,162	100.00%	5,752,114	100.00%	6,429,184	100.00%
Liabilities and shareholders' equity						
Current liabilities						
Short-term loans from finance institutions	-	0.00%	-	0.00%	250,000	3.89%
Trade and other payables	921,043	14.53%	790,767	13.75%	1,341,006	20.83%
Unbilled payables	837,329	13.20%	896,107	15.58%	830,353	12.92%
Current portion of liabilities under financial arrangements	93,799	1.48%	96,177	1.67%	143,218	2.23%

Statement of Financial Position (Continued)

For the year ended 31 December 2022

(Unit: Thousand THB)

Statement of Financial Position	2022	%	2021	%	2020	%
Current portion of lease liabilities	8,751	0.14%	11,312	0.20%	10,532	0.16%
Revenue tax payable	53,319	0.84%	29,274	0.52%	37,462	0.61%
Contract liabilities	272,939	4.30%	405,901	7.06%	351,066	5.46%
Provision for penalty on project delay	81,585	1.29%	77,100	1.34%	77,503	1.21%
Other current financial liabilities	11,716	0.19%	123	0.00%	3,117	0.05%
Other current liabilities	66,748	1.05%	133,336	2.32%	133,727	2.08%
Total current liabilities	2,347,229	37.02%	2,440,098	42.43%	3,177,984	49.44%
Non-current liabilities						
Liabilities under financial arrangements agreements	124,579	1.96%	117,981	2.05%	171,915	2.67%
Lease liabilities – net of current portion	5,210	0.08%	11,517	0.20%	14,492	0.22%
Provision for long-term employee benefits	126,438	2.00%	121,279	2.11%	139,571	2.17%
Total non-current liabilities	256,228	4.04%	250,777	4.36%	325,978	5.06%
Total liabilities	2,603,457	41.06%	2,690,875	46.78%	3,503,962	54.50%
Shareholders' equity						
Issued and fully paid-up share capital	1,331,125	20.99%	1,031,604	16.05%	1,031,604	17.93%
Share premium account	602,958	9.51%	303,437	5.28%	303,437	5.28%
Retained earnings						
Appropriated-statutory reserve	150,003	2.36%	128,778	2.24%	103,160	1.60%
Unappropriated	1,651,053	26.04%	1,594,854	27.73%	1,484,454	23.09%
Other components of shareholders' equity	2,566	0.04%	2,566	0.04%	2,566	0.04%
Total shareholders' equity	3,737,705	58.94%	3,061,239	53.22%	2,925,222	45.50%
Total liabilities and shareholders' equity	6,341,162	100.00%	5,752,114	100.00%	6,429,184	100.00%

Statement of Comprehensive Revenue

For the year ended 31 December 2022

(Unit: Thousand THB)

Statement of Comprehensive Revenue	2020	%	2021	%	2020	%
Revenues						
Sales and service revenue	6,293,297	93.56%	6,765,974	96.18%	6,529,653	97.01%
Rental revenue from equipment for lease	259,367	3.86%	179,383	2.55%	131,232	1.95%
Gain from sales of investment	108,627	1.61%	-	0.00%	-	0.00%
Other revenue	65,299	0.97%	89,390	1.27%	70,083	1.04%
Total revenues	6,726,590	100.00%	7,034,747	100.00%	6,730,968	100.00%
Expenses						
Cost of sales and service	5,140,819	76.43%	5,582,167	79.35%	5,414,923	80.45%
Cost of equipment for lease	132,722	1.97%	95,320	1.36%	90,198	1.34%
Selling and distribution expenses	270,467	4.02%	267,510	3.80%	264,782	3.93%
Administrative expenses	330,942	4.92%	324,273	4.61%	338,531	5.03%
Impairment loss on financial assets	96,766	1.44%	14,667	0.21%	107,841	1.60%
Fairvalue loss on FVTPL equity instrument	70,584	1.05%	69,000	0.98%	-	0.00%
Total expenses	6,042,300	89.83%	6,352,936	90.30%	6,216,275	92.35%
Operating profit	684,290	10.17%	681,811	9.69%	514,694	7.65%
Share of loss from investments in joint ventures	-	(0.00)%	(5,860)	(0.08)%	(7,318)	(0.11)%
Profit before finance cost and revenue tax	684,290	10.17%	675,951	9.61%	507,376	7.54%
expenses						
Finance revenue	3,258	0.05%	911	0.01%	26,265	0.39%
Finance cost	(2,794)	(0.04)%	(11,546)	(0.16)%	(21,123)	(0.31)%
Profit before revenue tax expenses	684,754	10.18%	665,316	9.46%	512,517	7.62%
Revenue tax expenses	(143,109)	(2.13)%	(138,191)	(1.97)%	(118,246)	(1.76)%
Profit for the year	541,645	8.05%	527,125	7.49%	394,395	5.86%
Other comprehensive revenue:						
Other comprehensive revenue to be reclassified to profit or loss in subsequent periods	-	-	-	-	-	-
- Share of other comprehensive revenue from investments in joint venture	-	-	-	-	-	-
Other comprehensive revenue not to be reclassified to profit or loss						
loss in subsequent periods	—	-	11,209	-	(14,497)	-
- Actuarial gain (loss) - net of revenue tax	-	-	11,209	-	(14,497)	-
Other comprehensive revenue for the year						
Total comprehensive revenue for the year	541,645	8.05%	538,334	7.65%	379,774	5.64%
Basic earnings per share	0.49	-	0.51	-	0.38	-

Statement of Cash Flow

For the year ended 31 December 2022

(Unit: Thousand THB)

Statement of Cash Flow	2022	2021	2020
Cash flow from operating activities			
Profit before tax	684,754	665,316	512,517
Adjustments to reconcile profit before tax to net cash provided by (paid from) operating activities			
Depreciation and amortization	138,332	107,180	99,018
Impairment loss on financial assets	96,766	14,667	107,841
Share of loss from investments in joint ventures	-	5,860	7,318
Gain from disposal of investments in joint venture	(108,627)	-	-
Gain on sales of unit trust in open-end mutual funds - debt instruments	(645)	-	-
Provision for penalty on project delay	5,232	-	1,433
Loss on write-off withholding tax deducted at source	-	-	2,042
Loss (gain) on sales and write-off of building improvement and equipment	2	(11)	(135)
Loss on write-off of equipment for lease	-	-	(173)
Provision for long-term employee benefits	16,143	13,354	26,665
Unrealized loss (gain) on exchange	(2,319)	(174)	(12,859)
Loss on fair value adjustments of financial instruments	82,178	66,007	2,444
Finance cost	2,794	11,546	21,123
Profit from operating activities before changes in operating assets and liabilities	914,610	883,745	767,234
Operating assets (increase) decrease			
Trade and other receivables	168,801	559,115	(411,225)
Contract assets	(293,363)	382,995	352,468
Inventories	(19,157)	712,367	(829,996)
Advances for goods and services	-	-	156,366
Other current assets	(34,561)	(37,978)	20,281
Other non-current assets	29,110	13,377	(28,620)
Operating liabilities increase (decrease)			
Trade and other payables	91,623	(556,779)	599,581
Unbilled payables	(58,778)	65,753	116,811
Contract liabilities	(132,962)	54,835	(193,417)
Cash paid for penalty on project delay	(747)	(403)	(39,479)
Other current liabilities	(59,302)	(390)	39,327
Cash paid for long-term employee benefits	(10,984)	(17,634)	(2,985)

Statement of Cash Flow (Continued)

For the year ended 31 December 2022

(Unit: Thousand THB)

Statement of Cash Flow	2022	2021	2020
Cash from (used in) operating activities	536,070	2,059,002	546,346
Interest paid	(2,794)	(11,664)	(21,448)
Refundable withholding tax deducted at sources	-	-	10,725
Revenue tax paid	(153,806)	(164,665)	(129,506)
Net cash from (used in) operating activities	379,470	1,882,673	406,117
Cash flows from investing activities			
Cash received from sales of unit trust in open-end mutual funds - debt instruments	720,643	-	-
Purchase of unit trust in open-end mutual funds – debt instruments	-	(720,000)	-
Cash received from disposal of investments in joint venture	125,976	-	-
Purchase of financial instruments	-	(11,665)	(54,594)
Decrease (increase) in short-term loan to related party	13,000	(10,000)	(3,000)
Proceeds from sales of equipment	-	30	144
Proceeds from sales of equipment for lease	-	-	174
Cash payment for purchase of building improvement and equipment	(21,646)	(26,181)	(16,352)
Cash payment for purchase of equipment for lease	(226,020)	(169,138)	(23,018)
Cash payment for purchase computer software	(10,347)	(4,921)	(4,643)
Net cash from (used in) investing activities	601,606	(941,875)	(101,289)
Cash flows from financing activities			
Decrease in short-term loans from financial institutions	-	(250,000)	(150,000)
Increase (decrease) in liabilities under finance arrangement agreements	4,220	(100,975)	209,628
Cash payment for lease liabilities	(12,240)	(13,477)	(9,823)
Cash received from share subscriptions from exercise of warrants	599,042	-	-
Dividend paid	(464,006)	(402,317)	(340,341)
Net cash from (used in) financing activities	127,016	(766,769)	(290,536)
Net increase in cash and cash equivalents	1,108,092	174,029	14,292
Cash and cash equivalents at beginning of year	378,503	204,474	190,182
Cash and cash equivalents at end of year	1,486,595	378,503	204,474

Overview

Summary of Operations Overview

The operating performance of Advanced Information Technology Public Company Limited ("Company") in 2022 is a turnover of the Company and recognition of the profit (loss) of the operating performance of the investments in joint ventures. The main revenue of the Company comes from being a system integrator who gathers systems and equipment related to information technology and communication to properly apply with each organization's demands or otherwise known as a solution. The revenue can be classified as follows:

1. Sales include the revenue from selling equipment, software, Turnkey project or developed or completed projects which are ready to be delivered to the clients.
2. Services include the revenue from consultation, design, installation, training, as well as equipment maintenance.
3. System and equipment leases include the revenue from computer equipment lease.

Table showing changes in operations

Items	2022	2021	2020
Total revenue (MB)	6,726.59	7,034.75	6,730.97
Increase (decrease) of changes in revenue from prior year	(308.16)	303.78	(342.75)
Increase (decrease) of percentage changes in revenue from prior year	(4.38)%	4.51%	(4.85)%
Profit Attributable to Equity Holders of the Company (MB)	541.64	527.12	394.27
Increase (decrease) of changes in net profit from prior year	14.52	132.85	2.18
Increase (decrease) of percentage changes in net profit from prior year	2.75%	33.70%	0.56%

The first half of the year 2022, the overall economic is continuously stable from the end of 2021. Later in the second half of 2022, the coronavirus disease 2019 epidemic (COVID-19) relieved more. People could have a more flexible lifestyle along with the opening the country's border to foreign tourists and the flexibility of the COVID-19 disease control measures. The COVID-19 disease epidemic in the past few years was considered as an important factor which slowed down the global economy and broadly impacted on society. It also causes a global shortage of semiconductor crisis which the Company had to put off the delivery of some works according to the equipment delivered. However, when the COVID-19 disease epidemic situation started to be better, it helped the operation to conduct projects more convenient, and that the Company could accelerate its works more in 2022. Therefore, the Company revenue was not much lower than those in 2021, just only 4.38%. The factor of this reduction was that, in 2022, the Company did not work on any large-scale or high-valued projects as in 2020 and 2021. In comparison with the revenue of 2021, it found that the Company had a relatively high revenue due to: 1) Large-scaled projects including those ongoing projects from 2019; 2) Bidded projects in 2020 which the Company could deliver the projects in 2021 and; 3) Bidded projects in 2021. In relation to government agencies and state enterprises, there is also an expenditure-based budget that stimulates economic slowdown due to the COVID-19 disease epidemic. This budget helps not to decrease the project quantity that the Company participated in auctions, but there may be a delay for the project implementation. The Company's most revenue perceived in 2022 includes the trading and installation project of information technology and

communication systems for the new parliament building (Phase 2) of the Secretariat of The House of Representatives, the contracting project for train tracking and freight management system development of the State Railway of Thailand, the system trading project for the GDCC (VM) service expansion of National Telecom Public Company Limited, the trading project of durable articles for Software-Defined Network communication network system and DNS server for internet/intranet zone of Government Savings Bank and the development project of the central digital platform for social security services connection to specific insurers of the Social Security Office.

In 2021, the economic overview started to recover during the Q3-2021 due to the following factors:

1) The gradual flexibility of the COVID-19 disease epidemic control measures and the vaccination with more progresses; 2) The result of the previous outstanding demand and; 3) The government's measures which continually support the purchasing power. Moreover, the government's expenditures have an important role in supporting the economy. Although the Company is affected by the global shortage of semiconductor crisis, but it could deliver equipment in parts to customers. In 2021, the Company had a good operating performance which it could gain satisfactory revenue and profit higher than estimated by having increased revenue from 2020. In 2021, The Company's most revenue came from large-scaled projects, for example, the trading and installation project for system and information technology infrastructure management and unified communication of the Provincial Electricity Authority, the trading and installation project of information technology and communication systems for the new parliament building of the Secretariat of The House of Representatives, Phase 1 and 2, the purchase and installation project for Cloud system to support the service of the government's central Cloud project of CAT Telecom Public Company Limited (currently named as National Telecom Public Company Limited), the supply project for server computers with equipment to increase the efficiency of the information system operation of the Social Security Office, the contracting project for the maintenance of data communication network systems and equipment of CAT Telecom Public Company Limited, the contracting project for the maintenance of network of Airports of Thailand Public Company Limited, and the development project of ticketing system and reservation (D-Ticket) of the State Railway of Thailand.

In 2020, the COVID-19 disease epidemic broadly impacted on economy especially in tourism sector and service business. Especially in the first half of 2020, according to the government established strict contagion control measures, thus, there was no contagion in the country in the second half of the year. For the second half of the year, the economy started to recover because of the flexibility of the contagion control policy and also the stimulation both fiscal and monetary measures from the government. However, in the middle of the economic and social conditions impacted by the COVID-19 disease epidemic in 2020, the Company could gain satisfactory revenue and profit higher than estimated, although the turnover decreased from 2019, which was the year with the highest turnover since the company's establishment because the Company had revenue from large-scaled projects that have been operating since 2019, together with the government's expenditure budget for 2020 was issued in time before the COVID-19 disease epidemic. Thus, the government's project auctions were not reduced. In 2020, the Company's most revenue came from large-scaled projects, for example, the contracting project for information technology and communication of the new parliament building, the purchase and installation project for Cloud system to support the service of the government's central Cloud project of CAT Telecom Public Company Limited, the development project of ticketing system and reservation (D-Ticket) of the State Railway of Thailand, the supply project for high-speed internet service in remote areas, and the trading project of durable articles and communication network system of Government Savings Bank.

In terms of the net profit of 2022, it increased while the rate of change in revenue decreased because: 1) The projects which could be perceived their revenue from the sales and the services in 2022, some of them came from the projects which have been continued since 2021, which relatively had high profit margins; 2) In 2022, the Company had a profit of 108.63 million baht from the investment in Genesis Data Center Company Limited; 3) The revenue from the project of equipment for rent increased which this equipment for rent project had a gross profit margin higher than the sales and service project; 4) The impairment loss in financial assets and the equity instrument loss required to measure fair value through profit or loss recorded in 2022 in total of 104.24 million baht.

In terms of the net profit in 2021, it increased at a higher rate than the change of revenue because: 1) The projects which could be perceived their revenue in 2021 had a high gross profit according to the contracting project different from those in 2019 which were hardware sales projects with lower gross profit margin, together with, in 2021, the record of incoming project's fee commission was a part of cost of sales; 2) The greatly high revenue in 2021 could cover more fixed expenses; 3) The impairment loss in financial assets and the equity instrument loss required to measure fair value through profit or loss recorded in 2021 in total of 83.67 million baht which was less than the impairment loss in financial assets recorded in 2020 which equaled to 107.84 million baht.

In 2020, the gross profit margin increased from 2019 because many large-scaled projects in 2020 recognized a relatively higher gross profit margin than in 2019 although the recognized revenue from large-scaled projects that had been operating continuously since 2019, which were the projects with a not very high gross profit margin. Furthermore, this was a result of the Company had the incomerevenue of 25.52 million baht from the interest received from long-overdue large debtor and the share of loss from the investments in joint ventures of 21.23 million baht resulting in the net profit change in contrast to the revenue change.

The operating performance in 2022 of the Company in the financial statements in which equity method is applied, had the total revenue decreased by 308.16 million baht from 2021 or decreased by 4.38% while the net profit margin increased by 2.75%. The operating performance in 2021 of the Company, the total revenue increased by 303.78 million baht from 2020 or increased by 4.51% while the net profit margin increased by 33.70%. For the operating performance in 2020 of the Company in the consolidated financial statement, had the total revenue decreased by 342.75 million baht from 2019 or decreased by 4.85 % while the net profit in 2020 increased by 2.18 million baht from 2019 or increased by 0.56%.

Comparison and Estimation

In 2022, the Company estimated its revenue at 6,800 million baht. Once in comparison with the actual operating performance with a total revenue of 6,726.59 million baht, it shows that the actual operating performance was slightly lower than the estimation which was a result of the global supply disruption. The Company's direct impact was the shortage of semiconductor for computer and telecommunication equipment. This slowed down the revenue due to the delay in equipment delivery. However, with the Company's endeavor to trace and urge the suppliers, it had an actual total revenue not very lower than estimated. In addition, the bidden projects in 2022 had values decreased from 2021.

In 2021, the Company estimated its incomerevenue at 6,500 million baht. Once in comparison with the actual operating performance with a total incomerevenue of 7,034.75 million baht, it shows that the actual operating performance was higher than the determined estimation which was a result of the perception of revenue of the large-scaled projects which had been operating continually from 2019 and 2020 and the delivery of the new projects in 2021. The Government's expenditure budget had successively expanded to support overall economy from the impact of the COVID-19 disease epidemic. Therefore, the number of projects for bidding in the market did not decrease which the Company could action many large-scaled projects.

In 2020, the Company estimated its revenue at 6,000 million baht. Once in comparison with the actual operating performance with a total revenue of 6,730.97 million baht, it shows that the actual operating performance was higher than the determined estimation which was a result of the perception of revenue of the large-scaled projects which had been operating continually from 2019 and the delivery of the new projects in 2020, together with the expenditure budget was approved before the COVID-19 disease epidemic so the number of projects for bidding in the market did not decrease which the Company could action many large-scaled projects.

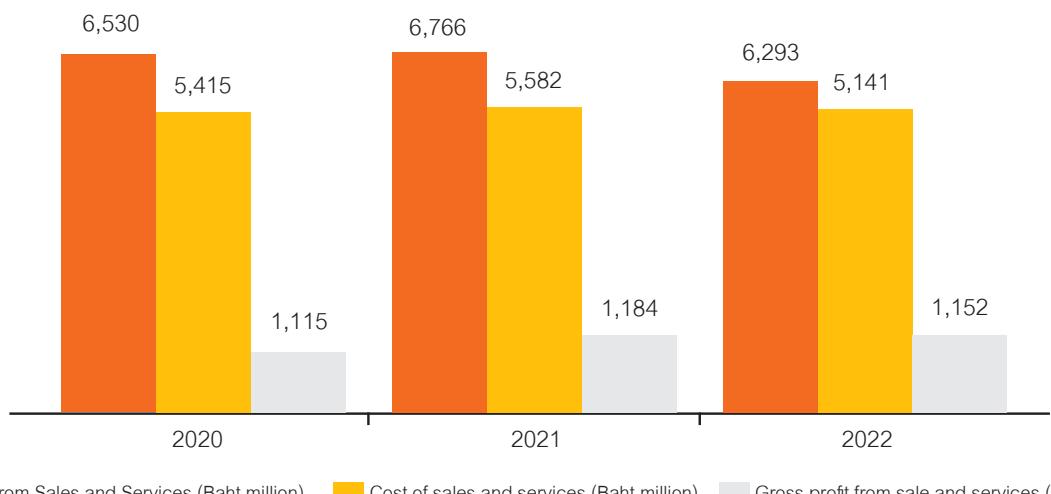
Operating Performance and Profitability

The main revenue of the Company comes from the revenue of the projects won from auctions of government agencies, state enterprises and large private companies. Thus, the consideration for change in revenue can be divided into:

- The revenue from sales and services which consist of the revenue of selling system and equipment, building and construction for installing computer and telecommunication equipment, as well as after-sales maintenance service in the same project.
- The revenue from system or computer equipment lease, as well as after-sales maintenance service throughout the lease term.

Revenue and Cost from Sales and Services

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



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

From the chart above, it shows that the operating performance in 2022, the Company's revenue from sales and services decreased in comparison with 2020 and 2021. The main reason was because, in 2022, the Company received projects with values lower than those in 2020 and 2021 resulting in the revenue in 2022 decreased from 2021 by 472.68 million baht or decreased by 6.99%

For the operating performance in 2021, the Company's revenue from sales and services increased from 2020, but decreased in comparison with 2019. The main reason was because, in 2021, the Company received large-scaled projects and could deliver them in time within 2021, although they were not as large as those in 2019, but the Company could operate them and recognize the revenue of the ongoing projects from 2019 resulting in the revenue in 2021 increased from 2020 by 236.32 million baht or decreased by 3.62%.

For the operating performance in 2020, the Company's revenue from sales and services decreased from 2019, but higher in comparison with 2018. The main reason was because, in 2020, the Company did not receive any large-scaled projects as in 2019, but it could operate them and recognize the revenue of the ongoing projects from 2019, together with the Company received many large-scaled projects because the government's expenditure budget in terms of information technology was approved before the COVID-19 disease epidemic resulting in the revenue in 2020 decreased from 2019 by 373.77 million baht or decreased by 5.41%.

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

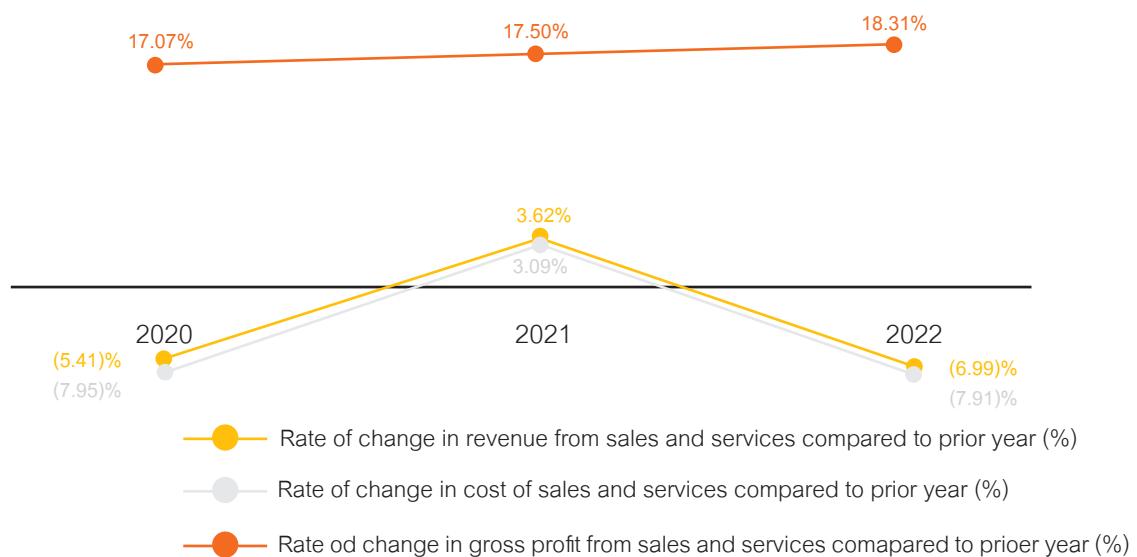
Range of Revenue, recognized by projects	2022		2021		2020	
	No. of Projects	Revenue [MB]	No. of Projects	Revenue [MB]	No. of Projects	Revenue [MB]
More than 1,000 million baht	-	-	-	-	-	-
500 – 1,000 million baht	-	-	2	1,339	1	549
100 – 500 million baht	12	2,299	6	1,201	12	1,992
50 – 100 million baht	14	1,049	16	1,161	16	1,089
20 – 50 million baht	39	1,275	41	1,411	33	1,098
10 – 20 million baht	46	650	38	551	46	651
Less than 10 million baht	1,063	1,020	1,010	1,103	1,348	1,151
Total	1,174	6,293	1,113	6,766	1,456	6,530

In accordance with the chart of revenue comparison, in 2022, the Company had its recognized revenue projects in total of 1,174 which the number of projects increased in comparison with 2021. Most of them were an increase of those projects with their revenue in the range of 100 – 500 million baht and in the range of 10 – 20 million baht, but there was no revenue from the revenue perception of the projects in the range of 500 – 1,000 million baht in 2022, only in 2020 and 2021. This shows that, in 2022, the Company bid for large-scaled projects with smaller values in comparison with 2020 and 2021 which was an important factor 2022 revenue decreased even though there were more revenues from the projects in the range of 100 – 500 million baht.

In 2021, the Company had its perceived revenue projects in total of 1,113 which the number of projects decreased in comparison with 2020. Most of them were a decrease of those projects in the range of less than 10 million baht. However, the revenue from the recognized revenue the projects in the range of less than 10 million baht in 2020 and 2021 was still similar. This shows that the revenue per project was higher. Considering the increased revenues in 2021 in comparison with 2020, most of them were from the projects in the range of 500 – 1,000 million baht and 20 – 50 million baht. For the projects in 2021, which their revenues and numbers were decreased from 2020, they were the projects in the range of 100 – 500 million baht. For the recognized revenue from other project ranges were not very different in comparison with 2020.

In 2020, it found that the Company had its perceived revenue projects in total of 1,456 which the number of projects greatly increased in comparison with 2019. This was an increase of the recognized revenue of the projects in the range of 100 – 500 million baht. For the recognized revenue of the projects in the range of 1,000 million baht was decreased from 2019 because such large-scaled projects had been delivered in 2019 worth 1,826.5 million baht, together with, in 2020, there was a delay of the building project which the Company could not install the information technology system as agreed. Moreover, the impact of the COVID-19 disease epidemic did not allow the Company to fully operate its works. There were 12 projects with their revenues in the range of 100 – 500 million baht or 30.51% of the revenue from sales and services. For the recognized revenue from other project ranges were not very different in comparison with 2019.

With the relatively high competitive both on technology and price together with the projects available in the market are quite limited, most of them are from the government and state enterprises due to the private sector investment as a result of economic contraction. Nevertheless, the gross profit margin of the Company's sales and services continuously increased by 17.07%, 17.54% and 18.31% in 2020, 2021, and 2022 respectively. Due to the Company's cost control system, the actual costs occurred was lower than all of the estimated costs for the existing projects which the tendency chart can be seen below.



The Chart of Changes in Revenue and Cost of Sales and Services

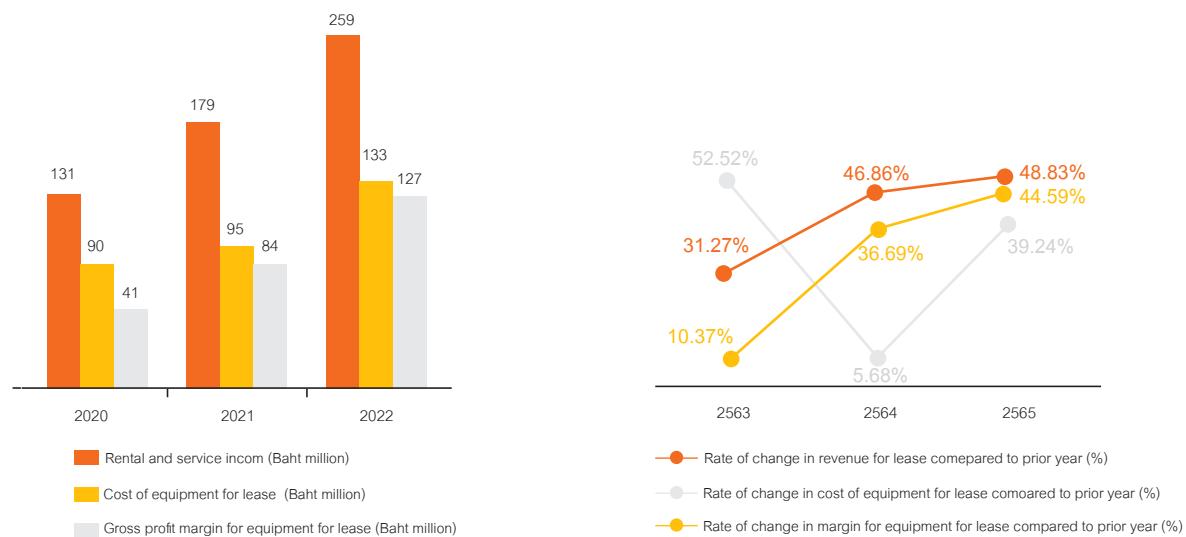
From the chart representing the revenue, cost, and gross profit of the sales and services, it found that, in 2022, the Company had costs of its sales and services decreased by 441.35 million baht or decreased by 7.91% while the revenue decrease rate in 2022 equaled to 6.99%. This shows that the cost increase rate was slightly lower than the revenue increase rate, meaning the gross profit margin of the perceived revenue projects in 2022 was higher from 2021. This was because the Company's cost control system did not allow its actual project expenses to be more than estimated. In addition, the company attaches importance to the accuracy of the bid cost projections. It found that most of the actual cost was usually lower than the estimated one.

The Company had the cost of its sales and services in 2021 increased from 2020 by 164.24 million baht or decreased by 3.09% while the revenue increase rate in 2021 equaled to 3.62%. This shows that the cost increase rate was slightly lower than the revenue increase rate or considered as similar, meaning the gross profit margin of its projects increased.

The Company had the cost of its sales and services in 2020 decreased from 2019 by 467.87 million baht or decreased by 7.95% while the revenue decrease rate in 2020 equaled to 5.41%. This shows that the cost decrease rate was more than the revenue decrease rate because the large-scaled projects received in 2020 had a higher gross profit margin.

Revenue and Cost of System and Computer Equipment for Lease

The revenue from the system and computer equipment for lease is a revenue from the rent of telecommunication and computer equipment. The Company's clients are state enterprise, government agencies, and financial institutions. The operating performance of the system and computer equipment for lease business can be summarized as the important financial information 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

In accordance with the chart above, the rental revenue in 2022 increased by 44.59% because there were rental projects including new arrival equipment while the cost increase rate of the rental equipment in 2022 increased at a lesser rate which equalled to 39.24% because the terms of contract of some equipment for lease projects were extended by using the same equipment. In addition, the estimation change by extending the rental equipment's lifespan to be in accordance with the actual use impacted the gross profit margin of the equipment for lease in 2022 to be increased by 48.83%.

The rental revenue in 2021 increased by 36.69% because there were rental projects including new arrival equipment while the cost increase rate of the rental equipment in 2021 slightly decreased because the terms of contract of some equipment for lease projects were extended by using the same equipment. In addition, the increased average gross profit of the new arrival rental projects impacted the gross profit margin of the equipment for lease in 2021 to be increased by 46.86%.

The rental revenue in 2020 increased by 10.37% because there were rental projects including new arrival equipment and copyright. However, the cost increase rate of the equipment for lease increased by 52.54% which decreased the gross profit margin of the equipment for lease in 2020 by 31.27% because some equipment for lease project contracts were renewed with decreased contract terms. Thus, the estimation of the equipment lifespan was also shortened impacting the gross profit of the equipment for lease in 2020 to be decreased.

Other Revenue

Other revenue is a revenue related to the Company's main business which show in the section other revenue. It mostly comes from the promotional revenue derived from the overseas sellers' in accordance with the promotional condition provided for each product or service type and foreign currency exchange rate. In 2022, the Company had other important revenue from gain from sales of investment and other revenue as follows.

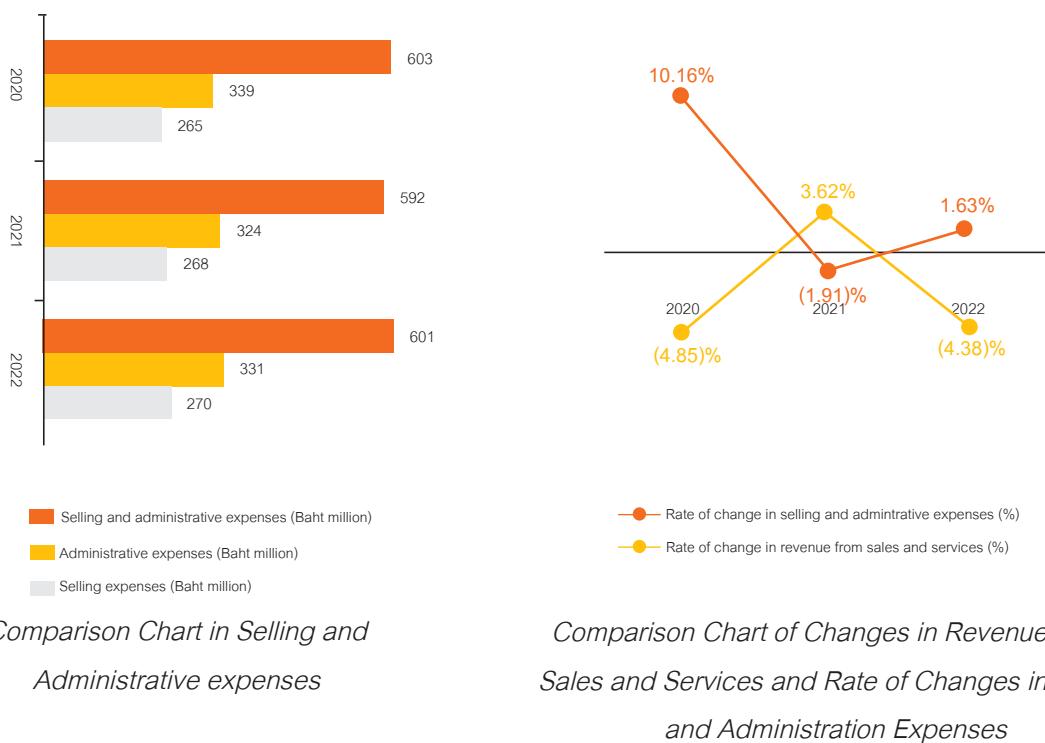
The Company had a gain from sales of investment in 2022 increased from 2021 because the Company sold all of its investments in Genesis Data Center Company Limited in Q1- 2022 with the gain from sales of such investment of 108.6 million baht under the financial statements in which equity method is applied.

In 2022, the other revenue amounted to 65.30 million baht decreased from 2021 which amounted to 89.39 million baht or decreased by 26.95%. Largely, the other revenue in 2022 came from the promotional revenue, derived from the main supplier who could sell each type of product as determined by the supplier itself, amounted to 60.57 million baht which decreased from 2021 by 13.22 million baht because of the decreased purchase volume corresponding to the decreased total revenue. The profit from foreign currency exchange rate was 4.47 million baht.

In 2021, the other revenue amounted to 89.39 million baht increased from 2020 which is equal to 70.08 million baht or decreased by 27.55 %. The other revenue in 2021 mainly came from the promotional revenue, derived from the main supplier who could sell each type of product as determined by the supplier itself, amounted to 73.79 million baht which decreased from 2020 by 13.79 million baht because of the increased incoming purchase volume corresponding to the promotional conditions. The profit from foreign currency exchange rate was 13.92 million baht.

Selling and Administrative Expenses

The selling and administrative expenses of the year 2020–2022, can be shown in the following comparison:



Generally, the sales and administrative expenses are still increased or decreased corresponding to the revenue increase and decrease. The sales and administrative expenses in the past 3 years have the similar balances. However, it found that the sales and administrative expenses had the increase or decrease rates during 2020 – 2022 opposite to the revenue increase or decrease which can be explained as follows:

In 2022, the Company had a decreased total revenue while the sales and administrative expenses increased from 2021. In 2022, the sales and administrative expenses amounted to 601.41 million baht which increased by 9.6 million baht or increased by 1.63% because the COVID-19 disease epidemic started to relieve in 2022 allowing employees to work at offices and meet their clients more. There were also more expenses in multiple operations, for example, the employee training fee was likely changed to be an on-site type, more net expenses in contacting clients, and commission decreased according to decreased total revenue.

In 2021, the Company had an increased total revenue while the sales and administrative expenses slightly decreased from 2020. In 2021, the sales and administrative expenses amounted to 591.78 million baht which decreased by 11.53 million baht or decreased by 1.91% because the COVID-19 disease epidemic situation in 2021 was more severe than in 2020 which changed the way of working. The Company also had a Work From Home policy for its employees which reduced the expenses of many operations, for example, the employee training fee was changed to an online training type with reduced expenses, along with reduced contact with the clients so the sales expenses, for example, client service fee, decreased.

In 2020, the Company had the sales and administrative expenses amounted to 603.31 million baht or increased by 10.16% while the total revenue in 2020 decreased by 4.85% which was an inconsistent direction change because the increased expenses related to the employees including salary and commission amounted to 56.82 million baht, and the administrative expenses of the joint ventures increased by 5.99 million baht netted by some decreased expenses, for example, sales and client service expenses due to being under the COVID-19 disease epidemic situation.

Other important expenses

In 2022, the Company had a record of the loss in impairment of the net financial assets of 96.77 million baht from its account receivables expected to have a delayed billing, which increased from 2021 equaled to 14.67 million baht or increased by 82.10 million baht or increased by 559.65%. In addition, in 2022, the record of the fair value loss on FVTPL equity instrument of 70.58 million baht which increased from 2021, equaled to 69.00 million baht because the investment in Campana Group Private Limited, had a decreased fair value from the share price assessment according to the business plans.

In 2021, the Company had a record of the loss in impairment of the net financial assets of 14.67 million baht from its account receivables expected to have a delayed billing, which decreased from 2020 equaled to 107.84 million baht or decreased by 93.17 million baht or decreased by 86.40%. In addition, in 2021, the record of the fair value loss on FVTPL equity instrument of 69.00 million baht because the investment in Campana Group Private Limited, had a decreased fair value from the share price assessment according to the business plans.

In 2020, the Company had a record of the loss in impairment of the financial assets of 107.84 million baht or increased by 64.84 million baht or increased by 150.80% from 2019 equaled to 43.00 million baht from its account receivables with a long installment, waiting for a completed acceptance procedure, and the accrued revenue from invoicing.

Financial (revenue) expenses

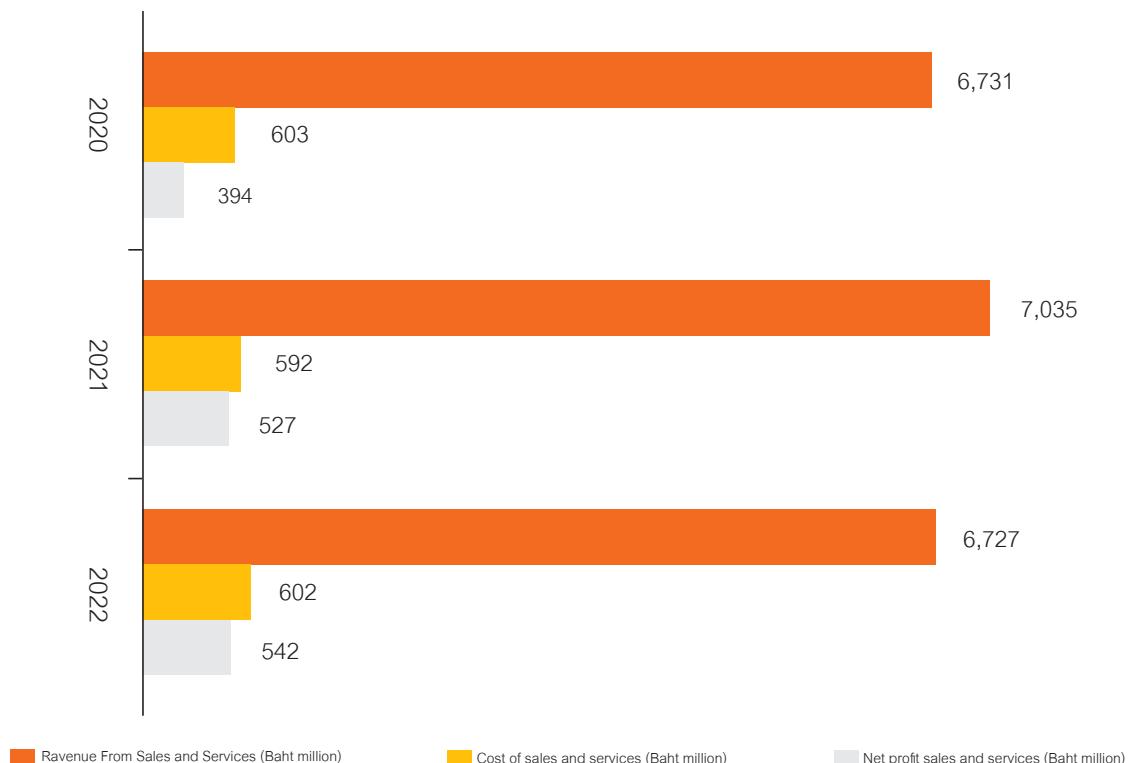
In 2022, the Company had net financial income from the financial cost of 0.46 million baht because the Company received money of 599.00 million baht from the share price by exercising of the warrant in Q3-2022. Along with, the Company had sufficient cash to carry on its projects during 2022 without loaning money. In addition, the Company received high deposit interest rates from financial institutions allowing the financial income to be higher than the financial cost.

In 2021, the Company had net financial income from the financial cost of 10.64 million baht because it had to use quite a lot of funds in operating projects during 2021. Along with, there was a billing delay from the account receivables. Thus, the Company had to use the source of investment funds from financial institutions resulting in financial cost occurred.

In 2020, the Company had the higher financial income than the financial cost of 5.14 million baht, which was the financial income of 26.26 million baht. A part of it came from a large account receivable's interest billing of delayed payment amounted to 25.52 million baht. In addition, there were financial expenses of 21.12 million baht arose from using the source of investment funds from financial institutions.

Net Profit and Net Profit Margin

Generally, the change in net profit is often directly variable and a rate similar to the revenue as shown in the chart below. In any respect, the increase and decrease of some expenses are not similarly associated with revenue, causing the rates of change in revenue and net profit to be not at the same rates. Thus, the financial during 2020 – 2022 can be summarized as follows:



Comparison Chart in Net Profit, Selling and Administrarive Expenses, and Revenue



The 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 2022, the Company had an increased net profit of 14.5 million baht or 2.75% from 2021 while the total revenue decreased by 4.38%. This was because of many factors including:

1. Receiving projects with fewer values of project from 2021. However, the overall gross profit margin in 2022 increased from 18.25% in 2021 to 19.25% in 2022.
2. Gain from sales of investment increased by 108.63 million baht from the sale of all investments in Genesis Data Center Co., Ltd.
3. Other revenue decreased by 24.09 million baht from 2021 or decreased by 26.95%. The decrease was mostly from the promotional revenue and the profit of exchange rate.
4. The impairment loss in financial assets in 2022 increased from 2021 by 82.10 million baht due to the accounts receivables who were expected unable to collect money.
5. The financial income in 2022 was higher than the financial cost while the financial cost were higher than the financial income in 2021.

All mentioned factors contribute the increase of the net profit margin in 2022 by 8.05% from 2021 which equals to 7.49%.

In 2021, the Company had an increased net profit of 132.85 million baht or 33.70% from 2020 while the total revenue increased by 4.51%. This was because of many factors including:

1. Large-scaled projects and a higher gross profit margin were received causing the gross profit margin increased from 17.35% in 2020 to 18.25% in 2021.
2. Other revenue increased by 19.31 million baht from the increased promotional revenue.
3. The expected credit loss in 2021 decreased by 93.17 million baht from 2020.
4. The equity loss with fair value loss on FVTPL equity instrument increased by 69.00 million baht.
5. The corporate tax expenses increased by 19.94 million baht according to the higher business profit.

All mentioned factors contribute the increase of the net profit margin in 2021 by 7.49% from 2020 which equals to 5.86%.

In 2020, the Company had a slightly increased net profit of 2.18 million baht or 0.56% from 2019 while the total revenue decreased by 4.85%. This was because of many factors including:

1. Large-scaled projects and a higher gross profit margin were received causing the gross profit margin increased from 15.39% in 2019 to 17.35% in 2020.
2. Other revenue increased by 18.69 million baht from the increased promotional revenue.
3. The expected credit loss record in 2021 amounted to 100.66 million baht.
4. An interest billing of delayed payment from large accounts receivables amounted to 25.52 million baht was received.
5. The share of loss from the investments in joint ventures amounted to 21.23 million baht.

All mentioned factors contribute the increase of the net profit margin in 2020 by 5.86% from 2019 which equals to 5.54%.

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)	2022	2021	2020
Profitability Ratio			
Gross Profit Margin	19.52	18.25	17.35
Operating Profit Margin	7.84	8.46	6.96
Cash Profit Ratio	73.88	320.47	87.61
Net profit margin	8.05	7.49	5.86
Efficiency Ratio			
Return on Equity	15.94	17.61	13.57
Return on Assets	8.96	8.65	6.49
Return on Fixed Assets	182.18	267.93	244.10
Asset Turnover Rate	1.11	1.16	1.11

According to the ratios above, the financial ratios with significant changes can be clarified as follows:

- During 2020 – 2021, the Company's gross profit margin tended to increased successively. Since 2020 onwards, the Company had been receiving new projects, which most of them were contracts for services with the gross profit margins higher than hardware sales as in the previous years. In addition, with the Company's cost control system, it contributed the projects' budget usage to be efficient allowing the Company to have increased gross profit margins and operational profit ratios. Nevertheless, the operational profit ratios in 2022 decreased even though the gross profit margins increased. This is because in 2022, the Company had an increased impairment loss in financial assets (from the accounts receivables who were expected unable to collect money) form those in 2021 of 82.10 million baht.

- The cash profit ratios in 2020, 2021, and 2022 were positive. They represent that the profits in 2020, 2021, and 2022 could be converted back to be the Company's working capital, especially in 2021, which had a greatly high the cash profit ratio because apart from the Company's good turnover, in 2021, it could also collect the payments from its the accounts receivables with the balance being transferred from 2020. In addition, the project submission at the end of the year allowed it to have decreased works. Upon the comparison of the cash to profit ratios in 2020 and 2022, such ratios in 2022 were slightly higher than 2020 even though the 2022 net profit was relatively high because the cash profit ratio was not included with other revenues, which the other revenues in 2022 were mostly from the quite high a gain from sales of investment.

- The net profit margin in 2020, 2021, and 2022 continuously increased which corresponded to the gross profit margins in each year. There were many different factors impacting on the net profit margin in each year, for example, in 2022, the Company had a total revenue decreased from 2021 by 4.38%, but there is a a gain from sales of investment amounted to 108.63 million baht, while the record of impairment loss in financial assets increased by 82.10 million baht from 2021. In 2021, the Company had a total revenue amounted to 7,034.75 million baht which was considered as relatively very high, however, in 2021, the Company had a loss with fair value measure requirement of equity amounted to 69.00 million baht. In 2020, the Company had a record of impairment loss in financial assets amounted to 107.84 million baht.

- The direction of change on the return on equity ratio would increase or decreased depending on the turnover of the net profit change of the Company in each year. However, the return on equity ratio in 2022, which had a higher net profit than 2021, decreased because at the end of 2022, the Company increased its fund by exercising the right of the warrant to buy an ordinary share of 299.50 million baht with a share premium of 299.50 million baht.

- The direction of change on the return on assets and fixed assets would increase or decreased depending on the turnover of the net profit change of the Company in each year. However, the ratios of return on fixed assets in 2022, which had a higher net profit than 2021, decreased because the Company received an equipment for lease project and highly invested in it.

- The direction of change on the assets turnover rate would increase or decreased depending on the revenues in each year, namely, the total revenue in 2021 was higher than 2022 and 2020, causing the assets turnover rate in 2021 to be higher than 2020 and 2022.

Asset Management Capability

Trade Accounts Receivable

For the Company's account receivables with overdue payments were mostly government agencies and state enterprises which came with procedures and require processes within their organizations, which the Company's executives expected to receive full payments, the allowance for expected credit loss saved in the financial statement was sufficient, and the provision from the private receivables with overdue payments. The Company recorded the allowance for expected credit loss for each account receivable taking into account the past debt collection, outstanding term of debt, and estimated economic conditions of the clients with similar credit risks.

Trade and other receivables in 2022 decreased by 180.15 million baht or decreased by 8.70% from 2021 due to the decrease of reduced revenue. At the end of 2022, the Company could collect payments from its account receivables from a large number of large-scaled projects.

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

Account Receivables classified by aging	Unit : Thousand THB			Increase (Decrease)	
	2022	2021	2020	2022 VS 2021	2021 VS 2020
Trade Accounts Receivables- related Parties					
Not yet due	2,407	-	-	2,407	-
Total Trade Accounts Receivables- related Parties	2,407	-	-	2,407	-
Trade Accounts Receivables- unrelated Parties					
Not yet due	652,033	838,472	754,518	(186,439)	83,954
Under 3 months past due	811,127	642,077	1,141,303	169,050	(499,226)
3-6 months past due	311,741	200,728	359,618	111,013	(158,890)
6-12 months past due	87,023	370,915	383,831	(283,892)	(12,916)
Over 12 months past due	127,588	113,453	91,385	14,135	22,068
Total Trade Accounts Receivables- unrelated Parties	1,989,512	2,165,645	2,730,655	(176,133)	(565,010)
Less: Allowance for expected credit losses	(109,566)	(99,626)	(96,730)	9,940	2,896
Total Trade Accounts Receivables- unrelated Parties, net	1,879,946	2,066,019	2,633,925	(186,073)	(567,906)
Other Receivable	51,367	47,849	38,715	3,518	9,134

Account Receivablesclassified by aging	Unit : Thousand THB			Increase (Decrease)	
	2022	2021	2020	2022 VS 2021	2021 VS 2020
Less: Allowance for expected credit losses	(43,042)	(43,042)	(38,715)	-	4,327
Total other receivables - net	8,325	4,807	-	3,518	4,807
Trade Accounts Receivablesand Other Receivable	1,890,678	2,070,826	2,633,925	(180,148)	(563,099)

From the table above, it shows that, in 2022, the accounts receivables– unrelated business decreased from 2021, which the causes were mostly from the decrease of accounts receivableswith pending due payment because the decreased invoice issuance at the end of 2022 resulted in the decreased revenue and the decrease of debtors with overdue payments more than 6 – 12 months, who were the accounts receivables of the trading and installation project of information technology and communication systems for the new parliament building of the Secretariat of The House of Representatives, Phase 1, which was successfully paid at the beginning of 2022, netted with the increase of accounts receivables with overdue payments not more than 6 months, who were mostly the accounts receivables of government agencies which, for example, the trading and installation project of durable articles for the National Education Network Development (NEdNet) of the Office of the Ministry of Higher Education, Science, Research and Innovation, and the trading and installation project of information technology and communication systems for the new parliament building (Phase 2) of the Secretariat of The House of Representatives, because the government organizations had the acceptance and payment procedures which were relatively concise, requiring a longer time than obtaining money from private companies.

In 2021, the account receivables – unrelated business decreased from 2020, which the causes were mostly from the decrease of accounts receivables with overdue payments not more than 6 months as a result of the completion of the payment procedures of government agencies and state enterprises. Hence, the Company could collect a large amount of money from its large accounts receivables at the end of the year. However, the accounts receivables with pending due payment increased because of the deliveries of many large-scaled projects at the end of the year 2021, for example, the trading and installation project of information technology and communication systems for the new parliament building (Phase 2) of the Secretariat of The House of Representatives, the trading project of replacement network equipment and network optimization of Chulalongkorn Hospital, Thai Red Cross Society, Data Warehouse Growth Project of KTB Computer Service Company Limited, and the sales project of access node equipment to a large private company.

Inventory

The inventories representing in the statement of financial position are mostly those waiting for delivery of project in process which had not been completed in accordance with the delivery process conditions according to the contract delivery procedures. The Company's purchase policy allowed a purchase to be done upon receiving a purchase order or a contract from its client only. Thus, there was no issue about inventories or obsolete inventories even though the Company's main business was technology which had a high risk of obsolete or fast outdated inventories.

The inventories in 2022 which equaled to 882.72 million baht increased by 19.16 million baht or increased by 2.22% from 2021 which equaled to 863.56 million baht. They were mainly from the increase of products during being delivery at the end of 2022. However, the significant projects in process for the end of 2022, for example, the development project of ticketing system and reservation (D-Ticket) of the State Railway of Thailand, Hybrid CSOC Project (supply of computer equipment and personnel, working process and place of work improvement to handle and prevent cyberattack) of KTB Computer Service Company Limited, the development project of government platform for compliance with personal data protection law support of the Office of the National Digital Economy and Society Commission, the contracting project for train tracking and freight management system development of the State Railway of Thailand, and the supply and development project of geographic information system for research and policy determination of the Social Security Office, excluding goods in transit, had the balance close to 2021

The inventories in 2021 which equaled to 863.56 million baht decreased by 712.37 million baht or decreased by 45.20% from 2020 which equaled to 1,575.93 million baht because, in 2021, the Company delivered projects completed on time and recognized its revenue. The remaining significant projects in process at the end of 2021 were the trading and installation project of information technology and communication systems for the new parliament building (Phase 2) of the Secretariat of The House of Representatives, Hybrid CSOC Project (supply of computer equipment and personnel, working process and place of work improvement to handle and prevent cyberattack) of KTB Computer Service Company Limited, the development project of ticketing system and reservation (D-Ticket) of the State Railway of Thailand, the trading project of durable articles for Software-Defined Network communication network system and DNS server for internet/intranet zone of Government Savings Bank, and the building construction project for the Department of Lands which was still in process, thus, the Company is unable to deliver this project yet. With the projects in process carried over the previous years being delivered more than those remained the end of the year, hence, the inventories in 2021 decreased comparing to 2019.

Investment

On December 31, 2022, the Company had investments in joint ventures and other non-current assets (related companies) as follows:

Investment in joint ventures

Company had investments in 1 joint venture which was Loxley and AIT Holding Company Limited, a joint venture between Loxley Public Company Limited and the Company by holding 50% of each party. The Company had an investment of 100.00 million baht or 100% of the paid capital. The Company perceived the loss of the investment in Loxley and AIT Holding Company Limited under the equity method until the book value equaled zero and had a record of the fair value loss on FVTPL equity instrument of 24.00 million baht and 72.00 million baht in 2021 and 2022 respectively. The allowance for the equity investment impairment of Loxley and AIT Holding Company Limited on December 31, 2022, amounted to 96.00 million baht.

At the end of 2021, the Company signed a contract of sale for all shares in Genesis Data Center Company Limited, which the investments of such joint venture were classified as assets held for sale in the financial statement on December 31, 2021. The shares were completely sold at the beginning of 2022 with a gain from sales of such investment of 108.63 million baht in the financial statement, representing the investments according to the equity method.

Other Non-Current Financial Assets (Investments in Related Party)

The Company had equity investments in 2 unlisted companies, which were:

1. Campana Group Pte. Ltd.: The Company held 4.36% of shares with the investment of 139.58 million baht.
2. Blue Green Solution Company Limited: The Company held 20% of shares with the investment of 3.00 million baht.

In addition, the Company also invested in debt instrument which was a loan of 318,058 US dollars or amounted to 10.66 million baht to Campana Group Private Limited, which the payment is due in September 2025, or converted to an ordinary share of Campana Group Private Limited of 50 US dollars per share.

However, the other non-current assets decreased continually during 2021 – 2022 because Campana Group Pte. Ltd. had a continuous loss of turnover, together with its projects were delayed more than estimated. Thus, the equity and bond loss record with fair value loss on FVTPL had the allowance of investment impairment in equity of Campana Group Pte. Ltd. on December 31, 2022, amounted to 150.24 million baht according to the following summarized table:

Campana Group Pte. Ltd.	Amount (million baht)	
	2022	2021
Fair value loss on FVTPL		
Ordinary shares equity investment	70.58	69.00
Convertible bond investment	10.66	-
Total	81.24	69.00

Investment Expenditure in Systems or Equipment for Lease

List of Investment Expenditure	2022	2021	2020
Investment expenditure in equipment for lease (million THB)	254.40	169.20	23.02

From the table representing the capital expenditures in equipment for lease, the Company had an increased investment in the equipment for lease successively. Especially in 2021 and 2022, the Company also invested in an equipment for lease project for state enterprises and government organizations as a result of the procurement policy for the clients who desired to rent equipment more than purchasing them, together with the changing period of the expired original equipment for lease in accordance with the agreement, which was originally a renewal of lease agreement, to be new equipment for lease.

The equipment for lease in 2022 amounted to 358.51 million baht. Such amount increased by 161.01 million baht from 2021 which amounted to 197.50 million baht. The equipment for lease in 2021 increased by 108.83 million baht from 2020 which equaled to 88.67 million baht because of an additional investment in equipment for the rental projects corresponding to the Company's strategies with the requirement of a relatively stable revenue in each year, netted with the depreciation of equipment for lease during the year.

Other Elements in the Financial Statement with the Significant Changes

As December 31, 2022, the Company financial position has significantly changed from the financial position on December 31, 2021, representing in the table of comparison that explains the changes as follows:

Assets

Assets Items which has significant changes	Outstanding		Changes	
	2022	2021	2022 VS 2021	
	(million THB)	(million THB)	%	
Cash and cash equivalents	1,486.59	378.50	1,108.09	292.76
Other current financial assets	-	720.00	(720.00)	(100.00)
Contract assets	1,130.66	913.46	217.20	23.78
Other current assets	203.13	168.57	34.56	20.50
Assets held for sale	-	37.85	(37.85)	(100.00)
Deferred tax assets	138.03	103.29	34.74	33.63
Other non-current assets	93.67	64.56	29.11	45.09
Total assets	6,341.16	5,752.11	589.05	10.24

The cash and cash equivalent increased by 1,108.09 million baht or increased by 292.76%. The main reason was money receiving from the right exercise of the AIT-W2 warrant to an ordinary share of 599.00 million baht in September 2022, and the money received from short-term deposit withdrawal.

The other current financial assets decreased by 720.00 million baht or decreased by 100% because the Company withdrawn the fixed income fund to be deposited in a special savings account during 2022 due to its higher and safer return.

The contract assets increased by 217.20 million baht or increased by 23.78%. This was mainly because, at the end of 2022, the Company perceived its revenue upon the project completion which had been operated progressively, but it was not at the criteria of invoice issuance.

The other current assets increased by 34.56 million baht or increased by 20.50%. This was mainly because of the maintenance expenses and product warrant for the prepaid projects the Company had paid for the maintenance projects.

The assets held for sale decreased by 37.85 million baht or decreased by 100% because, at the end of 2021, the Company was in the process of selling all investments in Genesis Data Center Company Limited. Hence, such investment was shown under the section "Assets held for sale". At the end of 2022, such investment distribution was successfully completed, so there was no balance in 2022.

The deferred tax assets increased by 34.74 million baht or increased by 33.63%. This was mainly because of the record of deferred tax assets from the record of expected credit loss allowance of the accounts receivables and the fair value adjustment through profit and loss of the financial assets during 2022.

The other current assets increased by 29.11 million baht or increased by 45.09%. This was mainly because of the maintenance expenses and product warrant for the prepaid projects the Company had paid for the maintenance projects covering the warranty period of more than 1 year.

Liabilities

Liabilities Items which has significant changes	Outstanding		Changes	
	2022	2021	2022 VS 2021	
	(million THB)	(million THB)	%	
Trade and other payables	921.04	790.77	130.27	16.47
Income tax payable	53.32	29.27	24.05	82.17
Contract liabilities	272.94	405.90	(132.96)	(32.76)
Other current liabilities	66.75	133.34	(66.59)	(49.94)
Total liabilities	2,603.46	2,690.87	(87.41)	(3.25)

The trade and other payables increased by 130.27 million baht or increased by 16.47% because, at the end of 2022, the Company invested in new arrival projects in progress. In addition, the creditors in terms of unpaid capital had issued invoices. However, because the term of payment for goods and service was not due yet and due to the credit term, thus, the account payables increased.

The income tax payable increased by 24.05 million baht or increased by 82.17% because in 2022, the Company could collect money from trade accounts receivable less than in 2021, resulting in the withholding tax in 2022 credited for the tax at the end of accounting period to be less than in 2021. Therefore, the 2022 income tax payable has increased significantly.

The contract liabilities decreased by 132.96 million baht or decreased by 32.76% because in 2022, the Company gradually delivered the prepaid projects from its clients, resulting in the contract liabilities decreased.

The other current liabilities decreased by 66.59 million baht or decreased by 49.94% because. This was mainly because in 2021, the Company delivered projects along with issuing a large number of tax invoices and invoices according to the higher revenue. Thus, there were relatively high output tax and output tax receivable. Moreover, in 2021, the Company received a prepaid deposit from a sale of investment in Genesis Data Center Company Limited. The sale of such investment was completed in January 2022. Therefore, the other current liabilities in 2022 was lower than 2021.

Shareholders' Equity

Equity Items which has significant changes	Outstanding		Changes	
	2022	2021	2022 VS 2021	
	(million THB)	(million THB)	%	
Issued and fully paid-up	1,331.13	1,031.60	299.53	29.04
Share premium	602.96	303.44	299.52	98.71
Appropriated-statutory reserve	150.00	128.78	21.22	16.48
Retained earnings – Unappropriated	1,651.05	1,594.85	56.20	3.52
Total shareholders' equity	3,737.71	3,061.24	676.47	22.10

The issued and fully paid-up increased by 299.53 million baht or increased by 29.04% because, at the end of September 2022, the Company received money from the shares of right exercise according to the warrant amounted to 299,520,866 shares at a value of 2 baht per share with a par value of 1 baht per share. This caused the share premium increased by 299.52 million baht or increased by 98.71 accordingly. The Company successfully registered such shares with the Department of Business Development, Ministry of Commerce, on October 6, 2022.

The retained earnings – unappropriated increased by 21.22 million baht or increased by 16.48% because of 5% of the net profit in this year in the legal reserve record in case the Company announced dividend payment.

The retained earnings – Unappropriated increased by 56.20 million baht or increased by 3.52% because of the operational profit in 2022, the net dividend payment of 2021 during the Q2–2022, and the interim dividend payment during the Q3–2022.

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	Financial statements in which equity method is applied		Consolidated Financial Statement
	2022	2021	
Debt to Equity Ratio (Times)	0.70	0.88	1.20

From the debt to equity ratio in 2021 and 2022, it found that the debt to equity ratio equaled to 0.88 and 0.70 respectively. This indicates that the Company used the source of funds from the shareholders more than using external source of funds reflecting the Company's stability in terms of the capital structure. One reason was that, at the end of 2022, the Company received more capital for the warrant right exercise to purchase an ordinary share of 599.05 million baht. However, in 2021, because the Company received many large-scaled projects which required a large amount of capital for the operation, especially those projects, in the form of a work in process, with the government and state enterprises which took a long time for the acceptance procedure to process the payment. The external source of funds were interest-bearing funding source consisting of a loan from financial institution and interest-bearing credit from finance lease agreement and non-interest-bearing funding source, for example, account payable, accrued expense, and other liabilities.

Financial Policy Ratio	Separated Financial Statement		
	2022	2021	2020
Dividend Payout Ratio (%)	84.21	89.80	77.06

For the dividend payout ratio, it was calculated from the separate financial statement because the Company's operating performance consideration, which was a part with net profit performance, shows that it could always make profits in the past and simultaneously pay the dividend continually, which the actual dividend payment was higher than the Company's dividend payment policy requiring it not to be less than 40%.

Liquidity Analysis

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

Ratio	2022	2021	2020
Liquidity Ratio (Times)	2.38	2.11	1.84
Quick Ratio (Times))	1.92	1.67	1.30
Cash Flow Ratio (Times)	0.16	0.67	0.14
Accounts Receivables Turnover (Times)	2.18	2.01	1.68
Average Collection Period (Days)	165	179	214
Inventory Turnover Rate (Times)	6.04	4.65	4.74
Average Inventory Period (Days)	60	77	76
Payable Turnover (Times)	3.06	2.89	2.88
Average Payment Period (Days)	118	125	125
Cash Conversion Cycle (Days)	107	131	165

From the liquidity ratio of the table above, it found that the liquidity ratio in 2022: 1) It was the liquidity Ratio, the quick ratio and the cash flow ratio increased from 2020 and 2021 because, at the end of 2022, the Company received more capital for the warrant right exercise to purchase an ordinary share of 599.05 million baht; 2) The account receivable turnover was continuously higher from 2020 – 2021 because the projects in 2022 took a shorter total time. The recognized-revenue projects in 2020 and 2021 were large-scaled projects with a long procedure of equipment acceptance, resulting in the debt collection period to be longer; 3) With the faster term of project delivery as stated in the section 2) above, the debt collection period in 2022 was shorter than 2020 and 2021. The mentioned factor caused the liquidity overall to have the cash conversion cycle from selling to receiving money shorter than 2020 and 2021.

The liquidity ratio in 2021: 1) It was the liquidity Ratio, the quick ratio and the cash flow ratio increased from 2019 and 2020 because, at the end of 2021, the Company could collect money from its large account receivables. In addition, the large-scale projects to be invested decreased, resulting in account payables decreased; 2) The payable turnover ratio was higher than 2020 but decreased from 2019 because most of the projects in 2021 took a delivery time shorter than 2020. The recognized revenue projects in 2020 had a long procedure of equipment acceptance, resulting in the debt collection period to be longer; 3) The average payment period in 2021 was close to 2020 but more than 2019 because many projects operated during 2020 – 2021 were the same or continuous ones, resulting in the conditions to be unchanged, for example, credit term. Thus, the financial ratios were close. However, in 2019, the goods purchase was high according to revenue, but had a shorter term of payment, impacting on the account payables and debt period in 2019 to be lower. However, upon the overview consideration, it found that the cash flow ratio from selling to receiving money was shorter from 2020 but longer than 2019.

The liquidity ratio in 2020: 1) It was the liquidity Ratio, the quick ratio which slightly decreased from 2019 because the increase of the current liabilities as a result of receiving large-scale and in-process projects which can be seen from the increase of inventories. The increased liabilities were mostly from the account payables and liabilities under financial management contracts causing the liquidity ratio decreased by 1.84; 2) The account receivables turnover was decreased from 2019 because the account receivables and contract assets (Unbilled receivables) had high balances due to the large-scaled projects which the clients were government agencies and state enterprises with a long procedure of equipment acceptance, resulting in the liabilities collection period to be longer; 3) The average payment period in 2020 was longer than 2019 because at the end of 2020, there was a rush of goods delivery and operation so that the works could be completed on time according to the contracts, causing the number of account payables to be very high at the end of the year. Furthermore, many projects received a longer credit term than usual, resulting in the average payment period to be longer. However, upon the overview consideration, it found that the cash flow ratio from selling to receiving money was longer which the main reason was the relatively long liabilities collection period.

Interest Payment Ability

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

Financial Policy Ratio	Financial statements in which equity method is applied		Consolidated Financial Statement
	2022	2021	2020
Interest Coverage Ratio (Times)	244.1	191.36	32.46

This interest coverage ratio reflects the Company's operating performance considering from the cash flow of the operation prior to the interest expenses and income tax whether the Company had the interest payment ability or not. It shows that, during 2020 – 2022, the Company had positive and increased operating cash flow which represents that the Company had sufficient cash flow to pay the interest expenses because it had the net profit from the operation and could change it into a large amount of cash flow. In addition, the interest expense in 2021 decreased from 2020. Furthermore, in 2022, the Company did not have any loan from financial institution, resulting in having only the interest expense from the liabilities under a financial lease agreement and that the balance in the lease agreement to be not very high. Therefore, the interest coverage ratio increased in 2022.

The interest coverage ratio in 2020 was greatly lower than 2021 and 2022 because, in 2020, the Company received many large-scaled projects with high values and took a longer time to operate which was more than 1 year requiring a large amount of capital. In addition, the work acceptance procedure took a long time before reaching the payment process because the clients were state enterprises or government agencies. Therefore, the interest expenses from loan increased, but the interest coverage ratio was positive because the Company had a cash flow received from its operation.

Liabilities Obligations

The Company had the liabilities obligations and possible estimated liabilities which can be divided into 4 parts as follows:

1. Capital Expenditure Obligation

As of December 31, 2022, the Company had a capital expenditure obligation of 23.55 million baht which was mostly for the equipment for lease, and some of it was for office supplies and intangible assets (software).

2. Long-Term Lease Obligation

Since 2020 onwards, the Company has been applying the Thai Financial Reporting Standard, No.16, for the first time. The Company recognized its liabilities according to the lease agreement classified as a lease agreement operated by the current value of the remaining payments under the lease agreement, deducted by the incremental borrowing rate of the Company on the date of applying the Thai Financial Reporting Standard, No.16, for the first time. The lease agreement of equipment, which the risk and major turnover of the ownership being transferred to the tenant, was a financial agreement. The financial agreement consisted of a record of the capital expenditures with the fair value of assets being rented or the net current value of the money to be paid under a lease agreement depending on which value was lower. The lease obligation which required financial expense deduction provided a record of long-term liabilities. The interest expenses were recorded in the profit or loss section throughout the term of lease agreement. The assets obtained under a financial lease agreement would be charged for depreciation throughout the rented asset lifespan or the term of lease agreement depending on which period was shorter.

For the lease agreement classified as capital lease agreement, the Company recognized the value according to the assets' accounts and the contract liabilities under the previous accounts before applying the Thai Financial Reporting Standard, No.16, for the first time

The Company used the single lessee accounting model for recognition particulars and measuring values of every lease agreement except the short-term lease agreement and the lease for low values underlying assets agreement on the effective date. The Company recorded right-of-use assets which represented the right of use in the underlying assets and liabilities under lease agreement based on lease agreement payments.

3. Sales Obligation or Contract Service

The Company had sales and services to customers which have not yet delivered or rendered and leasing of equipment, fees that must be serviced in the future and maintenance service under the conditions stated in the contract which was not included in the statement of financial position on December 31, 2022, which can be clarified as follows:

Type of Contract	Amount	(Unit : Million THB)
Sales and services to customers which have not yet delivered or rendered	5,605	
Leasing of electronic equipment, fees that must be serviced in the future	616	

4. Guarantee by Letter of Guarantee Issued by Bank

The Company had letters of guarantee issued by banks in the name of the Company and its consortium which the Company was a guarantor of 1,562 million baht which was related to some practical obligations according to the Company's business which the obligations were not included in the statement of financial position on December 31, 2022. The letters of guarantee can be classified as follows:

Type of Guarantees	Amount	(Unit: Million THB)
Guarantee of performance according to the contract	1,560	
Guarantee payment to creditors	2	

Factors affecting the future performance

The Company takes into account the importance of the risk from running a business under the changes of internal and external factors influential on its operation. In efficiently and effectively administrating the business to achieve the goals, the Company had prepared and managed the risks as follows:

Risks due to stability of government and government policies

Because most of the technology projects with high values are from the government, which the Company's major customer are government agencies, government organizations, and state enterprises, thus, the political stability plays a significant factor for the government's security, especially in the first half of 2023 which there will be a big election greatly influential on the determination of the country's administration policy and the government's expenditures. The Company has observed and tried to adjust to such external factors which are unable to be controlled.

Risks from rapid changes in communication and information technology

The sudden change in communication and information technology is considered as the main risk factor influential on the industrial complex and the Company's business operations. Moreover, it is a significant factor in the operational planning, which the company has traced the tendency of new technologies and developed its personnel's knowledge to simultaneously support and be able to adjust to technologies to also increase its business channels.

Risks from interest rate and foreign currency exchange rate fluctuation

The risk factor in the exchange rate also plays a very important part because, in 2022, the value of the baht had depreciated the most especially, in October 2022, before the baht appreciation. Nevertheless, the Company could reduce the currency change risk by using different financial tools from financial institutions while the Company had adjusted itself and looked for tools to support the mentioned risk factors

Personnel Risk

The company takes into account and values its personnel, which this is considered as the main factor in leading the business to success. The risk of qualified personnel shortage is also considered as another main risk of the Company, which the Company pays attention to the personnel management from recruitment and selection to obtain good qualified personnel for the Company, the ongoing employee training and development to increase their knowledge and skills in different aspects which are necessary for working, morale building, and appropriate and fair compensation and welfare. Risks from

the Company's project operations not as estimated

The company recognizes the risk management from the Company's bid projects which has not been completed as estimated, especially the projects with risk of difficulty on on-time completion, budget and personnel limitations, as well as technological complication. These projects have been approved by the project risk committee who supervises the bidding risk to consider the possibility of projects. In addition, there are also agencies that verify the validity of project cost financing, as well as project planning and operations. The project management department supervises the monitor the budget disbursement verification until the project completion, so that projects can be completed on time with efficiency and effectiveness under the planned budget, which can be seen from the liquidated damages for delay that was relatively low in each year.

The risk of public health crises

The COVID-19 disease epidemic is a state happening since the beginning of 2020 and continuing until now, which has just started to relieve in a good way. It came with a broadly negative impact on both the economy and society around the world that no one has ever expected. Furthermore, it also motivated other crises, for example, global supply disruption issue, semiconductor shortages in the manufacturing and container industries in the transportation sector, which have just started to relieve nowadays. However, the COVID-19 disease epidemic greatly reflects the importance and role of digital technology in people's lives, for example, meeting or studying through electronic media, and electronic payments instead of cash.

Conducting business according to ESG principles

The company agrees and supports the concept of sustainable development of the organization. In addition to focusing on the core business, it also takes into the 3 main responsibilities: the environment, society and governance. Especially in terms of the environment, the company had started the business of carbon credit trading and economic teak plantation project at the end of 2022. The objectives of the project are:

1. Generate long-term financial returns from
 - a. Return on the sale of carbon credits. At present, the trading volume of carbon credits in Thailand has expanded at a higher level and the price per ton of carbon has increased.
 - b. Return on the value of amortized teak.
 - c. Return on land value that may increase in the future.
2. Reforestation increases the area of the forest that can help reduce the amount of carbon dioxide or greenhouse gas emissions.

The company has decided to grow teak trees on the project area of approximately 1,000 rai, with such project duration of approximately 20 years

5. General Information and Other Significant Information

5.1 General Information about the Company

Details about Company's Securities

Issuer	:	Advanced Information Technology Public Company Limited
Ticker	:	AIT
First Listing Date	:	30 July 2003
Market Capitalization	:	9,051,652,386.80 Baht (as of 30 December 2022)
Authorized Capital	:	1,547,406,727.00 Baht
Paid-up Capital	:	1,331,125,351.00 Baht
Number of Shareholders	:	9,956 (as of 30 December 2022)
% Free float	:	75.28% (as of 8 March 2022)
Type of Business	:	Relating to information and communications technology, including the maintenance and development of IT systems
Head Office	:	37/2 Suthisarnvinijchai Road, Samsennok, Huaykwang, Bangkok 10310
Provincial service centers	:	Chonburi, Khonkaen, Chiangmai, Suratthani, Phitsunalok, Songkhla and Nakhon Ratchasima
Company's Registration	:	0107546000067
Telephone	:	(66) 2275-9400
Fax	:	(66) 2275-9100 and (66) 2275-9200
Website	:	www.ait.co.th

Auditors

1. Ms. Manee Rattanabunnakit CPA License Number 5313 and/or
2. Mr. Termphong Opanaphan CPA License Number 4501 and/or
3. Mr. Khitsada Lerdwana CPA License Number 4958

EY Office Limited

33rd Floor, Lake Ratchada Office Complex, 193/136-137, Ratchadaphisek Road, Klongtoey, Bangkok 10110
Tel: (66) 2264-9090
Fax: (66) 264-0789-90

Securities Registration

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

5.2 General Information on the Company

Company	Type of Business	Registered Capital	Par Value per Share	Paid-up Capital	% Share holding
Advanced Information Technology Public Company Limited 37/2 Suthisarnvinijchai Road, Samsennok, Huaykwang, Bangkok, 10310	Relating to information and communications technology, including the maintenance and development of IT systems	1,547,406,727 Baht	1 Baht	1,331,125,351 Baht	-
Join venture					
Loxley & AIT Holding Co., Ltd. 2 SoiPhahonyothin 19, Phahonyothin Road, Jatujak Bangkok	Investment in Lump sum turnkey contracts for the installation of elecommunication works, electricity plants and sales of related equipment	200,000,000 Baht	100 Baht	200,000,000 Baht	50%
Non-listed equity instruments					
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	4%
Blue Green Solution Co.,Ltd. 92/35 Chaengwattana Road, Pak Kret District, Nonthaburi, 11120	Providing system storage services, including other information technology and computer services.	20,000,000 Baht	100 Baht	15,000,000 Baht	20%
Joint operation					
AWD Joint Venture 37/2 Suthisarnvinijchai Road, Samsennok, Huaykwang, Bangkok, 10310	Shifting cable conduits Underground throughout Bangkok area 2	-	-	-	50%
SK Joint Venture	Construction of an information center building	-	-	-	45%
AA Joint Venture	Information technology services	-	-	-	51%

5.3 Legal Disputes

The Company was sued for fines in a lawsuit case brought by the government claiming damages for a breach of contract because the Company failed to complete work. At present, the case is being considered by the supreme Court. However, the Company has recorded provision for the contingent liabilities amount of Baht 77 million which the management believes that it is sufficient in the current situation.

Part 2

Corporate Governance



Corporate Governance

1. Corporate Governance Policy

The Company adheres to the principles of good corporate governance based on sufficiency, the principles of good governance, being a transparent and accountable organization, including conducting business with awareness of the society, community, and environment, as well as giving importance to the promotion of personnel to be good, virtuous, and improving the quality of work-life to be a sustainable organization the Company discloses information on good corporate governance in accordance with the CG Code and also complies with the principles of good corporate governance for listed companies in accordance with the guidelines set forth by the Stock Exchange of Thailand in 5 Sections. The Board of Directors has reviewed the Corporate Governance Polity on an annual basis to ensure the appropriateness and compliance with the Company's business operations and in Good Corporate Governance. In addition, the Company also requires regular monitoring of compliance with policies and best practices.

In 2022, the Company received a result of the assessment of corporate governance of listed companies for the year 2022 at a level of "very good" (4 stars) from a survey of corporate governance of 750 listed companies from the Thai Institute of Directors in cooperation with the Securities and Exchange Commission and the Stock Exchange of Thailand. In addition, the Company received the results of the quality assessment of the 2022 Annual General Meeting of Shareholders organized by the Thai Investors Association. The Company's score was at 91%, reflecting that the Board of Directors gave importance to good corporate governance and always considered improving the practice guidelines to be up-to-date.

1. Rights of Shareholders

The Company treats its shareholders as the owners of the Company who have basic rights as stipulated by law by encouraging shareholders to exercise their rights. The Company also has a policy to treat and take care of shareholders beyond their legal rights, such as providing appropriate, adequate and timely information, not depriving the rights of shareholders to study the Company's information and the right to attend the shareholders' meeting to vote and express their opinions, etc. The shareholders' rights to attend the shareholders' meeting have been determined and specified in the Company's policy as follow;

1.1 The Shareholder's Meeting

Annual General Meeting of Shareholders: The Company schedules an annual general meeting of shareholders within 4 months from the end of the Company's fiscal year. The shareholders who have the right to attend the meeting and vote must be the shareholders whose names are in the share register on the date specified by the Board of Directors (Record Date) and the number of shares that each shareholder who has the right to vote shall be as shown in the shareholder register on that record date. The record date shall be a date not more than two months before the shareholders' meeting, but not before the date the Board of Directors approves the meeting of shareholders and once the Board has set the Record Date, it cannot be changed.

However, in 2022, as the pandemic situation of COVID-19 has not yet returned to normal state, the Company is concerned for the shareholders with such situation, so the meeting was held through online only. In 2022, the 2022 Annual General Meeting of Shareholder (E-AGM) was held on April 11, 2022 at 2:00 PM, via electronic device, which was live broadcasted at the seminar room, 1st floor, Head Office of Advance Information Technology Public Company Limited, No. 37/2 Suthisarnwinitchai Road, Sam Sen Nok Sub-district, Huai Khwang District, Bangkok 10310. In this meeting, the system of Quid Lab Co., Ltd., a service provider that complies with the requirements of the Electronic Transactions Development Agency was used. All the directors and chief executives attended the meeting to answer shareholders' questions, where Miss Manee Rattanabannakit and Miss Kamonkan Pongpanich, auditors from EY Office Company Limited and legal consultants from Kudun and Partners Company Limited acts as the observers and responsible for vote counting, including checking the accuracy of the vote at the meeting in which the chairman has conducted the meeting as required by law.

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 https://investor.ait.co.th/shareholder_meeting.html 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.

Appointment of proxy to attend the Shareholder's Meeting: Shareholders can appoint any other person or independent director of the company to attend the meeting and the Company has specified their names in the proxy form in the form prescribed by the Ministry of Commerce to attend the meeting and vote on their behalf. The Company also published it on its website.

Facilitating Shareholders: The Company has the policy to promote and facilitate all shareholders to attend online shareholders' meeting, which includes providing staff to answer questions or assist shareholders, in the case where shareholders cannot access the online meeting and the Company will open the meeting room to accommodate registration 1 hour prior to the meeting time.

Conducting the Meeting: Before starting the meeting, the voting method and vote-counting method shall be clearly explained in accordance with the Company's Articles of Association, as well as giving the attendees an opportunity to ask questions or make suggestions on each agenda. The Chairman proceeds the meeting according to the agenda and shall not add any agenda without notifying the shareholders in advance. In every meeting, the minutes of the meeting are recorded accurately, completely, and the voting results are clearly summarized. In case of under normal circumstances for the annual general meeting of shareholders, the Company prepares an e-voting system and registers using barcodes in order to create a transparent meeting in accordance with the principles of good corporate governance.

After the Meeting: The Company sends the minutes of the shareholders' meeting which contains the minutes of each agenda in detail, which shall be delivered as information to the Stock Exchange of Thailand within 14 days from the date of the shareholders' meeting and published on the Company's website (https://investor-th.ait.co.th/shareholder_meeting.html) for investors.

1.2 Conflicts of Interest

The Company complies with relevant rules and regulations regarding the reporting of interests of directors, executives, and related persons, which are transactions that may cause a conflict of interest and compliance with good corporate governance principles. If any director has a stake or is involved in any agenda, that director shall abstain from voting on that agenda. The Board of Directors establishes criteria and methods for reporting interests of directors, executives, and related persons as follow:

1. The directors and the executives shall report their interests from their initial designation and any change in their interests within 7 working days in accordance with the report form for interests of directors and executives and submit the report to the corporate secretary to proceed and retain for audit purposes.
2. The corporate secretary shall submit the report of interests, and any change, to the chairman and audit committees within 7 working days from the date of receiving the said report and report to the Board of Directors in the next meeting.
3. At the end of the year, the Company secretary shall prepare a report on the conflict of interest and submit to the directors and executives for data verification or the purpose of disclosure in the Annual Registration Statement and the Form 56-1 One Report.

In 2022, the Company sent information to executives and employees via email to access the prepared system in order to create understanding about conflicts of interest. In addition, the Company allowed executives and employees to sign electronically through the system for acknowledgment, accounting for 98.77%, and use in their work. In 2022, no directors, executives, employees and related persons were found to have violated the Conflict of Interest Policy.

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

The Company notifies shareholders through the Stock Exchange of Thailand and the corporate website at https://investor.ait.co.th/shareholder_meeting.html 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 The Company also provides the opportunity for shareholders to send their questions in advance via the Company's website or e-mail companysecretary@ait.co.th

2.2 Channels for the Company's information

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 www.ait.co.th phone (66) 2275 9400 , letter, and e-mail to the Corporate Secretary Office: 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 of Use of Inside Information by Directors, Executives and Employees

Pursuant to Section 59 of the Securities and Exchange Act B.E. 2535 (1992), the directors, executives, and auditors of the Company are required to disclose changes in their securities holdings and derivatives, and this includes their spouses and underage children to allow the investors and the shareholders to acknowledge and monitor the movement of securities of such persons who are in a position or status that may know inside information of the Company and may exploit such information for their own benefits before the information is disclosed to the public. In addition to the regulatory requirements, when securities holdings of directors and executives are changed, such information will be added to an agenda to be reported to the Board of Directors at the Board of Directors' meeting on a quarterly basis. 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. The details can be found in the topic "Insider information control" and has published such manuals on the Company's website.

In 2022, there were a total of 7 trading transactions of the Company's securities performed by the directors and executives. From the audit, it was found that the trading of the Company's securities was performed correctly and completely in compliance with the Company's policy.

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, suppliers, business partner partners, competitors, as well as the public, society and environment 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 of Directors has provided the "Code of Conduct" guide which specifies responsibility to the stakeholders to be used as practices by the relevant departments, as well as to inform and encourage all directors, managers, and staffs to work and conduct business activities to protect and ensure basic rights of stakeholders.

4. Information Disclosure and Transparency

4.1 The board is responsible for financial information report including general information of shareholders and general investors in a rightful, complete, reliable, timely manner with reasonable and statistic explanation, supports in terms of operating performance, policy, and future tendency, as well as business's achievement and difficulty to allow with the Company's shareholders, investors, and stakeholders to equally know this information.

According to the law, the requirements in line with the criteria of the Office of the Securities and Exchange Commission (S.E.C.), the Stock Exchange of Thailand, and of the generally accepted accounting principles require every financial report to be verified or checked by the Company's auditors, board of executive directors, audit committees, and board of directors

4.2 The intercompany transaction is required to be disclosed adequately, be it intercompany pricing policy or a case of intercompany trading, loan for or from related business, account receivable and payable of related business, investment of related business, guarantee, and guarantee providing of related business in order that the Company's shareholders and investors can fully acknowledge information and transparency under the intercompany transaction approval measure. If the Company has significant intercompany transactions in line with the conditions, regulator, executives, or board of directors will consider on approval and implementation in accordance with the rules, including disclosure of complete transaction in line with the regulations of the SEC office and the Stock Exchange of Thailand

5. Responsibilities of the Board of Directors

5.1 **Structures and Responsibilities of the Board:** The Board of Directors comprised of four 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 31st December 2022, the Board of Directors consisted of 11 directors; of which, eight (8) are non-executives or representing by 73 percent and the remaining three (3) executive directors. Therefore, executive directors totaling approximately 27 percent of the total directors. The numbers of independent directors are four (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 of the Board of Directors and President

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

1. Convene a board of directors meeting whereby the Company Secretary shall send a meeting notice not less than 7 days before the meeting date to allow directors sufficient time to study and consider the information and make the accurate decision;
2. Act as the chairman of the board of directors meeting and shareholders' meeting and encourage directors to attend the shareholders' meeting, including directing the meeting in an effective manner;
3. Allocate sufficient time for the meeting and encourage all directors to discuss, exchange ideas and express opinions in a freely manner and exercise prudent discretion in full consideration of all stakeholders;
4. Encourage directors to perform their duties within the scope of authority and responsibility of the Board of Directors in accordance with the law and good corporate governance principles;
5. Act a decisive vote in the event that the Board of Directors Meeting has equal votes for both parties.

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.

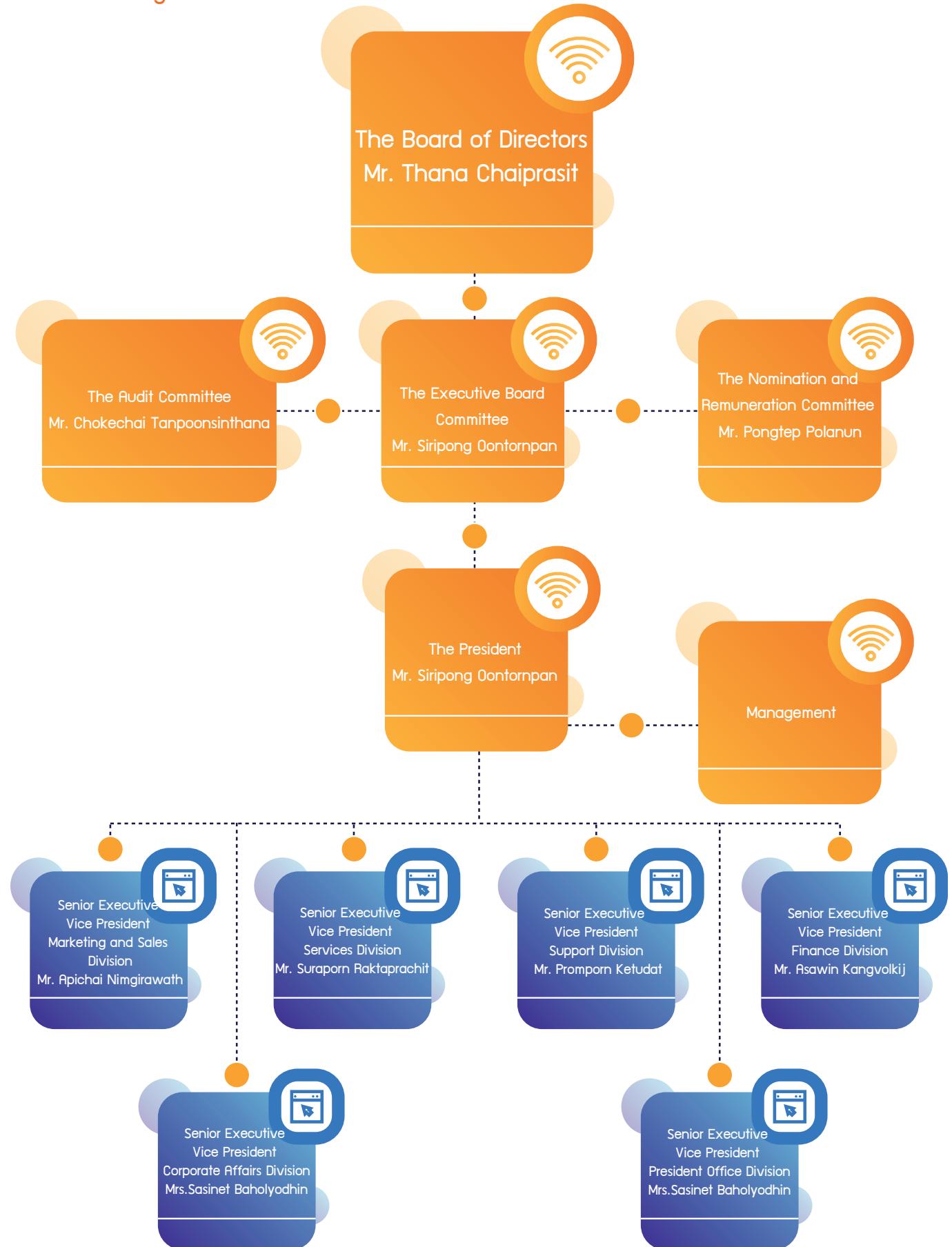
5.4 Directorships in other companies by directors and executives Directors can hold directorships in other businesses, but this must not be an obstacle to the performance of duties as a director of the Company. The director should hold directorships in no more than 5 listed companies on the Stock Exchange of Thailand. In the case of the President, he/she may hold a directorship in other companies. However, it must not be an obstacle to the performance of the President of the Company and such business must not be in the same business or in competition with the business of the Company.

5.5 Orientation Program for new Directors: The Board of Directors has set up the committee charter to determine the scope, guidelines, as well as the rules and regulations of the Company, which require that new directors shall be informed with the Company's business policy, relevant information, laws and regulations. An orientation shall be organized for new directors. The Board of directors has assigned the President and the Company Secretary to prepare a summary of information for the new directors, as well as to prepare useful information and documents, including meeting records. In addition, new directors are required to visit the establishment in order to understand the industry and business operations of the Company.

In 2022, the Company has a new director, Mr. Kamolpat Baholyodhin, to replace the resigned director. In this regard, the Board of Directors has assigned the Company Secretary to perform in accordance with the established guidelines.

2. Corporate governance structure and important information about the Board of Directors, Sub-Committees, Management, employees, and others

2.1. Management structure



2.2. Information about the Directors

The Composition of the Board of Directors and the Sub-committees

As of December 31, 2022, 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.

There are eight (8) non-executive directors and three (3) executive directors. There are four (4) 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.

Authorized Directors

The authorized directors of the Company are Mr. Siripong Oontornpan or Mr. Suraporn Raktaprachit or Mrs. Sasinet Baholyodhin or Mr. Kamolpat Baholyodhin. Two of these four directors jointly sign and affix the Company's seal.

Board of Directors and the Sub-committees

Name	Board of Directors	The Sub-committees		
		Audit Committee	The Nomination and Remuneration Committee	The Executive Board Committee
1. Mr. Thana Chaiprasit	Chairman of the Board	-	-	-
2. Mr. Pongtep Polanun	Vice Chairman of the Board and Independent Director	Independent Director	Chairman and Independent Director	-
3. Mr. Siripong Oontornpan	Executive Director and The President	-	Executive Director	Chairman and Executive Director
4. Mr. Chokechai Tanpoonsinthana	Independent Director	Chairman and Independent Director	-	-
5. Mr. Sripop Sarasas	Independent Director	Independent Director	Independent Director	-
6. Mr. Thanarak Phongphatar	Independent Director	-	-	-
7. Mr. Kittisak Sopchokchai	Non-executive Director	-	Non-executive Director	-
8. Mr. Pisak Charudilaka	Non-executive Director	-	-	-
9. Mr. Suraporn Raktaprachit	Executive Director	-	Executive Director	Executive Director
10. Mrs. Sasinet Baholyodhin	Executive Director	-	-	Executive Director
11. Mr. Kamolpat Baholyodhin*	Non-executive Director	-	-	-

* Mr. Kamolpat Baholyodhin was appointed as a new director to replace the resigned director at the 2022 Annual General Meeting of Shareholders, effective from April 11, 2022 onwards.

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) Appoint and determine of the scope, powers, duties and responsibilities of the Company Secretary.

- (10) Approve quarterly and annual financial statements in order to present to the shareholders at the Annual General Shareholders Meeting.
- (11) Approve entering into an unconventional business transaction in beyond the authority of the Executive Board Committee.
- (12) Approve the establishment, control or dissolution of subsidiaries, joint ventures, joint ventures of joint ventures and consortiums.
- (13) 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.
- (14) 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, control and supervise the guidelines, business plans and business strategic plans of the Company with review and approval on an annual basis.
- (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.

Meeting of the Board of Directors

The Board of Directors has policy to schedule Board's meetings at least five (5) 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. However, due to the COVID-19 pandemic in the past 2-3 years, together with the announcement of the Royal Decree on Meetings via Electronic Media B.E.2563 (2020), as a result, in 2022, the Company held all meetings of the Board of Directors, including sub-committees all electronic

media. 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 meeting of the Directors in 2022

Name – Last Name	Meeting Attendance / Total Numbers of Meetings					
	The Board of Directors	The Audit Committee	The Nomination and Remuneration Committee	The Executive Board Committee	The Shareholder's Meeting 2022	
	By Electronics device as all				In Person	By Electronics device
1. Mr. Thana Chaiprasit	5/6	-	-	-	1/1	-
2. Mr. Pongtep Polanun	5/6	3/4	2/2	-	-	1/1
3. Mr. Siripong Oontornpan	6/6	-	2/2	11/11	-	-
4. Mr. Chokechai Tanpoonsinthana	6/6	4/4	-	-	1/1	-
5. Mr. Sripop Sarasas	6/6	4/4	2/2	-	-	1/1
6. Mr. Thanarak Phongphatar	6/6	-	-	-	1/1	-
7. Mr. Kittisak Sopchokchai	6/6	-	2/2	-	-	1/1
8. Mr. Pisak Charudilaka	6/6	-	-	-	1/1	-
9. Mr. Suraporn Raktaprachit	3/6	-	2/2	4/11	-	1/1
10. Mrs. Sasinet Baholyodhin	6/6	-	-	11/11	1/1	-
11. Mr. Kamolpat Baholyodhin*	5/5	-	-	-	1/1	-

* Mr. Kamolpat Baholyodhin was appointed as a new director to replace the resigned director at the 2022 Annual General Meeting of Shareholders, effective from April 11, 2022 onwards.

Remuneration of Directors

The Nomination and Remuneration Committee shall be responsible for proposing the guidelines and determining the remuneration for directors at the appropriate rate and comparable within the same industry and same business size. The survey data of the directors' compensation of the Thai Institute of Directors and the Stock Exchange of Thailand is used in consideration in determining the remuneration to the directors at the comparable rate of the same industry to motivate and be appropriated to the knowledge, ability and responsibilities of the directors. Monthly remuneration and meeting allowance for the Board of Director and Audit Committee are determined. The committee members who are members of the sub-committee will receive meeting allowance for the sub-committee as well.

The Nomination and Remuneration Committee will propose the renumeration results to the Board of Directors for consideration and then propose it to the Annual General Meeting of Shareholders for approval. For 2022, the remuneration of the various committees and sub-committees is still at the same rate.

Directors' remuneration policy in 2022

Director	Monetary Remuneration (Baht)		
	Monthly Retainer	Meeting Allowance	Annual Pension
The Board of Directors			
Chairman	25,000	25,000	✓
Member	13,000	17,000	✓
The Audit Committee			
Chairman	25,000	25,000	✗
Member	20,000	20,000	✗
The Nomination and Remuneration Committee			
Chairman	✗	25,000	✗
Member	✗	20,000	✗

The remuneration for the directors in 2022

Name	Position	Monthly Retainer (Baht)	Meeting Allowance (Baht)	Annual Pension (Baht)	Others (Baht)
1. Mr. Thana Chaiprasit	• Chairman of the Board of Directors	300,000.00	125,000.00	1,956,521.70	-
2. Mr. Pongtep Polanun	• Chairman of the Nomination and Remuneration Committee • Member of the Audit Committee • Independent Director	396,000.00	195,000.00	1,304,347.83	-
3. Mr. Siripong Oontornpan	• Member of the Board of Directors • Member of the Nomination and Remuneration Committee	156,000.00	142,000.00	1,304,347.83	-
4. Mr. Chokechai Tanpoonsinthana	• Chairman of the Audit Committee • Independent Director	456,000.00	202,000.00	1,304,347.83	-
5. Mr. Sripop Sarasas	• Member of the Audit Committee • Member of the Nomination and Remuneration Committee • Independent Director	396,000.00	222,000.00	1,304,347.83	-
6. Mr. Thanarak Phongphatar	• Independent Director	156,000.00	102,000.00	1,304,347.83	-
7. Mr. Kittisak Sopchokchai	• Member of the Board of Directors • Member of the Nomination and Remuneration Committee • Member of the Board of Directors	156,000.00	142,000.00	1,304,347.83	-
8. Mr. Pisak Charudilaka	• Member of the Board of Directors • Member of the Nomination and Remuneration Committee	156,000.00	102,000.00	1,304,347.83	-
9. Mr. Suraporn Rakaprachit	• Member of the Board of Directors	156,000.00	91,000.00	1,304,347.83	-
10. Mrs. Sasinet Baholyodhin	• Member of the Board of Directors	156,000.00	102,000.00	1,304,347.83	-
11. Mr. Chodiwat Duntasarn	• Member of the Board of Directors	-	-	1,304,347.83	-
Mr. Kamolpat Baholyodhin		117,000	85,000	-	-
total		2,601,000.00	1,510,000.00	15,000,000.00	

Note:

- The 2022 Annual General Meeting of Shareholders held on April 11, 2022 passed a resolution to approve the remuneration of the Board of Directors for the year 2021 in the total amount of 15.0 million baht.
- Mr. Chodiwat Danthanasarn resigned from the Board of Directors, effective from January 1, 2022 onwards. Mr. Kamolpat Baholyodhin was appointed as the new director to replace the resigned director by the resolution of the 2022 Annual General Meeting of Shareholders and effective from April 11, 2022 onwards.

Changes in AIT Shares Held by Directors and the Management 2022

No.	Name – Last Name	Position	No. of shares held as of December 31, 2021	No. of shares held as of December 31, 2022	Increase/ (Decrease) in AIT's shares held in 2022	Percentage of shares held (%)
1	Mr. Thana Chaiprasit	Chairman of the Board	2,250,000	15,000,000	12,750,000	1.13
	Spouse and underage child		-	-	-	-
2	Mr. Siripong Oontornpan	Chairman of Executive Board Committee and the President, Nomination & Remuneration Committee, Director of Board	10,753,225	53,766,125	43,012,900	4.04
	Spouse and underage child		1,552,497	7,762,485	6,209,988	0.58
3	Mr. Chokechai Tanpoonsinthana	Chairman of the Audit Committee, Independent Director	-	-	-	-
	Spouse and underage child		-	-	-	-
4	Mr. Pongtep Polanun	Vice Chairman of the Board, Chairman of the Nomination and Remuneration Committee, Audit Committee, Independent Director	900	-	900	-
	Spouse and underage child		-	-	-	-
5	Mr. Sripop Sarasas	Audit Committee, Nomination and Remuneration Committee, Independent Director	-	-	-	-
	Spouse and underage child		-	-	-	-
6	Mr. Thanarak Pongpatr	Independent Director	37,500	277,500	240,000	<0.02
	Spouse and underage child		-	-	-	-
7	Mr. Kittisak Sopchokchai	Nomination & Remuneration Committee, Director of Board	6,874,659	51,373,295	44,498,636	3.86
	Spouse and underage child		-	-	-	-
8	Mr. Pisak Charudilaka	Director of Board	-	-	-	-
	Spouse and underage child		2,606,378	13,031,890	10,425,512	0.98
9	Mr. Kamolpat Baholyodhin	Director of Board	-	-	-	-
	Spouse and underage child		6,898,115	51,720,862	44,822,747	3.89
10	Mr. Suraporn Raktaprachit	Director of Board, Director of Board, Executive Board Committee, Senior Executive Vice President – Services Division	7,000,000	32,279,425	25,279,425	2.42
	Spouse and underage child		-	-	-	-
11	Mrs. Sasinet Baholyodhin	Director of Board, Executive Board Committee, Senior Executive Vice President – Corporate Affairs Division	6,898,115	51,720,862	44,822,747	3.89
	Spouse and underage child		-	-	-	-
12	Mr. Asawin Kangvolkij	Senior Executive Vice President – Finance Division	-	-	-	-
	Spouse and underage child		-	-	-	-
13	Mr. Promporn Ketudat	Senior Executive Vice President – Support Division	-	-	-	-
	Spouse and underage child		-	-	-	-
14	Mr. Apichai Nimgirawath	Senior Executive Vice President – Marketing and Sales Division	-	-	-	-
	Spouse and underage child		-	-	-	-

Remark

- The Company has changed the par value of shares from 5 baht to 1 baht, effective on January 4, 2022.
- The Company issued and made first exercise of warrants to purchase ordinary shares of the Company (AIT-W2) on September 30, 2022.

2.3. 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.

The Audit Committee

The Audit Committee is responsible for supervising and ensuring the accuracy of the financial statements' preparation procedures and efficiency of the Company's internal control system, review the accuracy and sufficiency of financial reports, reviews the effectiveness of internal control system and internal audit considering the independence of the Internal Audit Department. In addition, the Audit Committee is responsible for approval of appointment/ relocation/ termination of employment of head of the Internal Audit Department, selection/ appointment/ termination of employment of the auditors considering the independence, related items or the items that may have a conflict to meet the criteria. The Audit Committee is also responsible for preparation of the Audit Committee's report for disclosure in the annual report which shall be signed by the chairman of the audit committee. In 2022, the Audit Committee held four (4) meetings and the attendance record of each director is presented under the topic "The Attendance of the Directors in 2022". There were also four (4) meetings held by the auditors without the management and the list of Audit Committee is as follows.

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

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.

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 2022 can be found in the topic "The Board of Directors Remuneration". There are two (2) ordinary meetings as the attendance record of each director is presented under the topic "The Attendance of the Directors in 2022", the list of the Nomination and Remuneration Committee is as follows;

Name – Last 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 Raktaprarachit	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.

The Executive Board Committee

The Executive committee performs and operates as assigned by the Board of directors or the Executive Committee under the objectives, rules and regulations of the Company. In 2022, a total of eleven (11) meetings was held. The statistics of meeting attendance of each director are shown in the section "The Attendance of the Directors in 2022". The list of executive committees are as follows:

Name – Last Name	Position
1. Mr.Siripong Oontornpan	Chairman of Executive Board Committee
2. Mr.Suraporn Raktaprachit	Director
3. Mrs.Sasinet Baholyodhin	Director

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 above mentioned 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.

2.4. Managements and Employees

The Company's Management of the year 2022

Name – Last Name	Position
1. Mr. Siripong Oontornpan	President
2. Mr. Suraporn Raktaprachit	Senior Executive Vice President – Services Division
3. Mr. Asawin Kangvilkij	Senior Executive Vice President – Finance Division
4. Mr. Apichai Nimgirawath	Senior Executive Vice President – Marketing and Sales Division
5. Mr. Promporn Ketudat	Senior Executive Vice President – Support Division
6. Mrs. Sasinet Bahlyodhin	Senior Executive Vice President – Corporate Affairs Division And President Office Division

Company's Compensation Structure

	Managements	Employees	Form of payment
Salary	✓	✓	Cash - all employees
Benefits	✓	✓	Provided fund and Insurance
Performance Bonus	✓	✓	Cash - all employees

The Management Remuneration 2022

The Company has criteria for paying remuneration to the management team based on knowledge ability and experience, as well as comparing the operating results of the year and past years, as well as considering the comparison with other companies in the same industry and similar business sizes. The management's remuneration for the year 2022 is equal to 87.81 million baht, consisting of salary, bonus based on performance, and other benefits.

Employees

As of 31 December 2022, The Company has in total of 578 employees, divided into these following

Divisions	Total Employees (person), as of 31 December 2022
1. Marketing and Sales	38
2. Finance	18
3. Services	417
4. Corporate Affairs	47
5. Support	48
6. President Office	10
Total	578

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

Monetary Compensation for Employees

In 2022, the Company has considered the policy of paying compensation, both short-term and long-term to employees in accordance to the Company's performance. This includes providing welfare benefits as required by law and paying monetary compensation to employees such as salary, bonus, allowances (excluding directors and executives as defined by the SEC) in the amount of 671.13 million baht.

Personnel 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. In 2022, the Company organized and provided training for the employees in many forms, including training courses and seminars, both offline and online, online lessons (E-Learning) and workshops as follow:

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 2022, there are the trainings as follows;

1). Developing Growth Mindset Step-by-Step course, and online and virtual class to build knowledge and understand the meaning and benefits of a growth mindset and motivate the employees to apply this growth mindset in daily life.

2). Inward Outward Mindset course, an online and virtual class to improve the character and work habits and behaviors to become more open-minded and adaptive.

3). Professional Image course, a virtual class to improve personality and image with the aims to increase reliability through better and natural movements, whether walking, standing, sitting, dressing, manners of speaking

4). Lateral Thinking course, a virtual class to create ideas outside the box, practice the lateral thinking process to get new ideas that can be used to solve problems and lead to creativity and innovations.

5). Six Thinking Hats course, a virtual class to look at problems from all aspects and in a consistent direction in order to reduce conflict and organize ideas systematically.

- 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.

2.5. Others

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 Form 56-1 One 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.

Audit Fee

In 2022, the auditor's remuneration is listed below;

- An annual audit fee and a quarterly audit fee, amounted THB 1.77 million
- Other compensation to the audit fee, – none –
- The Company audit fee of the last three years is as follows;

Transactions	2022	2021	2020
Audit Fee of Advanced Information Technology PCL	1,770,000	1,680,000	1,680,000
- Annual audit fee	960,000	900,000	900,000
- Quarterly audit fee	810,000	780,000	780,000

3. Corporate Governance Performance Report

3.1. Nomination and Appointment of Directors and Top Executives

Independent Directors

In 2022, the company has 4 independent directors as follows:

Name – Last 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.

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

Nomination of Directors and Executives

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 and Remuneration Committee is responsible for review of the qualifications and performances of the candidates in appointment of the Directors.

The Board of Directors is well aware of the benefits of the diversity of the Board of Directors, therefore focuses on transparency in the nomination of the candidates, without restrictions on gender, age, education level, professional experience, skills and knowledge. The Nomination and Remuneration Committee is responsible for review of the qualifications and performances taking into account the benefits of the diversity of candidates or directors who retire by rotation or resign. The Nomination and Remuneration Committee also considers necessary skills that are lacking in the Board of Directors in order to be in line with the Company's business strategy and propose it to the Board of Directors for an approval. After that, the list of proposed directors will be proposed to the shareholders' meeting 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. 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.

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 Executive Board Committee / President

When the positions of Chairman of the Executive Board Committee/the President are vacant or they are unable to conduct their position, 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 con sidered by the Nomination and Remuneration Committee.

(2) Vice President

When the positions of Vice President upward 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.

3.2. The Governance and Operations of Joint Ventures

In 2022, the Company has a joint venture, Loxley and AIT Holding Co., Ltd. and invested in equity instruments in a non-listed company, 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 benefits in the Company's investment, as follows;

	Loxley and AIT Holding Co., Ltd (LAH)	Campana Group Pte. Ltd. (CAMPANA)
1. Mr. Siripong Oontornpan	Director	-
2. Mr. Suraporn Raktaprachit	-	Director
3. Mr. Asawin Kangvolkij	Director	-

3.3. Directors' Knowledge Development

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 2022

Name of the Directors	Details
Mr. Chokechai Tanpoonsinthana	Training on "Easy listening: Accounting knowledge that the audit committee should not miss EP.2" by The Securities and Exchange Commission, Thailand
Mr. Siripong Oontornpan	Training Course "Mission WE" #1

3.4. Directors' Evaluation

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 (6) 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 2022, the Board of Directors' meeting no.6/2022 on 8 December 2022, 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;

Directors/Sub-Committees	Performance of the Committee (Percentage)	Performance of the Individual Directors (Percentage)
The Board of Directors	91	91
The Audit Committee	90	90
The Nomination and Remuneration Committee	90	89

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 three (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.

3.5. Investor Relations

The Company has established the Investor Relations Section 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, including preparing the IR Webpage for the disclosure of various information. Important information for investors to be informed. For more information, the contact channels are available on three (3) channels, as follows;

1. Telephone: 0-2275-9400
2. Website: <https://investor.ait.co.th/>
3. E-mail: ir@ait.co.th

Investor Relations Activities

In 2022, 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 through Steaming System, counted three (3) times by the Stock Exchange of Thailand
2. An Analyst Meeting, to provide information on the Company's performance quarterly, counted four (4) times.
3. Earning Release for each quarter, counted four (4) times.
4. Others: Participating in providing investor information via stock scan program on FM106 radio, counted one (1) time.

3.6. The Compliance with Principles of Good Corporate Governance in Other Matters

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 2022, the matter has considered and reviewed and also recorded in the minutes of the Board of Directors Meeting No. 6/2022. The Company regularly reviews the guidelines in accordance with good corporate governance principles. For the year 2022, the Company has complied good corporate governance, except for the following matter;

1. **Term of Office of Independent Directors Not Exceeding 9 Years.** The Company has 4 independent directors with terms of office exceeding 9 years, namely Mr. Chokchai Tangpoonsinthana, Mr. Pongtep Phonan, Mr. Sripop Sarasas and Mr. Thanarak Pongpetra as these 4 independent directors are knowledgeable and have a good understanding of the Company's business. In 2022, these 4 independent directors have given advice that is highly beneficial to the Company. Moreover, the experience of the directors who have served for a long time also helps them to have a better understanding of the Company's business. The details as follow:

Name - Last Name	Appointed Date of the Independent Director	Year(s) : [Appointed date - Present]
Mr. Thanarak Phongphatar	5 April 2012	10 Years 8 Months
Mr. Chokechai Tanpoonsinthana	15 February 2003	19 Years 10 Months
Mr. Pongtep Polanun	15 February 2003	19 Years 10 Months
Mr. Sripop Sarasas	15 February 2003	19 Years 10 Months

2. All members of the Nomination and Remuneration Committee should be independent directors.

At present, the Nomination and Remuneration Committee has 5 members, consisting of 2 independent directors, 2 executive directors and 1 non-executive director. Mr. Pongtep Polanun is an independent director who is the chairman of the Nomination and Remuneration Committee. From the past performance, the Nomination and Remuneration Committee is considered to be a committee that adheres to the criteria for nomination and remuneration that are consistent and comparable within the same industry, as well as having a thorough understanding of the nature of Company's business.

3. The Chairman of the Board should be an independent director and should not be the same person as the Managing Director. At present, the Chairman of the Board is not the same person as the Managing Director and the Company has clearly separated duties and responsibilities to ensure a balance and transparency in accordance with good corporate governance principles.

3.7. Report of the Sub-Committee

Audit Committee Report

Dear, Shareholders

The audit committees of Advanced Information Technology Public Company Limited consists of 3 independent directors which are Mr. Chokchai Tangpoonsinthana, a chairman of the audit committees, and Mr. Pongthep Polanan and Mr. Sripob Sarasas, audit committees, who are qualified in finance, accounting, and management. They are fully qualified as determined in the notification of the Office of the Securities and Exchange Commission (S.E.C.) and the Stock Exchange of Thailand.

In 2022, the audit committees arranged a total of 8 conferences divided into 4 conferences with external auditors without the company's executive and the other 4 conferences with the company's executive section. Each audit committee participated in every conference. Each conference was with auditors, internal audit officers, and executives to discuss significant issues, acknowledge operating performance, detected observations, problems and difficulties during performance, as well as progress inquiry about compliance of the auditors' and internal audit officers' suggestions. Moreover, the audit committees have separately reported and provided comments, including suggestions to the board of directors, which can be summarized as follows:

1. To verify the quarterly and annual financial statements before submitting to the board of directors' conference. The audit committees had questioned and listened to the explanation of the administrative section and the auditors on the financial statements' validity and the information disclosure adequacy, the events after the reporting period, adjusting entries with essential impacts on the financial statements to ensure that the financial statement preparation was in line with the legal requirements and the financial reporting standards and that the accounting system and the financial statements were accurate and reliable. Also, the information disclosure of the financial statements was adequate and timely for the benefit of the investors and the financial statements' users.
2. To verify the internal control system. The audit committees had verified the effectiveness and the adequacy of the internal control system considering the 4 internal audit reports of 2022 which can be summarized as follows:
 - First audit on the receipt and withholding tax control system: The previous audit result follow-up which shows that some tax invoice numbers and receipts were discrete or duplicated due to the adjusted processes during COVID-19 providing that the person who prepared a tax invoice would be the one who determined the tax invoice number. However, the Company had increased precautions on such matter, yet the overview did not find any significant defect.
 - Second audit on the payment and petty cash compensation withdrawal control system and the fixed asset control system: The audit result shows that some requirements defined in the manual were not conducted by the Company. However, the overview did not find any significant defect.

- Third audit on the cheque payment control system and daily financial position report and the purchasing and sourcing control system: The audit result shows that the Company should determine the approved vendor list increase and cancellation rules in the work manual, which the audit committees had requested such matter to be fully implemented. However, the overview did not find any significant defect.
- Forth audit on the sales control system and the commission calculation: The audit result shows that the Company should determine that the proof of selling price approval must be gathered before submitting it to every project's client upon the conference on selling price consideration to be proposed to the clients, which the audit committees had repeated to strictly implement such matter. However, the overview did not find any significant defect.

Furthermore, the audit committees had also successively considered and followed up the operating performance in accordance with the counsel in the audit result report of the internal auditor to acknowledge the causes and propose prevention guidelines for possible losses to the management department by conducting the follow-up and verification in order for the management department to comply with the suggestions on the internal control system to prevent the recurrence of the defects. The audit committees were of the opinion that the Company had an adequate and proper control system at an acceptable level.

3. To urge the management department to prepare a written overview risk management methods for every form of risk for the organization leading to an internal audit that can refer to the Company's risks. Nevertheless, the Company established the anti-corruption committees, the fraud and corruption risk board of executive directors, and the anti-corruption working group in the past year, including reviewing the policies and measures on anti-corruption in order to govern and follow up, which reflected transparent operations and good operating guidelines.

Even though the Company had not prepared the written risk management methods, but it was able to moderately handle with the incurred risks during the COVID-19 disease epidemic well. The applied measures allowed it to overcome the difficulties and successively provide the services to its clients.

4. The operating performance and the progress of Campana Group Pte Ltd, registered in Singapore but operated in Myanmar and Thailand, were followed up. The main business of this company was the possession of a concession from the government of Myanmar for cable arrangement under the sea linked between Myanmar and Singapore with a junction to Thailand so that the business in Myanmar could internationally connect its long-distance calls as well as the online communication with foreign countries. However, according to the unrest in Myanmar, including being sanctioned from the western countries, these events caused the projects to be delayed, lack of successive investments, and failure on the predicted achievement of the projects' objectives. Therefore, the audit committees had proposed the board of directors to consider establishing direct and indirect investment depreciation reserve according to the accounting principles in Campana Group Pte Ltd., which the Company had fully done so at the end of 2022.

5. To follow up the quarterly operating performance in comparison with the 2022 business plan budget (income, cost, expense, and profit) in every quarter to control and adjust the business plan strategies to be appropriate to and keep up with current situations.
6. To consider, select, establish, and propose compensation to the auditors in 2022 to propose to the board of directors for the approval from the 2023 Annual General Meeting of Shareholders, which the audit committees had considered the operating performance, independence, and suitability of the compensation. They agreed to appoint Mr. Khitsada Lerdwana, a certified public accountant, Registration No. 4958, and/or Mr. Termphong Opanaphan, a certified public accountant, Registration No. 4501, and/or Miss Sineenart Rachaikhuankhan, a certified public accountant, Registration No. 6287, on behalf of EY Office Company Limited, to be the 2023 auditor of the company due to having:
 - Good working standards, audit proficiency, and consistent good performance
 - Good suggestions and advices on new accounting standards, accuracy, and clarity
 - The audit fee in 2023 is of 1,855,000 baht (one million eight hundred fifty-five thousand baht only). This is an increased service rate of 4.8% from 2022, which is an acceptably increased rate.
 - The audit office and the auditors listed above are not related or interested individuals with the Company, executives, major shareholders, and individuals related to these individuals. Therefore, they are independent in auditing and able to provide opinions to the Company's financial statements.
7. To quarterly verify, supervise, and give opinions about the related party and intercompany transactions (by disclosing: 1. Name of the individuals who made intercompany transaction; 2. Relationship; 3. Nature and conditions of transaction; 4. Price policies and transaction value) or the transactions which might conflict with the Company's benefits taking into account the principles of reasonability, transparency, and adequate information disclosure in a regular manner for business. For the auditing result of 2022, the audit committees had the view that the administrative section had decided to significantly make transactions for the Company's business with regular trading conditions, reasonable price, and being in line with the Company's business rules.

The audit committees were of the view that the Company's the past operation at the end of the year, ended on December 31, 2022, complied with the internal control system and suitable internal verification. The financial report was accurate, complete, and reliable. The Company followed the laws, regulations, and requirements related to its business. Also, it properly disclosed information to regulators. The operation corresponded to the good, sufficient, transparent, and trustworthy corporate governance system.



(Mr. Chokechai Tangpoonsinthana)

Chairman of the Audit Committee

February 17, 2022

Report of the Nomination and Remuneration Committee

Dear, Shareholders

The board of directors had appointed nomination and remuneration committees to be responsible for nominating individuals with appropriate skills and qualifications for being committees and a president, including proposing compensation policy, compensation payment guideline, and other benefits for the board of directors, subcommittees, chief executives, as well as the Company's personnel in a fair and transparent manner by mainly taking into account every party's benefits.

In 2022, the nomination and remuneration committees carried out their responsibilities under the charter and the authority extent assigned by the board of directors. They held 2 conferences to consider matters and were unable to vote in case of their own interests. They had reported the conference results with opinions and suggestions to the board of directors for further consideration. The considered matters can be summarized as follows:

1. Nomination for Retired Director Replacement

The nomination and remuneration committees had considered the lists of directors and audit committees who would retire in 2022 and nominated the lists of substitutes by considering qualified individuals in accordance with the requirements of the Stock Exchange of Thailand, taking into account qualification, experience, and capabilities helpful for the Company in order for the board of director meeting to approve before proposing to the annual general meeting of shareholders.

2. Consideration and Selection for New Directors for Retired Director Replacement

The nomination and remuneration committees had considered and selected the new directors to replace the retired ones by considering qualified individuals for the position in accordance with the requirements of the Stock Exchange of Thailand, taking into account qualification, experience, and capabilities helpful for the Company in order for the board of director meeting to approve before proposing to the annual general meeting of shareholders.

3. Ratification of Renewal and Selection for Holding the Post of the Chairman of the Board of Executive Directors and the President of the Company

The nomination and remuneration committees had requested for a ratification of renewal for the chairman of the board of executive directors and the president for 2 more years, which was effective since December 1, 2022 onwards, by considering qualified individuals for the positions in accordance with the requirements of the Stock Exchange of Thailand, taking into account qualification, experience, and capabilities helpful for the Company in order for the board of director meeting to approve before proposing to the annual general meeting of shareholders.

4. Determination of Director Compensation

The nomination and remuneration committees had considered determining the director compensation, namely, salary, attendance fee in 2022 and annual reward in 2021 for the board of directors and the subcommittees consisting of board of directors, audit committees, and nomination and remuneration committees in order for the board of director meeting to approve before proposing to the annual general meeting of shareholders to approve by considering the suitability and consistency of the Company's operating performance, which such compensation must be able to be compared with the registered companies in the industry and similar businesses.

5. Determination of Salary and Annual Bonus Increases

The nomination and remuneration committees had considered the determination principles for bonus payment for the year 2022 limit for its employees and the salary increase framework in 2023 in conjunction with the finance and accounting control department, which the Company's salary and bonus increase framework was at an appropriate level and in line with its operating performance.



(Mr.Pongtep Polanun)

Chairman of the Nomination and
Remuneration Committee

4. Internal Controls and Related Transactions

4.1. Internal Control

Project Risk Management

As the Company is doing business that mainly focuses on project bidding, the Company is aware of various risks that may arise from the sale of each project and sets a policy for risk management to be a part of the Company's business operations and has project risk management committee responsible for assessing various risks arising from financial, project management, technical matters, including internal and external factors in order to recommend guidelines for risk management to an acceptable level that the result in the successful project and can generate returns that are suitable for the Company.

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 internal control and risk management systems provide the Company a reasonable assurance that the following objectives and goals will be achieved as follow:

- 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, risk management, and other aspects in its entirety.

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 duties and their segregation in order to ensure that there is a control system of checks and balances through the use of proper written authority and approval levels and 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 year 2022 which separate financial statements of Advanced Information Technology Public Company Limited and financial statements in which equity method is applied 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 five (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 2022 had an average score of 93%. 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 applying 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 Internal Audit in 2022

1. Internal Audit No. 4/2021 Receipt Control System Withholding Tax Control System Follow up of previous audit result	3. Internal Audit No. 2/2022 Daily Financial Position Report and The Purchasing and Sourcing Control System Payment Control System
2. Internal Audit No. 1/2022 Payment and Petty Cash Compensation Withdrawal Control System Fixed Assets Control System	4. Internal Audit No. 3/2022 Sales control system Calculation of Commission

4.2. Related party transactions

During the year, the Company had significant business transactions with the related parties which are conducted fairly at market prices. 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 those related parties.

(Unit: Million Baht)

2022	2021	Transfer pricing policy
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Transactions with the related party

Sales of goods and services	6	1	Market price
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The balance of the accounts between the Company and those related parties as at 31 December 2022 and 2021 are as follow.

(Unit: Million Baht)

2022	2021
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Trade receivables - related party

Related company (common director)	2	-
Total trade receivables - related party	2	-

Directors and management's benefits

During the years ended 31 December 2022 and 2021, the Company had employee benefit expenses payable to its directors and management as below

(Unit: Million Baht)

2022	2021
Short-term employee benefits	81
Post-employment benefits	7
<u>88</u>	<u>81</u>

Guarantee obligations with related party

As at 31 December 2021, the Company and other companies 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. At present, the Company has been released its obligations under the guarantee.

Part 3

Financial Statement



Financial Statement

1. The Board of Directors' Responsibility for the Financial Statements

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 (Form 56-1 one report). The financial statements are prepared in accordance with the Financial Reporting Standard 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 (Form 56-1 one report).

The accompanying the separate financial statements and the financial statements in which equity method is applied of Advanced Information Technology Public Company Limited which comprise the statement of financial position as at 31 December 2022, 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 (Form 56-1 one 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 Oontorpan
Chairman of Executive Board
Committee and President

2. Independent Auditor's Report

Independent Auditor's Report

To the Shareholders of Advanced Information Technology Public Company Limited

Opinion

I have audited the accompanying financial statements in which equity method is applied of Advanced Information Technology Public Company Limited (the Company), which comprise the statement of financial position as at 31 December 2022, and the related statements of comprehensive income, changes in shareholders' equity and cash flows for the year then ended, and notes to the 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 in which equity method is applied and the separate financial statements referred to above present fairly, in all material respects, the financial position of Advanced Information Technology Public Company Limited as at 31 December 2022, 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 Company in accordance with the *Code of Ethics for Professional Accountants including Independence Standards* issued by the Federation of Accounting Professions (Code of Ethics for Professional Accountants) that are relevant to my audit of the financial statements, and I have fulfilled my other ethical responsibilities in accordance with the Code of Ethics for Professional Accountants. 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 c) 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 Company, 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 Company'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 Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company'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 Company'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 Company'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 Company 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.

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: 16 February 2023

3. Financial

Advanced Information Technology Public Company Limited

Statement of financial position

As at 31 December 2022

(Unit: Baht)

	Note	Financial statements in which equity method is applied		Separate financial statements		
		2022	2021	2022	2021	
Assets						
Current assets						
Cash and cash equivalents	7	1,486,594,618	378,502,534	1,486,594,618	378,502,534	
Other current financial assets	8	-	719,998,589	-	719,998,589	
Trade and other receivables	9	1,890,677,914	2,070,826,046	1,890,677,914	2,070,826,046	
Contract assets	10	1,130,657,568	913,455,018	1,130,657,568	913,455,018	
Inventories	11	882,717,689	863,560,932	882,717,689	863,560,932	
Other current assets		203,126,717	168,566,243	203,126,717	168,566,243	
		5,593,774,506	5,114,909,362	5,593,774,506	5,114,909,362	
Assets held for sale	12	-	37,848,061	-	82,999,900	
Total current assets		5,593,774,506	5,152,757,423	5,593,774,506	5,197,909,262	
Non-current assets						
Other non-current financial assets	13	3,000,000	82,248,985	3,000,000	82,248,985	
Investments in joint venture	15	-	-	4,000,000	75,999,800	
Property, plant and equipment	16	96,231,394	94,269,034	96,231,394	94,269,034	
Right-of-use assets		16,245,855	23,373,204	16,245,855	23,373,204	
Equipment for lease	17	358,510,665	197,495,197	358,510,665	197,495,197	
Intangible assets	18	41,699,101	34,121,897	41,699,101	34,121,897	
Deferred tax assets	27	138,030,258	103,288,395	138,030,258	103,288,395	
Other non-current assets		93,669,743	64,559,365	93,669,743	64,559,365	
Total non-current assets		747,387,016	599,356,077	751,387,016	675,355,877	
Total assets		6,341,161,522	5,752,113,500	6,345,161,522	5,873,265,139	

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

Advanced Information Technology Public Company Limited

Statement of financial position (continued)

As at 31 December 2022

(Unit: Baht)

		Financial statements in which equity method is applied		Separate financial statements	
	<u>Note</u>	2022	2021	2022	2021
Liabilities and shareholders' equity					
Current liabilities					
Trade and other payables	19	921,042,561	790,767,172	921,042,561	790,767,172
Unbilled payables		837,328,758	896,106,828	837,328,758	896,106,828
Current portion of liabilities under financial arrangement agreements	20	93,798,974	96,176,604	93,798,974	96,176,604
Current portion of lease liabilities		8,750,693	11,312,428	8,750,693	11,312,428
Income tax payable		53,318,740	29,274,432	53,318,740	29,274,432
Contract liabilities	10	272,939,255	405,901,120	272,939,255	405,901,120
Provision for penalty on project delay	21	81,584,955	77,100,000	81,584,955	77,100,000
Other current financial liabilities		11,716,501	122,806	11,716,501	122,806
Other current liabilities		66,748,066	133,336,496	66,748,066	133,336,496
Total current liabilities		2,347,228,503	2,440,097,886	2,347,228,503	2,440,097,886
Non-current liabilities					
Liabilities under financial arrangement agreements					
- net of current portion	20	124,579,139	117,981,497	124,579,139	117,981,497
Lease liabilities - net of current portion		5,210,248	11,516,525	5,210,248	11,516,525
Provision for long-term employee benefits	22	126,438,410	121,278,849	126,438,410	121,278,849
Total non-current liabilities		256,227,797	250,776,871	256,227,797	250,776,871
Total liabilities		2,603,456,300	2,690,874,757	2,603,456,300	2,690,874,757

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

Advanced Information Technology Public Company Limited

Statement of financial position (continued)

As at 31 December 2022

(Unit: Baht)

	<u>Note</u>	2022	2021	2022	2021
Shareholders' equity					
Share capital	23				
Registered					
1,547,406,727 ordinary shares of Baht 1 each		1,547,406,727	1,547,406,727	1,547,406,727	1,547,406,727
Issued and fully paid-up					
1,331,125,351 ordinary shares of Baht 1 each					
(2021: 1,031,604,485 ordinary shares of Baht 1 each)		1,331,125,351	1,031,604,485	1,331,125,351	1,031,604,485
Share premium		602,957,957	303,437,091	602,957,957	303,437,091
Retained earnings					
Appropriated-statutory reserve	25	150,003,000	128,778,000	150,003,000	128,778,000
Unappropriated		1,651,053,267	1,594,853,520	1,657,618,914	1,718,570,806
Other components of shareholders' equity		2,565,647	2,565,647	-	-
Total shareholders' equity		3,737,705,222	3,061,238,743	3,741,705,222	3,182,390,382
Total liabilities and shareholders' equity		6,341,161,522	5,752,113,500	6,345,161,522	5,873,265,139

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

Advanced Information Technology Public Company Limited

Statement of comprehensive income

For the year ended 31 December 2022

(Unit: Baht)

	Note	Financial statements in which equity method is applied		Separate financial statements	
		2022	2021	2022	2021
Revenues					
Sales and service income		6,293,296,919	6,765,973,539	6,293,296,919	6,765,973,539
Rental income from equipment for lease		259,367,117	179,383,171	259,367,117	179,383,171
Gain from sales of investment	12	108,627,530	-	63,475,691	-
Other income		65,298,759	89,389,577	65,298,759	89,389,577
Total revenues		6,726,590,325	7,034,746,287	6,681,438,486	7,034,746,287
Expenses					
Cost of sales and service		5,140,818,844	5,582,166,573	5,140,818,844	5,582,166,573
Cost of equipment for lease		132,721,790	95,320,094	132,721,790	95,320,094
Selling and distribution expenses		270,467,565	267,509,681	270,467,565	267,509,681
Administrative expenses		330,941,532	324,272,575	402,941,332	348,272,575
Impairment loss on financial assets		96,765,919	14,666,847	96,765,919	14,666,847
Fair value loss on FVTPL equity instrument		70,584,500	69,000,000	70,584,500	69,000,000
Total expenses		6,042,300,150	6,352,935,770	6,114,299,950	6,376,935,770
Operating profit		684,290,175	681,810,517	567,138,536	657,810,517
Share of loss from investments in joint venture	15	-	(5,859,602)	-	-
Finance income		3,257,458	910,721	3,257,458	910,721
Finance cost		(2,793,830)	(11,546,129)	(2,793,830)	(11,546,129)
Profit before income tax expenses		684,753,803	665,315,507	567,602,164	647,175,109
Income tax expenses	27	(143,108,832)	(138,190,898)	(143,108,832)	(138,190,898)
Profit for the year		541,644,971	527,124,609	424,493,332	508,984,211
Other comprehensive income:					
<i>Other comprehensive income not to be reclassified to profit or loss in subsequent periods</i>					
Actuarial gain - net of income tax	22, 27	-	11,209,078	-	11,209,078
Other comprehensive income for the year		-	11,209,078	-	11,209,078
Total comprehensive income for the year		541,644,971	538,333,687	424,493,332	520,193,289
Earnings per share	28				
Basic earnings per share					
Profit attributable to equity holders of the Company		0.49	0.51	0.38	0.49
Diluted earnings per share					
Profit attributable to equity holders of the Company		0.39	0.51	0.30	0.49

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

Statements of changes in shareholders' equity
For the year ended 31 December 2022

(Unit: Baht)

Financial statements in which equity method is applied

Note	Issued and paid-up share capital	Share premium	Retained earnings		Other components of equity		Total shareholders' equity
			Appropriated	Unappropriated	Share of other comprehensive income from joint venture	Share of other comprehensive income	
Balance as at 1 January 2021							
	1,031,604,485	303,437,091	103,160,449	1,484,454,218	2,565,647	2,925,221,890	
Profit for the year	-	-	-	527,124,609	-	527,124,609	
Other comprehensive income for the year	-	-	-	11,209,078	-	11,209,078	
Total comprehensive income for the year	-	-	-	538,333,687	-	538,333,687	
Dividend paid	-	-	-	(402,316,834)	-	(402,316,834)	
Transfer to legal reserve	25	-	-	25,617,551	(25,617,551)	-	-
Balance as at 31 December 2021	1,031,604,485	303,437,091	128,778,000	1,594,853,520	2,565,647	3,061,238,743	
Balance as at 1 January 2022							
Profit for the year	-	-	-	541,644,971	-	541,644,971	
Other comprehensive income for the year	-	-	-	-	-	-	-
Total comprehensive income for the year	-	-	-	541,644,971	-	541,644,971	
Increase in share capital from exercise warrants	23	299,520,866	299,520,866	-	-	599,041,732	
Dividend paid	31	-	-	-	(464,220,224)	-	(464,220,224)
Transfer to legal reserve	25	-	-	21,225,000	(21,225,000)	-	-
Balance as at 31 December 2022	1,331,125,351	602,957,957	150,003,000	1,651,053,267	2,565,647	3,737,705,222	

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

Advanced Information Technology Public Company Limited

Statements of changes in shareholders' equity (continued)

For the year ended 31 December 2022

(Unit: Baht)

Separate financial statements

	<u>Note</u>	<u>Issued and paid-up share capital</u>	<u>Share premium</u>	<u>Retained earnings</u>	<u>Total shareholders' equity</u>
			<u>Appropriated</u>	<u>Unappropriated</u>	
Balance as at 1 January 2021					
Profit for the year		1,031,604,485	303,437,091	103,160,449	1,626,311,902
Other comprehensive income for the year		-	-	-	3,064,513,927
Total comprehensive income for the year		-	-	-	508,984,211
Dividend paid	31	-	-	-	508,984,211
Transfer to legal reserve	25	-	-	-	11,209,078
Balance as at 31 December 2021		<u>1,031,604,485</u>	<u>303,437,091</u>	<u>128,778,000</u>	<u>1,718,570,806</u>
 Balance as at 1 January 2022					
Profit for the year		-	-	-	424,493,332
Other comprehensive income for the year		-	-	-	-
Total comprehensive income for the year		-	-	-	424,493,332
Increase in share capital from exercise warrants	23	299,520,866	299,520,866	-	424,493,332
Dividend paid	31	-	-	-	599,041,732
Transfer to legal reserve	25	-	-	21,225,000	(464,220,224)
Balance as at 31 December 2022		<u>1,331,125,351</u>	<u>602,957,957</u>	<u>150,003,000</u>	<u>1,657,618,914</u>
					3,741,705,222

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

Advanced Information Technology Public Company Limited

Cash flow statement

For the year ended 31 December 2022

(Unit: Baht)

	Financial statements in which equity method is applied		Separate financial statements	
	2022	2021	2022	2021
Cash flows from operating activities				
Profit before tax	684,753,803	665,315,507	567,602,164	647,175,109
Adjustments to reconcile profit before tax to net cash provided by (paid from) operating activities				
Depreciation and amortisation	138,332,294	107,180,152	138,332,294	107,180,152
Impairment loss on financial assets	96,765,919	14,666,847	96,765,919	14,666,847
Impairment loss on investments in joint venture	-	-	71,999,800	24,000,000
Share of loss from investments in joint venture	-	5,859,602	-	-
Gain from disposal of investments in joint venture	(108,627,530)	-	(63,475,691)	-
Gain on sales of unit trust in open-end mutual funds - debt instruments	(644,715)	-	(644,715)	-
Provision for penalty on project delay	5,231,678	-	5,231,678	-
Loss (gain) on sales of building improvement and equipment	2,041	(11,346)	2,041	(11,346)
Provision for long-term employee benefits	16,143,188	13,353,694	16,143,188	13,353,694
Unrealised gain on exchange	(2,318,679)	(173,571)	(2,318,679)	(173,571)
Loss on fair value adjustments of financial instruments	82,178,195	66,006,913	82,178,195	66,006,913
Finance cost	2,793,830	11,546,129	2,793,830	11,546,129
Profit from operating activities before changes in operating assets and liabilities	914,610,024	883,743,927	914,610,024	883,743,927
Operating assets (increase) decrease				
Trade and other receivables	168,801,074	559,114,580	168,801,074	559,114,580
Contract assets	(293,363,429)	382,994,839	(293,363,429)	382,994,839
Inventories	(19,156,757)	712,366,803	(19,156,757)	712,366,803
Other current assets	(34,560,474)	(37,978,467)	(34,560,474)	(37,978,467)
Other non-current assets	(29,110,378)	13,377,414	(29,110,378)	13,377,414
Operating liabilities increase (decrease)				
Trade and other payables	91,623,067	(556,778,632)	91,623,067	(556,778,632)
Unbilled payables	(58,778,070)	65,753,558	(58,778,070)	65,753,558
Contract liabilities	(132,961,865)	54,834,660	(132,961,865)	54,834,660
Cash paid for penalty on project delay	(746,723)	(402,855)	(746,723)	(402,855)
Other current liabilities	(59,302,473)	(390,209)	(59,302,473)	(390,209)
Cash paid for long-term employee benefits	(10,983,627)	(17,634,044)	(10,983,627)	(17,634,044)
Cash from operating activities	536,070,369	2,059,001,574	536,070,369	2,059,001,574
Interest paid	(2,793,830)	(11,664,210)	(2,793,830)	(11,664,210)
Income tax paid	(153,806,387)	(164,665,134)	(153,806,387)	(164,665,134)
Net cash from operating activities	379,470,152	1,882,672,230	379,470,152	1,882,672,230

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

Advanced Information Technology Public Company Limited

Cash flow statement (continued)

For the year ended 31 December 2022

(Unit: Baht)

	Financial statements in which equity method is applied		Separate financial statements	
	2022	2021	2022	2021
Cash flows from investing activities				
Cash received from sales of unit trust in open-end mutual funds - debt instruments	720,643,304	-	720,643,304	-
Purchase of unit trust in open-end mutual funds - debt instruments	-	(720,000,000)	-	(720,000,000)
Cash received from disposal of investments in joint venture	125,975,591	-	125,975,591	-
Purchase of financial instruments	-	(11,664,485)	-	(11,664,485)
Decrease (increase) in short-term loan to related party	13,000,000	(10,000,000)	13,000,000	(10,000,000)
Proceeds from sales of equipment	-	30,294	-	30,294
Cash payment for purchase of building improvement and equipment	(21,645,686)	(26,181,446)	(21,645,686)	(26,181,446)
Cash payment for purchase of equipment for lease	(226,019,929)	(169,138,438)	(226,019,929)	(169,138,438)
Cash payment for purchase of computer software	(10,346,807)	(4,921,380)	(10,346,807)	(4,921,380)
Net cash from (used in) investing activities	601,606,473	(941,875,455)	601,606,473	(941,875,455)
Cash flows from financing activities				
Decrease in short-term loans from financial institutions	-	(250,000,000)	-	(250,000,000)
Increase (decrease) in liabilities under financial arrangement agreements	4,220,012	(100,974,567)	4,220,012	(100,974,567)
Cash payment for lease liabilities	(12,240,104)	(13,477,402)	(12,240,104)	(13,477,402)
Cash received from share subscriptions from exercise of warrants	599,041,732	-	599,041,732	-
Dividend paid	(464,006,181)	(402,316,767)	(464,006,181)	(402,316,767)
Net cash from (used in) financing activities	127,015,459	(766,768,736)	127,015,459	(766,768,736)
Net increase in cash and cash equivalents	1,108,092,084	174,028,039	1,108,092,084	174,028,039
Cash and cash equivalents at beginning of year	378,502,534	204,474,495	378,502,534	204,474,495
Cash and cash equivalents at end of year	1,486,594,618	378,502,534	1,486,594,618	378,502,534
Supplemental cash flows information				
Non-cash transactions				
Purchase of building improvement and equipment for which no cash has been paid	7,950,467	2,331,134	7,950,467	2,331,134
Purchase of equipment for lease for which no cash has been paid	28,382,037	62,700	28,382,037	62,700
Purchase of computer software for which no cash has been paid	4,045,000	1,200,000	4,045,000	1,200,000
Invested in non-listed equity instruments for which no cash has been paid	2,000,000	-	2,000,000	-
Additions to right-of-use assets and lease liabilities	3,372,092	11,281,940	3,372,092	11,281,940
Transfer deposits to offset with cash received from disposal of investments in joint venture	7,500,000	-	7,500,000	-

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

Advanced Information Technology Public Company Limited

Notes to financial statements

For the year ended 31 December 2022

1. General information of the Company

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, 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 The separate financial statements present investments in joint ventures under the cost method.

2.3 The Company has interests in joint operations which are joint arrangements whereby the Company has rights to assets and obligations relating to the joint arrangements. The Company recognises assets, liabilities, revenues and expenses in relation to its interest in the following joint operations in financial statements in which equity method is applied and separate financial statements from the date that joint control commences until the date that joint control ceases.

Name of entity	Nature of business	Country of incorporation	Interest in joint operations	
			2022	2021
			Percent	Percent
AWD Joint Venture	Construction	Thailand	50	50
SA Joint Venture	Construction	Thailand	45	45

Name of entity	Nature of business	Country of incorporation	Interest in joint operations	
			2022	2021
			Percent	Percent
AA Joint Venture	Provision of services related to the development and integration of computer systems, software and related equipment	Thailand	51	-

In April 2022, AA Joint Venture entered into an agreement on train tracking and freight management system with State Railway of Thailand. AA Joint Venture is a joint arrangement which is treated as a joint operation among the Company and another company, with the Company having an interest of 51% under the joint venture agreement.

3. New financial reporting standards

3.1 Financial reporting standards that became effective in the current year

During the year, the Company has adopted the revised financial reporting standards and interpretations which are effective for fiscal years beginning on or after 1 January 2022. 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 adoption of these financial reporting standards does not have any significant impact on the Company's financial statements.

3.2 Financial reporting standards that will become effective for fiscal years beginning on or after 1 January 2023

The Federation of Accounting Professions issued a number of revised financial reporting standards, which are effective for fiscal years beginning on or after 1 January 2023. 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 believes that adoption of these amendments will not have any significant impact on the Company's financial statements.

4. Significant accounting policies

4.1 Revenue and expense recognition

a) Revenues from contract with customer

The Company considers that the contracts with customers are obtained when the Company is committed by the contracts with customers to transfer to the rights and obligations. The Company identifies the performance obligations in the contracts and allocates the transaction price to the performance obligations in the contracts.

Revenue arising from contracts with customers are recognised when control of goods or service have passed to customers at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to customers, excluding value added tax.

The Company transfers the control either over time or at a point in time depending upon conditions of contracts and laws applied to such contracts. The Company transfers control of assets over time if one of the following criteria is met:

- the customer simultaneously receives and consumes all of the benefits provided by the entity as the entity performs
- the entity's performance creates or enhances an asset that the customer controls as the asset is created
- the entity's performance does not create an asset with an alternative use to the entity and the entity has an enforceable right to payment for performance completed to date.

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 and long-term are recognised over time when services have been rendered taking into account the stage of completion, measuring based on information provided by the Company's engineers/the project managers.

The recognised revenue which is not yet due per the contracts has been presented under the caption of "Unbilled receivables" in the statement of financial position.

The obligation to transfer goods or services to a customer for which the Company has received consideration (or an amount of consideration is due) from the

customer is presented under the caption of “Advance received from customers” in the statement of financial position.

The service-type warranties provided customers with a service in addition to the assurance with agreed-upon specifications are recognised as revenue over the periods in which the service is provided.

Using the practical expedient, the Company elects not to adjust the promised amount of consideration for the effects of a significant financing component because they expect, at contract inception, that the period between the transfer of the promised good or service to customer and when the customer pays for that good or service is one year or less.

Revenue from sale of goods is recognised at the point in time when control of the asset is transferred to the customer, generally on delivery of the goods. Revenue is measured at the amount of the consideration received or receivable, excluding value added tax, of goods supplied after deducting returns, discounts, and allowances to customers.

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

Maintenance income is recognised over the period of maintenance.

Rental income

Rental income is recognised over the period of rental.

b) Interest income

Interest income is calculated using the effective interest method and recognised on an accrual basis. The effective interest rate is applied to the gross carrying amount of a financial asset, unless the financial assets subsequently become credit-impaired when it is applied to the net carrying amount of the financial asset (net of the expected credit loss allowance).

c) Cost of sales and service

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.

d) Finance cost

Interest expense from financial liabilities at amortised cost is calculated using the effective interest method and 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 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.

4.4 Assets held for sale

The Company classifies non-current assets as held for sale if their carrying amounts will be recovered principally through a sale transaction rather than through continuing use. Non-current assets classified as held for sale are measured at the lower of their carrying amount and fair value less costs to sell. Costs to sell are the incremental costs directly attributable to the disposal of an asset (disposal group), excluding finance costs and income tax expense.

The criteria for held for sale classification is regarded as met only when the sale is highly probable, and the asset is available for immediate sale in its present condition. Actions required to complete the sale should indicate that it is unlikely that significant changes to the sale will be made or that the decision to sell will be withdrawn. Management must be committed to the plan to sell the asset and the sale expected to be completed within one year from the date of the classification.

Assets classified as held for sale are presented separately as current items in the statement of financial position.

4.5 Investments in joint venture

Investments in joint venture are accounted for in the financial statements in which equity method is applied using the equity method.

Investments in joint venture are accounted for in the separate financial statements using the cost method.

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	5 - 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 derecognised 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 derecognised.

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 the straight-line 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 Leases

At inception of contract, the Company assesses whether a contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

The Company as a lessee

The Company applied a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets. At the commencement date of the lease (i.e. the date the underlying asset is available for use), the Company recognises right-of-use assets representing the right to use underlying assets and lease liabilities based on lease payments.

Right-of-use assets

Right-of-use assets are measured at cost, less accumulated depreciation, any accumulated impairment losses, and adjusted for any remeasurement of lease liabilities. The cost of right-of-use assets includes the amount of lease liabilities initially recognised, initial direct costs incurred, and lease payments made at or before the commencement date of the lease less any lease incentives received.

Depreciation of right-of-use assets are calculated by reference to their costs, on the straight-line basis over the shorter of their estimated useful lives and the lease term.

Buildings	2 - 4 years
Machinery and equipment	2 - 5 years
Motor vehicles	2 - 5 years

If ownership of the leased asset is transferred to the Company at the end of the lease term or the cost reflects the exercise of a purchase option, depreciation is calculated using the estimated useful life of the asset.

Lease liabilities

Lease liabilities are measured at the present value of the lease payments to be made over the lease term. The lease payments include fixed payments less any lease incentives receivable, variable lease payments that depend on an index or a rate, and amounts expected to be payable under residual value guarantees. Moreover, the lease payments include the exercise price of a purchase option reasonably certain to be exercised by the Company and payments of penalties for terminating the lease, if the lease term reflects the Company exercising an option to terminate. Variable lease payments that do not depend on an index or a rate are recognised as expenses in the period in which the event or condition that triggers the payment occurs.

The Company discounted the present value of the lease payments by the interest rate implicit in the lease or the Company's incremental borrowing rate. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. In addition, the carrying amount of lease liabilities is remeasured if there is a change in the lease term, a change in the lease payments or a change in the assessment of an option to purchase the underlying asset.

Short-term leases and leases of low-value assets

A lease that has a lease term less than or equal to 12 months from commencement date or a lease of low-value assets is recognised as expenses on a straight-line basis over the lease term.

The Company as a lessor

A lease is classified as an operating lease if it does not transfer substantially all the risks and rewards incidental to ownership of an underlying asset to a lessee. Lease receivables from operating leases is recognised as income in profit or loss on a straight-line basis over the lease term. Initial direct costs incurred in obtaining an operating lease are added to the carrying amount of the underlying assets and recognised as an expense over the lease term on the same basis as the lease income.

4.9 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 associates, 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.

4.10 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 non-financial assets

At the end of each reporting period, the Company performs impairment reviews in respect of the property, plant and equipment, right-of-use assets 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. In determining value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, an appropriate valuation model is used. These calculations are corroborated by a valuation model that, based on information available, reflects the amount that the Company could obtain from the disposal of the asset in an arm's length transaction between knowledgeable, willing parties, after deducting the costs of disposal.

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 defined benefit plans 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 Financial instruments

The Company initially measures financial assets at its fair value plus, in the case of financial assets that are not measured at fair value through profit or loss, transaction costs. However, trade receivables, that do not contain a significant financing component, are measured at the transaction price as disclosed in the accounting policy relating to revenue recognition.

Classification and measurement of financial assets

Financial assets are classified, at initial recognition, as to be subsequently measured at amortised cost, fair value through other comprehensive income ("FVOCI"), or fair value through profit or loss ("FVTPL"). The classification of financial assets at initial recognition is driven by the Company's business model for managing the financial assets and the contractual cash flows characteristics of the financial assets.

Financial assets at amortised cost

The Company measures financial assets at amortised cost if the financial asset is held in order to collect contractual cash flows and the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets at amortised cost are subsequently measured using the effective interest rate ("EIR") method and are subject to impairment. Gains and losses are recognised in profit or loss when the asset is derecognised, modified or impaired.

Financial assets at FVTPL

Financial assets measured at FVTPL are carried in the statement of financial position at fair value with net changes in fair value recognised in profit or loss.

These financial assets include derivatives and equity investments which the Company has not irrevocably elected to classify at FVOCI.

Dividends on equity investments are recognised as other income in profit or loss.

The Company may elect to measure financial assets at FVTPL if doing so eliminates, or significantly reduces a recognition inconsistency (Accounting mismatch).

Classification and measurement of financial liabilities

Except for derivative liabilities, at initial recognition the Company's financial liabilities are recognised at fair value net of transaction costs and classified as liabilities to be subsequently measured at amortised cost using the EIR method. Gains and losses are recognised in profit or loss when the liabilities are derecognised as well as through the EIR amortisation process. In determining amortised cost, the Company takes into account any discounts or premiums on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included in finance costs in profit or loss.

Derecognition of financial instruments

A financial asset is primarily derecognised when the rights to receive cash flows from the asset have expired or have been transferred and either the Company has transferred substantially all the risks and rewards of the asset, or the Company has transferred control of the asset.

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the derecognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognised in profit or loss.

Impairment of financial assets

The Company recognises an allowance for expected credit losses ("ECLs") for all debt instruments not held at FVTPL. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Company expects to receive, discounted at an approximation of the original effective interest rate.

For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12-months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure (a lifetime ECL).

The Company considers a significant increase in credit risk to have occurred when contractual payments are more than 30 days past due and considers a financial asset as credit impaired or default when contractual payments are 180 days past due. However, in certain cases, the Company may also consider a financial asset to have a significant increase in credit risk and to be in default using other internal or external information, such as credit rating of issuers.

For trade receivables and contract assets, the Company applies a simplified approach in calculating ECLs. Therefore, the Company does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECLs at each reporting date.

ECLs are calculated based on its historical credit loss experience and adjusted for forward-looking factors specific to the debtors and the economic environment.

A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows.

Offsetting of financial instruments

Financial assets and financial liabilities are offset, and the net amount is reported in the statement of financial position if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

4.16 Derivatives

The Company uses derivatives (forward currency contracts) to hedge its foreign currency risks.

Derivatives are initially recognised at fair value on the date on which a derivative contract is entered into and are subsequently remeasured at fair value. The subsequent changes are recognised in profit or loss. Derivatives are carried as financial assets when the fair value is positive and as financial liabilities when the fair value is negative.

Derivatives are presented as non-current assets or non-current liabilities if the remaining maturity of the instrument is more than 12 months and it is not due to be realised or settled within 12 months. Other derivatives are presented as current assets or current liabilities.

4.17 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:

Revenue from contracts with customers

Identification of performance obligations

In identifying performance obligations, the management is required to use judgement regarding whether each promise to deliver goods or services is considered distinct, taking into consideration terms and conditions of the arrangement. In other words, if a good or service is separately identifiable from other promises in the contract and if the customer can benefit from it, it is accounted for separately.

Determination of timing of revenue recognition

In determining the timing of revenue recognition, the management is required to use judgement regarding whether performance obligations are satisfied over time or at a point in time, taking into consideration terms and conditions of the arrangement.

The Company recognises revenue over time in the following circumstances:

- the customer simultaneously receives and consumes the benefits provided by the entity's performance as the entity performs
- the entity's performance creates or enhances an asset that the customer controls as the asset is created or enhanced; or
- the entity's performance does not create an asset with an alternative use to the entity and the entity has an enforceable right to payment for performance completed to date

Where the above criteria are not met, revenue is recognised at a point in time. Where revenue is recognised at a point in time, the management is required to determine when the performance obligation under the contract is satisfied.

In calculating the revenue recognised over time, the management is required to use judgement regarding measuring progress towards complete satisfaction of a performance obligation, measuring based on information provided by the Company's engineers or project managers. The management has exercised 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 according to output method to reflect the Company's performance obligation to complete.

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.

Allowance for expected credit losses of trade receivables and contract assets

In determining an allowance for expected credit losses of trade receivables and contract assets, the management needs to make judgement and estimates based upon, among other things, past collection history, aging profile of outstanding debts and the forecast economic condition for each customer. The Company's historical credit loss experience and forecast economic conditions may also not be representative of whether a customer will actually default in the future.

Fair value of financial instruments

In determining the fair value of financial instruments recognised in the statement of financial position that are not actively traded and for which quoted market prices are not readily available, the management exercise judgement, using a variety of valuation techniques and models. The input to these models is taken from observable markets, and includes consideration of credit risk, liquidity, correlation and longer-term volatility of financial instruments. Change in assumptions about these factors could affect the fair value recognised in the statement of financial position and disclosures of fair value hierarchy.

Allowance for impairment of non-financial assets

In determining allowance for impairment of a non-financial asset, the management is required to exercise judgements regarding determination of the recoverable amount of the asset, which is the higher of its fair value less costs of disposal and its value in use. The fair value less costs of disposal calculation is based on available data from binding sales transactions, conducted at arm's length, for similar assets or observable market prices less incremental costs of disposing of the asset. The value in use calculation is based on a discounted cash flow model. The cash flows are derived from the budget for the next 5 years and do not include restructuring activities that the Company is not yet committed to or significant future investments that will enhance the performance of the assets of the cash-generating unit being tested. The recoverable amount is sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash-inflows and the growth rate used for extrapolation purposes. These estimates are relevant to investments in joint ventures recognised by the Company.

Litigation

The Company has contingent liabilities as a result of litigation. The Company's management has used judgement to assess of the results of the litigation and recorded the provisions as described in Note 32.3 to the financial statements.

6. Related party transactions

During the years, 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)
	2022	2021	Transfer pricing policy
<u>Transactions with the related party</u>			
Sales of goods and services	6	1	Market price

The balance of the accounts between the Company and those related parties as at 31 December 2022 and 2021 are as follow.

			(Unit: Million Baht)
	2022	2021	
<u>Trade receivables - related party (Note 9)</u>			
Related company (common director)	2	-	-
Total trade receivables - related party	2	-	-

Directors and management's benefits

During the years ended 31 December 2022 and 2021, the Company had employee benefit expenses payable to its directors and management as below.

			(Unit: Million Baht)
	2022	2021	
Short-term employee benefits	81	74	
Post-employment benefits	7	7	
Total	88	81	

Guarantee obligations with related party

As at 31 December 2021, the Company and other companies 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. At present, the Company has been released its obligations under the guarantee.

7. Cash and cash equivalents

	(Unit: Thousand Baht)	
	2022	2021
Cash	327	398
Bank deposits	1,486,268	378,105
Total	1,486,595	378,503

As at 31 December 2022, bank deposits in savings accounts carried interests between 0.05% - 0.35% per annum (2021: 0.05% - 0.13% per annum).

8. Other current financial assets

As at 31 December 2022 and 2021, details of other current financial assets are as below.

	(Unit: Thousand Baht)	
	2022	2021
Financial assets at FVTPL		
Unit trust in open-end mutual funds - debt instruments	-	719,999

9. Trade and other receivables

	(Unit: Thousand Baht)	
	2022	2021
<u>Trade receivables - related party</u>		
Aged on the basis of due dates		
Not yet due	2,407	-
Total trade receivables - related party	2,407	-
<u>Trade receivables - unrelated parties</u>		
Aged on the basis of due dates		
Not yet due	625,033	838,472
Past due		
Up to 3 months	811,127	642,077
3 - 6 months	311,741	200,728
Over 6 - 12 months	87,023	370,915
Over 12 months	127,588	113,453
Total	1,989,512	2,165,645
Less: Allowance for expected credit losses	(109,566)	(99,626)
Total trade receivables - unrelated parties, net	1,879,946	2,066,019
Total trade receivables - net	1,882,353	2,066,019
<u>Other receivables</u>		
Other receivables	51,367	47,849
Less: Allowance for expected credit losses	(43,042)	(43,042)
Total other receivables - net	8,325	4,807
Total trade and other receivables - net	1,890,678	2,070,826

Set out below is the movement in the allowance for expected credit losses of trade and other receivables.

		(Unit: Thousand Baht)
Beginning balance		142,668
Provision for expected credit losses		10,000
Amount recovered		(60)
Ending balance		<u>152,608</u>

10. Contract assets / Contract liabilities

		(Unit: Thousand Baht)
	2022	2021
Contract assets		
Unbilled receivables	1,262,467	972,012
Retention receivables	19,630	16,721
Total	<u>1,282,097</u>	<u>988,733</u>
Less: Allowance for expected credit losses	(151,439)	(75,278)
Total contract assets - net	<u>1,130,658</u>	<u>913,455</u>
Contract liabilities		
Advances received from hirers	25,539	114,102
Revenue received in advance	247,400	291,799
Total contract liabilities	<u>272,939</u>	<u>405,901</u>

As at 31 December 2022, the balance of unbilled receivables of Baht 1,041 million (2021: Baht 649 million) is expected to be billed within one year and Baht 221 million (2021: Baht 323 million) is expected to be billed after one year.

Set out below is the movement in the allowance for expected credit losses of contract assets.

		(Unit: Thousand Baht)
Beginning balance		75,278
Provision for expected credit losses		86,083
Amount recovered		(9,922)
Ending balance		<u>151,439</u>

11. Inventories

(Unit: Thousand Baht)

	Reduce cost to net					
	Cost		realisable value		Inventories - net	
	2022	2021	2022	2021	2022	2021
Equipment and work in process						
process	854,422	856,223	(1,442)	(1,442)	852,980	854,781
Goods in transit	29,738	8,780	-	-	29,738	8,780
Total	884,160	865,003	(1,442)	(1,442)	882,718	863,561

12. Assets held for sale

On 7 December 2021, the Company entered into a share purchase agreement to divest of all its investments in Genesis Data Center Co., Ltd., (joint venture) to an unrelated company incorporated in France and completed such divestment in January 2022. As at 31 December 2021, the Company therefore classified the investments in joint venture and loan to this company as assets held for sale.

Details of the disposal of such investments are as below.

(Unit: Thousand Baht)

	Financial statements	
	in which equity method is applied	Separate financial statements
Total cash received from disposal of investments	178,476	178,476
Less: Cash received from loans to joint venture	(45,000)	(45,000)
Net cash received from disposal of investments		
in joint venture	133,476	133,476
Less: Cost of investments in joint venture	(24,849)	(70,000)
Gain from disposal of investments in joint venture	108,627	63,476

The movement in loans between the Company and joint venture are as follows:

(Unit: Thousand Baht)

Loans to Genesis Data Center Co., Ltd. (Joint venture)

Balance as at 31 December 2021	13,000
Increase during the year	32,000
Cash received	(45,000)
Balance as at 31 December 2022	-

13. Other non-current financial assets

	(Unit: Million Baht)	
	2022	2021
<u>Debt instrument at amortised cost</u>		
Convertible loan	10	10
Less: Allowance for impairment losses	(10)	-
Convertible loan - net	-	10
<u>Financial assets at FVTPL</u>		
Non-listed equity instruments		
Campana Group Pte. Ltd.	140	140
Fair value adjustments financial assets	(140)	(69)
	-	71
Blue Green Solution Co., Ltd.	3	1
Total financial assets at FVTPL	3	72
Total other non-current financial assets - net	3	82

Convertible loan is loan to Campana Group Pte. Ltd. which is a related party (related by common director) and designated at amortised cost. It represents a US dollar loan of USD 318,058. The loan is unsecured and carries interest at the rate of 9.125% per annum. It is repayable in September 2025 or convertible into share capital of such company at a price of USD 50 per share.

The fair value of non-listed equity instruments has been determined using a discounted future cash flow model that take into account the credit risk and liquidity of these instruments. As a result, during the year, the Company recorded a decrease in the fair value of its investment in Campana Group Pte. Ltd. of Baht 71 million in profit or loss.

14. Joint arrangements - joint operations

Financial information of the Company and the joint arrangements which is the joint operations as described in Note 2.3 to the financial statements are presented including in the separate financial statements as below.

(Unit: Million Baht)

	As at 31 December 2022			
	The Company	The joint arrangements	Separate	financial statements
			Elimination entries	
Summarised information about financial position:				
Current assets	5,586	431	(423)	5,594
Non-current assets	752	-	-	752
Current liabilities	2,333	450	(435)	2,348
Non-current liabilities	256	-	-	256
Shareholders' equity	3,749	(19)	12	3,742

(Unit: Million Baht)

	As at 31 December 2021			
	The Company	The joint arrangements	Separate	financial statements
			Elimination entries	
Summarised information about financial position:				
Current assets	5,204	109	(115)	5,198
Non-current assets	675	-	-	675
Current liabilities	2,429	127	(115)	2,441
Non-current liabilities	251	-	-	251
Shareholders' equity	3,199	(18)	-	3,181

(Unit: Million Baht)

For the year ended 31 December 2022

	The Company	The joint arrangements	Elimination entries	Separate financial statements
Summarised information about profit or loss:				
Total revenues				
Total revenues	6,672	397	(388)	6,681
Total expenses	(6,116)	(393)	395	(6,114)
Operating profit	556	4	7	567
Finance income	3	-	-	3
Finance cost	(3)	-	-	(3)
Profit before income tax expenses	556	4	7	567
Income tax expenses	(143)	-	-	(143)
Profit for the year	413	4	7	424

(Unit: Million Baht)

For the year ended 31 December 2021

	The Company	The joint arrangements	Elimination entries	Separate financial statements
Summarised information about profit or loss:				
Total revenues				
Total revenues	7,038	(29)	26	7,035
Total expenses	(6,377)	26	(26)	(6,377)
Operating profit (loss)	661	(3)	-	658
Finance income	1	-	-	1
Finance cost	(12)	-	-	(12)
Profit (loss) before income tax expenses	650	(3)	-	647
Income tax expenses	(139)	-	-	(139)
Profit (loss) for the year	511	(3)	-	508

15. Investments in joint venture

15.1 Details of investments in joint venture

Investments in joint venture represent investments in entities which are jointly controlled by the Company and other company. Details of this investments are as follows:

Joint venture	Nature of business	Country of incorporation	Shareholding				Allowance for impairment of investments				Investments			
			percentage		Cost		2022		2021		2022		2021	
			2022	2021	2022	2021	(%)	(%)	2022	2021	2022	2021	2022	2021
Loxley & AIT 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	50	100	100	(96)	(24)	4	76	-	-	-	-
Total					100	100	(96)	(24)	4	76	-	-	-	-

15.2 Share of comprehensive income and dividend received

During the years, the Company recognised its share of comprehensive income from investments in the joint venture in the financial statements as follows:

Joint ventures	Financial statements in which equity method is applied				Separate financial statements			
	Share of loss from investments in joint venture during the year				Dividend received during the year			
	2022	2021	2022	2021	2022	2021	2022	2021
Genesis Data Center Co., Ltd.	-	(5.9)	-	-	-	-	-	-

15.3 Summarised financial information about material joint venture

Summarised information about financial position.

	(Unit: Million Baht)	
	Loxley & AIT Holding Co., Ltd.	
	2022	2021
Cash and cash equivalents	9.0	9.5
Other current liabilities	(0.2)	(0.2)
Net assets	8.8	9.3
Shareholding percentage (%)	50.0	50.0
Carrying amounts of joint venture based on equity method	-	-

Summarised information about comprehensive income.

	(Unit: Million Baht)	
	Loxley & AIT Holding Co., Ltd.	
	For the years ended 31 December	
	2022	2021
Selling and administrative expense	(0.2)	(0.2)
Loss	(0.2)	(0.2)
Other comprehensive income	-	-
Total comprehensive income	(0.2)	(0.2)

15.4 Investment in joint venture with capital deficit

The Company recognised share of losses from investment in Loxley & AIT Holding Co., Ltd., until the value of the investments approached zero. Subsequent losses incurred by this joint venture have not been recognised in the Company's accounts since the Company has no obligations, whether legal or constructive, to make any payments on behalf of this joint venture.

16. Property, plant and equipment

(Unit: Thousand Baht)

	Land	Building and building improvement	Fixture and office equipment	Computers	Equipment used in projects	Total
Cost						
As at 1 January 2021	35,718	70,547	21,967	63,707	196,473	388,412
Additions	-	503	3,674	9,158	15,178	28,513
Disposals	-	-	(267)	(1,783)	(1,802)	(3,852)
As at 31 December 2021	35,718	71,050	25,374	71,082	209,849	413,073
Additions	-	1,758	1,830	12,957	13,050	29,595
Disposals	-	-	(33)	(1,402)	(127)	(1,562)
As at 31 December 2022	35,718	72,808	27,171	82,637	222,772	441,106
Accumulated depreciation						
As at 1 January 2021	-	44,997	17,718	53,974	178,687	295,376
Depreciation for the year	-	6,278	2,180	6,863	11,940	27,261
Depreciation on disposals	-	-	(266)	(1,783)	(1,784)	(3,833)
As at 31 December 2021	-	51,275	19,632	59,054	188,843	318,804
Depreciation for the year	-	4,060	2,137	8,670	12,764	27,631
Depreciation on disposals	-	-	(33)	(1,402)	(125)	(1,560)
As at 31 December 2022	-	55,335	21,736	66,322	201,482	344,875
Net book value						
As at 31 December 2021	<u>35,718</u>	<u>19,775</u>	<u>5,742</u>	<u>12,028</u>	<u>21,006</u>	<u>94,269</u>
As at 31 December 2022	<u>35,718</u>	<u>17,473</u>	<u>5,435</u>	<u>16,315</u>	<u>21,290</u>	<u>96,231</u>
Depreciation for the year						
2021 (Baht 11.9 million included in cost of sales and service, and the balance in administrative expenses)						<u>27,261</u>
2022 (Baht 12.8 million included in cost of sales and service, and the balance in administrative expenses)						<u>27,631</u>

As at 31 December 2022, 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 311 million (2021: Baht 255 million).

17. Equipment for lease

(Unit: Thousand Baht)

	Equipment for lease
Cost	
As at 1 January 2021	304,568
Additions	<u>169,201</u>
As at 31 December 2021	473,769
Additions	<u>254,402</u>
As at 31 December 2022	<u>728,171</u>
Accumulated depreciation	
As at 1 January 2021	215,893
Depreciation for the year	<u>60,381</u>
As at 31 December 2021	276,274
Depreciation for the year	<u>93,386</u>
As at 31 December 2022	<u>369,660</u>
Net book value	
As at 31 December 2021	<u>197,495</u>
As at 31 December 2022	<u>358,511</u>
Depreciation for the year	
2021 (all included in cost of equipment for lease)	<u>60,381</u>
2022 (all included in cost of equipment for lease)	<u>93,386</u>

As at 31 December 2022, certain items of equipment for lease were fully depreciated but are still in use. The gross carrying amount before deducting the accumulated depreciation of those assets amounted to approximately Baht 197 million (2021: Baht 72 million).

18. Intangible assets

The net book value of intangible assets as at 31 December 2022 and 2021 is presented below.

	(Unit: Thousand Baht)	
	2022	2021
Cost	87,327	72,935
<u>Less</u> Accumulated amortisation	<u>(45,628)</u>	<u>(38,813)</u>
Net book value	<u>41,699</u>	<u>34,122</u>

A reconciliation of the net book value of intangible assets for the years 2022 and 2021 is presented below.

	(Unit: Thousand Baht)	
	2022	2021
Net book value at beginning of year	34,122	34,934
Acquisition	14,392	6,121
Amortisation	(6,815)	(6,933)
Net book value at end of year	<u>41,699</u>	<u>34,122</u>

19. Trade and other payables

	(Unit: Thousand Baht)	
	2022	2021
Trade accounts payable	717,377	644,400
Other payables	55,838	14,207
Accrued expenses	147,828	132,160
Total trade and other payables	<u>921,043</u>	<u>790,767</u>

20. Liabilities under financial arrangement agreements

	(Unit: Million Baht)	
	2022	2021
Liabilities under financial arrangement agreements	220.0	217.8
Less: Deferred interest	(1.6)	(3.6)
Total	<u>218.4</u>	<u>214.2</u>
Less: Portion due within one year	(93.8)	(96.2)
Portion due more than one year	<u>124.6</u>	<u>118.0</u>

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 2022		
	Less than 1 year	1 - 5 years	Total
Future minimum payments	94.9	125.1	220.0
Deferred interest expenses	(1.1)	(0.5)	(1.6)
Present value of future minimum payments	<u>93.8</u>	<u>124.6</u>	<u>218.4</u>

(Unit: Million Baht)

	As at 31 December 2021		
	Less than 1 year	1 - 5 years	Total
Future minimum payments	98.2	119.6	217.8
Deferred interest expenses	(2.0)	(1.6)	(3.6)
Present value of future minimum payments	96.2	118.0	214.2

21. Provision for penalty on project delay

	(Unit: Thousand Baht)	
	2022	2021
As at 1 January	77,100	77,503
Increase during the year	5,232	-
Utilised	(747)	(403)
As at 31 December	81,585	77,100

The Company recognised a provision for penalty on project delay that was calculated based on the number of delay days and penalty rate specified in the contract. The Company estimates the number of delay days and the expected complete work date to hand over the work to the customer which based on past experience of the engineer/project manager and historical actual information of the projects.

22. 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)	
	2022	2021
Provision for long-term employee benefits at beginning of year	121,279	139,571
Included in profit or loss:		
Current service cost	13,378	11,261
Interest cost	2,765	2,092
Included in other comprehensive income:		
Actuarial gain arising from		
Financial assumptions changes	-	(6,045)
Experience adjustments	-	(7,966)
	-	(14,011)
Benefits paid during the year	(10,984)	(17,634)
Provision for long-term employee benefits at end of year	126,438	121,279

The Company expects to pay Baht 12 million of long-term employee benefits during the next year (2021: Baht 11 million).

As at 31 December 2022, the weighted average duration of the liabilities for long-term employee benefit is 16 years (2021: 16 years).

Significant actuarial assumptions used for the valuation are summarised below.

	2022	2021
	(% per annum)	(% per annum)
Discount rate	2.28	2.28
Salary increase rate	6	6
Staff turnover rate	1 - 17	1 - 17

The result of sensitivity analysis for significant assumptions that affect the present value of the long-term employee benefit obligation as at 31 December 2022 and 2021 are summarised below.

	(Unit: Million Baht)			
	2022		2021	
	Increase 1%	Decrease 1%	Increase 1%	Decrease 1%
Discount rate	(10)	11	(10)	11
Salary increase rate	12	(11)	12	(11)
Staff turnover rate	(7)	7	(7)	7

23. Share capital

On 21 December 2021, the extraordinary meeting of the Company No. 1/2021 approved the following resolutions:

- a) Approved to the change in the par value from Baht 5 per share to Baht 1 per share, resulting in an increase in the number of ordinary shares from 206,320,897 shares to 1,031,604,485 shares. The Company registered the change in the par value of the Company's ordinary shares with the Ministry of Commerce on 23 December 2021.
- b) Approved the increase in the Company's registered share capital from Baht 1,032 million (1,031,604,485 shares at a par value of Baht 1 each) to Baht 1,547 million (1,547,406,727 shares at a par value of Baht 1 each), through the issue of 515,802,242 new ordinary shares of Baht 1 each to reserve for the issuance of warrants to purchase the Company's ordinary shares No.2 (AIT-W2) as described in Note 24 to the financial statements. The Company registered the capital increase with the Ministry of Commerce on 24 December 2021.

In September 2022, the existing shareholders subscribed for 299,520,866 units of new ordinary shares based on a warrant ratio of 1 : 1 at a price of Baht 2 per share, totaling Baht 599 million. As a result, the Company had additional issued and paid-up share capital of Baht 299 million, the increase from Baht 1,032 million to Baht 1,331 million and share premium of Baht 300 million, the increase from Baht 303 million to Baht 603 million. The Company registered such issued and paid-up share capital with the Ministry of Commerce on 6 October 2022.

24. Warrants

On 21 December 2021, the extraordinary meeting of the Company No. 1/2021 approved the issuance of warrants to purchase the Company's ordinary shares No.2 (AIT-W2) allocated to the existing shareholders in proportion to their shareholdings without charge. The Company determined the shareholders who had the rights to receive the warrants on 10 January 2022, at the ratio of 2 existing shares to 1 warrant (any fraction shall be discarded). The term of warrants is not over 2 years from the date of issuance (13 January 2022). The exercise ratio is 1 warrant per 1 ordinary share at an exercise price of Baht 2. Such warrants can be exercised from 30 September 2022 to 12 January 2024.

Movements in number of warrants during the year are as follows:

	AIT-W2 warrants
	(Thousand units)
Issuance of warrants	515,788
Number of warrants exercised	(299,521)
Balance as at 31 December 2022	<u>216,267</u>

25. Statutory reserve

Pursuant to Section 116 of the Public Limited Companies Act B.E. 2535, the Company is required to set aside 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.

26. Expenses by nature

Significant expenses classified by nature are as follows:

	(Unit: Thousand Baht)	
	2022	2021
Salaries, bonus, commission and other employee benefits	759,187	765,082
Installation and services expenses	1,227,057	706,109
Repair and maintenance expenses	687,265	612,543
Depreciation and amortisation	138,332	107,180
Entertainment expenses	56,937	36,749
Purchase inventories	2,881,204	3,104,145
Changes in inventories	(312,280)	574,431

27. Income tax

Income tax expenses for the years ended 31 December 2022 and 2021 are made up as follows:

	(Unit: Thousand Baht)	
	2022	2021
Current income tax:		
Current income tax charge	177,851	156,478
Deferred tax:		
Relating to origination and reversal of temporary differences	(34,742)	(18,287)
Income tax expense reported in profit or loss	143,109	138,191

The amounts of income tax relating to each component of other comprehensive income for the years ended 31 December 2022 and 2021 are as follows:

	(Unit: Thousand Baht)	
	2022	2021
Deferred tax on actuarial gain	-	2,803

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

	(Unit: Thousand Baht)			
	Financial statements in which		Separate	
	equity method is applied		financial statements	
	2022	2021	2022	2021
Accounting profit before income tax expenses	684,754	665,316	567,602	647,175
Applicable tax rate	20%	20%	20%	20%
Accounting profit before income expense tax multiplied by applicable tax rate	136,951	133,063	113,520	129,435
Effects of:				
Non-deductible expenses	16,152	8,461	30,553	8,461
Additional expense deductions allowed	(2,257)	(2,054)	(2,257)	(2,054)
Share loss from investments in joint venture	-	1,172	-	-
Gain on disposal of investments in joint venture	(9,030)	-	-	-
Others	1,293	(2,451)	1,293	2,349
Total	6,158	5,128	29,589	8,756
Income tax expenses reported in profit or loss	143,109	138,191	143,109	138,191

The components of deferred tax assets are as follows:

	(Unit: Thousand Baht)	
	Statements	
	of financial position	
	2022	2021
Deferred tax assets		
Allowance for expected credit losses	44,198	43,589
Allowance for impairment of investments in joint venture	19,200	4,800
Allowance for impairment on financial assets	2,133	-
Unrealised fair value loss on adjustments of financial assets	27,917	13,800
Payables under forward contracts	2,343	24
Provision for penalty on project delay	16,606	15,420
Provision for long-term employee benefits	25,287	24,256
Revenue from contracts with customers	346	1,399
Total	138,030	103,288

28. Basic earnings per share

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

Diluted earnings per share is calculated by dividing profit for the period attributable to equity holders of the Company (excluding other comprehensive income) by the weighted average number of ordinary shares in issue during the period, and the weighted average number of ordinary shares which would need to be issued to convert all dilutive potential ordinary shares into ordinary shares. The calculation assumes that the conversion took place either at the beginning of the year or on the date the potential ordinary shares were issued.

The following tables set forth the computation of basic and diluted earnings per share:

Financial statements in which equity method is applied						
		Weighted average number		Earnings		
		Profit for the year	of ordinary shares	per share		
2022	2021	2022	2021	2022	2021	
(Thousand	(Thousand	(Thousand	(Thousand	(Baht)	(Baht)	
Baht)	Baht)	shares)	shares)			
Basic earnings per share						
Profit attributable to equity holders of						
the Company	514,645	527,125	1,107,100	1,031,604	0.49	0.51
Effect of dilutive potential ordinary shares						
AIT-W2 (Note 24)	-	-	292,086	-	-	-
Diluted earnings per share						
Profit attributable to ordinary shareholders						
assuming the conversion of warrants to						
ordinary shares	514,645	527,125	1,399,186	1,031,604	0.39	0.51
Separate financial statements						
		Weighted average number		Earnings		
		Profit for the year	of ordinary shares	per share		
2022	2021	2022	2021	2022	2021	
(Thousand	(Thousand	(Thousand	(Thousand	(Baht)	(Baht)	
Baht)	Baht)	shares)	shares)			
Basic earnings per share						
Profit attributable to equity holders of						
the Company	424,493	508,984	1,107,100	1,031,604	0.38	0.49
Effect of dilutive potential ordinary shares						
AIT-W2 (Note 24)	-	-	292,086	-	-	-
Diluted earnings per share						
Profit attributable to ordinary shareholders						
assuming the conversion of warrants to						
ordinary shares	424,493	508,984	1,399,186	1,031,604	0.30	0.49

29. Segment information

Operating segment information is reported in a manner consistent with the internal reports of the Company 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 Company's Board of Directors.

The Company's business operations involve 2 principal segments: (1) sales and service and revenue from construction contracts (2) rental of equipment. The Company 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 2022 and 2021, 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 Company 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 2022, the Company has revenue from a major customer in the amount of Baht 1,090 million which derived from sales and service income (2021: revenue from 2 major customers in the amount of Baht 1,077 million and Baht 801 million, respectively).

30. 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 2022, amounting to Baht 31 million (2021: Baht 32 million) were recognised as expenses.

31. Dividend paid

Dividends	Approved by	Total dividends (Million Baht)	Dividend per share (Baht)
Final dividends of 2020	Annual General Meeting of the Company's shareholders held on 8 April 2021	257.9	1.25
Interim dividends of 2021	Board of Directors' meeting of the Company held on 10 August 2021	144.4	0.70
Total for 2021		402.3	1.95
Final dividends of 2021	Annual General Meeting of the Company's shareholders held on 11 April 2022	309.5	0.30
Interim dividends of 2022	Board of Directors' meeting of the Company held on 11 August 2022	154.7	0.15
Total for 2022		464.2	0.45

32. Commitments and contingent liabilities

32.1 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 5,605 million (2021: Baht 5,138 million). The Company expects to satisfy the performance obligations within 5 years (2021: 4 years).
2. The Company has engaged in various rental contracts with companies of which the government is a major shareholder, government agencies and private companies, with a total contract value for future services rendering as follows:

	(Unit: Million Baht)	
	2022	2021
In up to 1 year	294	158
In over 1 year and up to 5 years	322	233

The Company has obliged to complete the equipment installation and render maintenance services of these equipment in accordance with conditions stipulated in the contracts.

32.2 Guarantees

As at 31 December 2022, there were outstanding bank guarantees of Baht 1,562 million (2021: Baht 2,007 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 1,560 million (2021: Baht 2,005 million) to guarantee contractual performance and Baht 2 million (2021: Baht 2 million) to guarantee payments due to creditors.

32.3 Litigation

The Company was sued for fines in a lawsuit case brought by the government claiming damages for a breach of contract because the Company failed to complete work. At present, the case is being considered by the supreme Court. However, the Company has recorded provision for the contingent liabilities amount of Baht 77 million which the management believes that it is sufficient in the current situation.

33. Fair value hierarchy

As at 31 December 2022 and 2021, the Company had the assets and liabilities that were measured at fair value using different levels of inputs as follows:

(Unit: Million Baht)			
As at 31 December 2022			
	Level 2	Level 3	Total
Assets measured at fair value			
Financial assets measured at FVTPL			
Equity instruments	-	3	3
Liabilities measured at fair value			
Derivatives			
Foreign currency forward contracts	12	-	12
(Unit: Million Baht)			
As at 31 December 2021			
	Level 2	Level 3	Total
Assets measured at fair value			
Financial assets measured at FVTPL			
Unit trust in open-end mutual funds -			
debt instruments	720	-	720
Equity instruments	-	72	72

34. Financial instruments

34.1 Derivatives not designated as hedging instruments

Derivative liabilities not designated as hedging instruments	(Unit: Million Baht)	
	2022	2021
Foreign exchange forward contracts	12	-

The Company uses foreign exchange forward contracts to manage some of its transaction exposures. The contracts are entered into for periods consistent with foreign currency exposure of the underlying transactions, generally 6 - 12 months.

34.2 Financial risk management objectives and policies

The Company's financial instruments principally comprise cash and cash equivalents, trade receivable, trade payable, liabilities under financial arrangement agreements and lease liabilities. 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 receivable, contract assets, deposits with banks and financial institutions and other financial instruments. Except for derivatives, the maximum exposure to credit risk is limited to the carrying amounts as stated in the statement of financial position. The Company's maximum exposure relating to derivatives is noted in the liquidity risk topic.

Trade receivables and contract assets

The Company manages the risk by adopting appropriate credit control policies and procedures and most customers are government agencies, companies in which the government is a major shareholder. Therefore, the Company does not expect to incur material financial losses. Outstanding trade receivables and contract assets are regularly monitored.

An impairment analysis is performed at each reporting date to measure expected credit losses. The provision rates are based on days past due for each customer. The calculation reflects the probability-weighted outcome, the time value of money and reasonable and supportable information that is available at the reporting date about past events, current conditions and forecasts of future economic conditions.

Financial instruments and cash deposits

The Company manages the credit risk from balances with banks and financial institutions by making investments only with approved counterparties and within credit limits assigned to each counterparty. Counterparty credit limits are reviewed by the Company's chief financial officer on an annual basis, and may be updated throughout the year. The limits are set to mitigate financial loss through a counterparty's potential failure to make payments.

The credit risk on debt instruments and derivatives is limited because the counterparties are banks with high credit-ratings assigned by international credit-rating agencies.

Market risk

There are two types of market risk comprising currency risk and interest rate risk. The Company enters into foreign exchange forward contracts to hedge the foreign currency risk arising on the export or import of goods to manage its risk exposure.

Foreign currency risk

The Company exposures to foreign currency risk related primarily to its trading transactions and loans 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 2022 and 2021, the balances of forward exchange contracts are summarised below.

Foreign currency	2022			
			Contractual exchange rate	
	Bought amount (Million)	Sold amount (Million)	Bought (Baht per 1 foreign currency unit)	Sold
US dollar	5.2	-	33.90 - 37.62	-
2021				
Foreign currency	Contractual exchange rate			
	Bought amount (Million)	Sold amount (Million)	Bought (Baht per 1 foreign currency unit)	Sold
	1.1	-	33.21 - 33.82	-

As at 31 December 2022, the Company has outstanding balance of trade receivables and trade payables denominated in foreign currency of USD 1.0 million and USD 3.1 million, respectively (2021: USD 1.0 million and USD 1.5 million, respectively).

Foreign currency sensitivity

The impact on the Company's profit before tax from the changes in the fair value of monetary assets and liabilities including foreign currency derivatives is not material since the management of the Company entered into derivatives with the similar amount of monetary assets and liabilities.

Interest rate risk

The Company's exposure to interest rate risk relates primarily to its cash at banks, liabilities under financial arrangement agreements and lease liabilities. 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 2022 and 2021, 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 the maturity date, or the repricing date if this occurs before the maturity date.

(Unit: Million Baht)

	Interest rate classification											
	Fixed interest rates				Floating		Non-interest				Effective	
	Within 1 year		1 - 5 years		Interest rate		bearing		Total		interest rate	
	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021
(% per annum)												
Financial assets												
Cash and cash equivalents	1,413	337	-	-	-	-	74	42	1,487	379	0.4	0.1
Other current financial assets	-	-	-	-	-	720	-	-	-	720	-	0.3
Trade and other receivables	-	-	-	-	-	-	1,891	2,071	1,891	2,071	-	-
Contract assets	-	-	-	-	-	-	1,131	913	1,131	913	-	-
Loan to related party	-	13	-	-	-	-	-	-	-	13	-	4.6
Convertible loans	-	-	-	10	-	-	-	-	-	10	9.1	9.1
	1,413	350	-	10	-	720	3,096	3,026	4,509	4,106		
Financial liabilities												
Trade and other payables	-	-	-	-	-	-	921	791	921	791	-	-
Liabilities under financial arrangement agreements	94	96	125	118	-	-	-	-	219	214	1.0 - 3.3	1.0 - 8.6
Lease liabilities	9	11	5	12	-	-	-	-	14	23	3.8	3.8
	103	107	130	130	-	-	921	791	1,154	1,028		

Interest rate sensitivity

The impact on the Company's profit before tax from the changes in interest rate is not material since most of the Company's financial assets and liabilities are fixed interest and non-interest bearing.

Liquidity risk

The Company monitors the risk of a shortage of liquidity through the use of bank overdrafts, bank loans and lease contracts. The Company has assessed the concentration of risk with respect to refinancing its debt and concluded it to be low. The Company has access to a sufficient variety of sources of funding.

The table below summarises the maturity profile of the Company's non-derivative financial liabilities and derivative financial instruments as at 31 December 2022 and 2021 based on contractual undiscounted cash flows:

(Unit: Million Baht)			
As at 31 December 2022			
	Less than 1 year	1 to 5 years	Total
Non-derivatives			
Trade and other payables	921	-	921
Liabilities under financial arrangement			
agreements	94	125	219
Lease liabilities	9	5	14
Total non-derivatives	1,024	130	1,154
(Unit: Million Baht)			
As at 31 December 2021			
	Less than 1 year	1 to 5 years	Total
Non-derivatives			
Trade and other payables	791	-	791
Liabilities under financial arrangement			
agreements	96	118	214
Lease liabilities	11	12	23
Total non-derivatives	898	130	1,028

34.3 Fair values of financial instruments

Since the majority of the Company's financial instruments are short-term in nature or carrying interest at rates close to the market interest rates, their fair value is not expected to be materially different from the amounts presented in the statement of financial position. The exception to this is the non-listed equity instruments as described in Note 13 to financial statements.

During the current year, there were no transfers within the fair value hierarchy.

35. Capital management

The primary objective of the Company's capital management is to ensure that it has an appropriate capital structure in order to support its business and maximise shareholder value. As at 31 December 2022, the Company's debt-to-equity ratio was 0.7:1 (2021: 0.9:1).

36. Events after the reporting period

- 36.1 On 24 January 2023, the Company entered into a land purchase agreement amounting to Baht 118.5 million for operating in the Economic Teak Plantation and Carbon Credit Trading. The Company made a full payment and obtained the ownership in January 2023.
- 36.2 On 16 February 2023, 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 2022 of Baht 0.17 per share, which is an addition of an interim dividend payment of Baht 0.15 per share. The Company will propose to the Annual General Meeting of the Company's shareholders that such dividend be paid.

37. Approval of financial statements

These financial statements were authorised for issue by the Company's Board of Directors on 16 February 2023.

Attachment

Attachment 1: Information of the Board of Directors, Management, Controller, Person who has been assigned the highest responsibility in accounting and finance, Person who has been assigned to take direct responsibility for accounting controls, Company Secretary

Detail of the Board of Directors and Management



Mr. Thana Chaiprasit

Chairman of the Board

Age 69 years

Date of Appointment as a Director: February 15, 2003

% of Shareholding: 1.13%

of paid up capital (as of 31 December 2022)

Personal Relationship with the Management: - None -

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities
Educational Background			
<ul style="list-style-type: none"> • Ph.D. (Honorary) Doctor of Philosophy in Education, Ramkamhaeng University • Ph.D. (Honorary) Doctor of Business Administration in General Management, Chandrasakem 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 	2003 – Present	Chairman of the Board	Advanced Information Technology PCL.
Training Record			
<ul style="list-style-type: none"> • Director Accreditation Program (DAP) 132/2016 by Thai Institute of Directors Association (IOD) • Diploma, National Defense College (The Joint State - Private Sector Course) Class 388 • Administrative Justice for Executives Program, Class 5, the Administrative Justice Institute, the Office of the Administrative Courts 	2014 – Present	Director, the Executive Committee	Osotspa PCL
Position in the Company			
	2010 – Present	Honorary President	The Table Tennis Association of Thailand
	1999 – Present	Vice President and Treasurer	The National Olympic Committee of Thailand
	1990 – Present	Chairman of the Board	Thanarom Co., Ltd.



Mr. Siripong Oontornpan

Chairman of the Executive Board Committee, Director Member of the Nomination and Remuneration Committee (Authorized Signature)

Age 70 years

Date of Appointment as a Director: June 1, 1993

% of Shareholding: 4.04%

of paid up capital (as of 31 December 2022)

Personal Relationship with the Management: Father of Mrs. Sasinet Baholyodhin

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities
Position in the Company			
<ul style="list-style-type: none"> • Ph.D. 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 	1993 – Present	Director / Member of the Nomination & Remuneration Committee /Chairman of the Executive Board Committee / President	Advanced Information Technology PCL.
Training Record			
<ul style="list-style-type: none"> • DCP 36/2003 by Thai Institute of Directors Association (IOD) • National Defense College 2004 • Capital Market Academy #12 (CMA-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 • Digital Transformation for CEO #2 • Mission WE #1 		– None –	
Position in other listed companies			
	2017 – Present	Director	Make Me Wine Co., Ltd.
	2017 – Present	Director	Rainier Development Co., Ltd.
	2014 – 2017	Chairman of the Board,	SLA Asia Co., Ltd.
	2012 – Present	Director	Loxley and AIT Holding Co., Ltd.



Mr. Chokechai Tanpoonsinthana
 Chairman of the Audit Committee,
 Independent Director
 Age 75 years
 Date of Appointment as a Director: February 15, 2003

% of Shareholding: - None -

(as of 31 December 2022)

Personal Relationship with the Management: - None -

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities
Educational Background			
<ul style="list-style-type: none"> 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 	2003 – Present	Independent Director and Chairman of Audit Committee	Advanced Information Technology PCL.
Training Record			
Thai Institute of Directors Association (IOD) as follow;	2000 – Present	Independent Director/ Member of Audit Committee	Thai Stanley Electric PCL.
<ul style="list-style-type: none"> 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 	2015 – 2018	Advisor of the Executive Board Director	Banphaeo Hospital (Public Organization)
% of Shareholding: - None - (as of 31 December 2022)	2013 – 2019	Independent Director / Member of Audit Committee	Witcorp Products Ltd.
	2011 – 2019	Member of the Appeal Committee	The Stock Exchange of Thailand



Mr. Pongtep Polanun
 Vice Chairman of the Board, Chairman of the Nomination and Remuneration Committee
 Member of the Audit Committee, Independent Director
 Age 69 years
 Date of Appointment as a Director: February 15, 2003

% of Shareholding: - None -

(as of 31 December 2022)

Personal Relationship with the Management: - None -

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities
Educational Background			
<ul style="list-style-type: none"> 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 	2003 – Present	Vice Chairman of the Board/ Chairman of Nomination and Remuneration Committee / Member of the Audit Committee / Independent Director	Advanced Information Technology PCL.
Training Record			
<ul style="list-style-type: none"> Accreditation Program Director 36/2005 by Thai Institute of Directors Association (IOD) 	Apr 2022 – Present	Independent	Muang Thai Insurance PCL.
	2021 – Present	Advisor of the Board of Director	Kiatnakin Bank PCL.
	2012 – 2021	Independent Director	Kiatnakin Bank PCL.
Position in other companies/other entities			
	2021 – Present	Director	Eastern Spectrum GROUP Co., Ltd

**Mr. Sripop Sarasas**

Member of the Audit Committee, Member of the Nomination and Remuneration Committee
Age 66 years
Date of Appointment as a Director: February 15, 2003

% of Shareholding: - None -

(as of 31 December 2022)

Personal Relationship with the Management: - None -

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities	
Educational Background		Position in the Company		
<ul style="list-style-type: none"> Master Degree in Business Administration (Finance) University of Southern California, USA Bachelor of Science in Medical Technology, Chulalongkorn University 		2003 – Present	Member of Audit Committee/ Member of Nomination and Remuneration Committee/ Independent Director	Advanced Information Technology PCL.
Training Record		Positions in other listed companies		
<ul style="list-style-type: none"> Director Certificate Program 22/2002 (Diploma) by Thai Institute of Directors Association (IOD) Audit Committee Program 1/2004 by Thai Institute of Directors Association (IOD) Advance Management Programme by INSEAD Ethical Leadership (ELP) 23/2564 by Thai Institute of Directors Association (IOD) 		2019 – Present	Independent Director/ Chairman of Audit Committee/Chairman of Nomination and Remuneration Committee	Bangkok Airways PLC
		2018 – Present	Chief Administrative Officer/ Authorized Director/ Member of Risk Management Committee/ Member of Corporate Governance Committee	Bangkok Dusit Medical Services PLC
		2018 – Present	Chairman of the Board/ Independent Director/ Chairman of Audit Committee	Golden Lime PLC
		2008 – Present	Independent Director/ Chairman of Audit Committee	Kiattana Transport PLC
		Position in other companies/other entities		
		Mar 2022 – Present	Director	Bangkok REIT Management Co., Ltd.
		2020 – Present	Director	Princess Prem Purachatra Memorial Foundation
		2019 – Present	Director	The Vejdusit Foundation under the Patronage of Her Royal Highness Princess Galyani Vadhana
		2018 – Present	Director	BDMS Property Management Co., Ltd.
		2018 – Present	Director	BDMS Training Co., Ltd.
		2007 – Present	Director	Khan Co., Ltd.
		2007 – Present	Director	Parute (2008) Co., Ltd.

**Mr. Thanarak Phongphatar**

Independent Director

Age 67 years

Date of Appointment as a Director: April 5, 2012

% of Shareholding: less than 0.02%

of paid up capital (as of 31 December 2022)

Personal Relationship with the Management: - None -

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities
Educational Background			
• Master of Science in Information and Computer and Information Sciences, The Georgia Institute of Technology, Atlanta, Georgia, USA.	2012 – Present	Independent Director	Advanced Information Technology PCL.
Training Record			
• Bachelor Degree of Engineering (Computer Sciences) Chulalongkorn University	2019 – Present	Independent Director	Xspring Capital PCL
• Director Certification Program DCP 242/2017 by Thai Institute of Directors Association (IOD)	Present	Executive Director	The Southern Palm Oil Industry (1993) Co., Ltd
• The Programmer for Senior Executive on Justice Administration Batch 10, Court of justice		Managing Director	The Southern Palm (1978) Co., Ltd.
• National Defense Course for the Joint Public-Private Sectors #17, National Defense College 2004	2020 – Present	Distinguished Members	Suranaree University of Technology
• Future Class 4, Thailand Energy Academy (TEA)	2563 – 2565	Executive Committee, Expert	Faculty of Engineering Chulalongkorn University
	2018 – Present	Chairman	GS1 Thailand (belonging to the Federation of Thai Industries)
	2018 – 2021	Committee	National Innovation Board of Thailand
	2016 – Present	Vice Chairman	The Federation of Thai Industries

**Mr. Kittisak Sopchokchai**

Director, Member of the Nomination and

Remuneration Committee

Age 68 years

Date of Appointment as a Director: February 15, 2003

% of Shareholding: 3.86%

of paid up capital (as of 31 December 2022)

Personal Relationship with the Management: - None -

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities
Educational Background			
• Bachelor of Economics, Thammasat University	2010 – Present	Member of the Nomination and Remuneration Committee	Advanced Information Technology PCL.
Training Record			
• Director Accreditation Program 54/2006 by Thai Institute of Directors Association (IOD)	2003 – Present	Director	Advanced Information Technology PCL.
• Thammasat Leadership Program (TLP) #1	2018 – Present	Director	Veranda Resort PCL.
Position in the Company			
	2016 – Present	Director	Vichai Space Co.,Ltd
		Director	Tonkoon Development Co.,Ltd
		Director	Sureetribon Development Co.,Ltd
	2010 – Present	Director	Toa Electronics (Thailand) Co.,Ltd.
		Director	KSP Square Co., Ltd.s
	2008 – Present	Director	Oaktree Co., Ltd. (So Bangkok Hotel)
		Director	Sureetribon Holding Co., Ltd.
	1983 – Present	President	President, Vichai Trading Group.
			Vichai Trading (1983) Co.,Ltd.
			sound and Communication Co.,Ltd.
			Audio Engineering Service Co., Ltd.
			Digit Control Co., Ltd.



Mr. Pisak Charudilaka

Director

Age 70 years

Date of Appointment as a Director: April 20, 2007

% of Shareholding: 0.98%

of paid up capital (held by Mrs. Sroyson Charudilaka, Mr.Pisak's spouse)

(as of 31 December 2022)

Personal Relationship with the Management: - None -

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities
Educational Background			
• Master Degree in Political Science, Ramkhamhaeng University	2007 – Present	Director	Advanced Information Technology PCL
• Bachelor of Laws, Ramkhamhaeng University			
Training Record			
• Director Accreditation Program 67/2007 by Thai Institute of Directors Association (IOD)		– None –	
• Professional Financier (#1), Economic and Finance Academy, Ministry of Finance		– None –	



Mr. Suraporn Raktaprachit

Director, Member of the Nomination and Remuneration Committee, Member of the Executive Board Committee (Authorized Signature)

Age 68 years

Date of Appointment as a Director: March 3, 2003

% of Shareholding: 2.42%

of paid up capital (as of 31 December 2022)

Personal Relationship with the Management: - None -

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities
Educational Background			
• Master Degree in Economics, Syracuse University – New York, USA	2003 – Present	Director/ Member of Nomination and Remuneration Committee/ Executive Board Committee/ Senior Executive Vice President – Services Division	Advanced Information Technology PCL.
• Bachelor of Economics, The American University – Washington D.C., USA			
Training Record			
• Director Certificate Program 35/2003 by Thai Institute of Directors Association (IOD)		– None –	
Position in the Company			
		Positions in other listed companies	
		– None –	
		Position in other companies/other entities	
	2013 – 2020	Director	Asia Insurance PCL.
	2012 – Present	Director	Campana Group Pte.Ltd.



Mr. Kamolpat Baholyodhin

Director (Authorized Signature)

Age 39 years

Date of Appointment as a Director: April 11, 2022

% of Shareholding: 3.89%

of paid up capital (held by Mrs. Sasinet Baholyodhin, Mr.Kamolpat's spouse)

[as of 31 December 2022]

Personal Relationship with the Management: Spouse: Mrs. Sasinet Phaholyothin

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities
Educational Background			Position in the Company
• B.A. Economic and Business with East European Studies University College London (UCL), University of London.	Apr 2022 – Present	Director	Advanced Information Technology PCL.
• MSc. Management Imperial College London, University of London.	Positions in other listed companies		
Training Record –	– None –		
			Position in other companies/other entities
			2022 – Present
			Executive Director
			Lubricants Business
			Directors
			Directors
			The Shell Company of Thailand
			Sahapanichkijphun Co., Ltd.
			Unitas Co., Ltd.
			2019 – Dec 2022
			Director and Cluster Business Manager
			Construction & Road, Thailand, Laos, Cambodia, and Myanmar
			The Shell Company of Thailand Limited
			Jan – Dec 2018
			Project Manager, Business Development, Aviation
			Aviation Shell International Petroleum Company Ltd (United Kingdom)



Mrs. Sasinet Baholyodhin

Director, Member of the Executive Board

Director, Member of the Executive Committee (Authorized Signature)

Age 36 years

Date of Appointment as a Director: August 9, 2019

% of Shareholding: 3.89%

of paid up capital (as of 31 December 2022)

Personal Relationship with the Management: Daughter of

Personal Relationship with

Mr. Siripong Vorisompan

Educational Background/Training Record	date	Position	companies/other entities
Educational Background	Position in the Company		
• Master Degree of MSc Marketing Management, Aston University, United Kingdom	2021 – Present	Senior Executive Vice President – Corporate Affairs Division	Advanced Information Technology PCL
• Bachelor of Business Administration, Mahidol University International College	2019 – Present	Director, Member of the Executive Board Committee	Advanced Information Technology PCL
Training Record	Positions in other listed companies		
• Director Certificate Program 277/2019, Thai Institute of Directors Association (IOD)		– None –	
• TLCA Executive Development Program (EDP15), Thai Listed Companies Association			
• Academy of Business Creativity (ABC6), Academy of Business Creativity, Sripatum University	Position in other companies/other entities		
	2021 – Present	Director	Tenderly Corporation Co., Ltd.
	2021 – Present	Director	Tenderly Scent Co., Ltd
	2016 – Jan 2022	Director	Genesis Data Center Co., Ltd.

**Mr. Asawin Kangvolkij**

Senior Executive Vice President- Finance Division
Age 61 years

% of Shareholding: - None -

[as of 31 December 2022]

Personal Relationship with the Management: - None -

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities	
Educational Background		Position in the Company		
• Master Degree in Economics, Western Michigan University, USA	2017 – Dec 2022	Senior Executive Vice President- Finance Division	Advanced Information Technology PCL.	
Training Record		2552 – 2560	Senior Executive Vice President- Finance and Corporate Strategy Division	
• TFRS9 Financial Instrument – For non-financial institutions by NYC Management			Advanced Information Technology PCL.	
• CFO Refresher 2/2021 by The Stock Exchange of Thailand				
Position in other listed companies		– None –		
Position in other companies/other entities		2012 – Present		
		Director	Loxley and AIT Holding Co.,Ltd.	

**Mr. Promporn Kedutat**

Senior Executive Vice President - Support Division
Age 61 years

% of Shareholding: - None -

[as of 31 December 2022]

Personal Relationship with the Management: - None -

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities	
Educational Background		Position in the Company		
• MS. in Computer Science Lamar University, Beaumont, Texas USA.	2021 – Present	Senior Executive Vice President – Support Division	Advanced Information Technology PCL	
• BBA – Accounting Major Electronic Data Processing (EDP), Thammasat University	2020 – 2021	Senior Executive Vice President – Digital Transformation Division	Advanced Information Technology PCL	
Training Record -		– None –		
Position in other listed companies		2021 – 2019		
		Operation Director, Service Provider Thailand and Myanmar	Cisco Systems (Thailand) Ltd.	

**Mr. Apichai Nimgirawath**

Senior Executive Vice President - Marketing and Sales Division
Age 46 years

% of Shareholding: - None -

[as of 31 December 2022]

Personal Relationship with the Management: - None -

Illegal Record in the Past: - None -

Educational Background/Training Record	date	Position	companies/other entities	
Educational Background		Position in the Company		
• Bachelor Degree in Computer Engineering, King Mongkut's University of Technology Thonburi	2019 – Present	Senior Executive Vice President – Marketing and Sales Division	Advanced Information Technology PCL	
Training Record		2017 – 2019	Executive Vice President – Sales 2 Department	
• Director Certificate Program 262/2018, Thai Institute of Directors Association (IOD)			Advanced Information Technology PCL	
• Capital Market Academy #31 (CMA-31)				
Position in other listed companies		– None –		
Position in other companies/other entities		2016 – Jan 2022		
		Director	Genesis Data Center Co., Ltd.	

Person who has been assigned to take direct responsibility for accounting controls

 <p>Mr.Boonlert Panja Senior Vice President – Accounting Section Age 50 years</p>	% of Shareholding: less than 0.01% of paid up capital (as of 31 December 2022) Personal Relationship with the Management: – None – Illegal Record in the Past: – None –		
Educational Background/Training Record	date	Position	companies/other entities
Educational Background <ul style="list-style-type: none"> Master Degree of Accountancy, Chulalongkorn University Training Record in 2022 <ul style="list-style-type: none"> TFRS 9 Definition, principle and ECL (Simplified approach) Training course - Thai Chartered of Management Accountants (TCMA) How to Prepare Cash Flow Statement Step-by-Step Training on ethics of professional accountants only certified public accountant Training course on auditing and auditing techniques Training on keeping up with the transfer pricing law 		Position in the Company	
	2021 – Present	Senior Vice President – Accounting Section	Advanced Information Technology PCL
	2546 – 2564	Vice President – Accounting Section	Advanced Information Technology PCL
		Positions in other listed companies	
		– None –	
		Position in other companies/other entities	
		– None –	

Company Secretary

 <p>Ms.Sarin Chandranipapongse Vice President – Company Secretary Department Age 41 years</p>	% of Shareholding: – None – [as of 31 December 2022] Personal Relationship with the Management: – None – Illegal Record in the Past: – None –		
Educational Background/Training Record	date	Position	companies/other entities
Educational Background <ul style="list-style-type: none"> Master Degree in International Business & Entrepreneurship Marladalen University, Sweden Bachelor of Law, Chulalongkorn University Training Record <ul style="list-style-type: none"> Company Secretary Program 81/2017, Thai Institute of Directors Association Advances for Corporate Secretaries 2019, Thai Listed Companies Association 		Position in the Company	
	2017 – Present	Vice President - Company Secretary Department	Advanced Information Technology PCL
	2010 – 2017	Assistant Vice President - Company Secretary Department	Advanced Information Technology PCL
		Positions in other listed companies	
		– None –	
		Position in other companies/other entities	
		– None –	

Attachment 2: Information of Subsidiary's Directors

	The Company	Joint Venture	Non-listed equity instruments
	Advanced Information Technology PCL	Loxley and AIT Holding Co., Ltd. (LAH)	Campana Group Pte. Ltd. (CAMPANA)
1. Mr. Siripong Oontornpan	/ //	/	-
2. Mr. Suraporn Raktaprachit	/ //	-	/
3. Mrs. Sasinet Baholyodhin	/ //	-	-
4. Mr. Asawin Kangvolkij	-	/	-

/ = Director // = Executive Board Director X = Chairman

Attachment 3: Details of Head of the Internal Audit and the Compliance

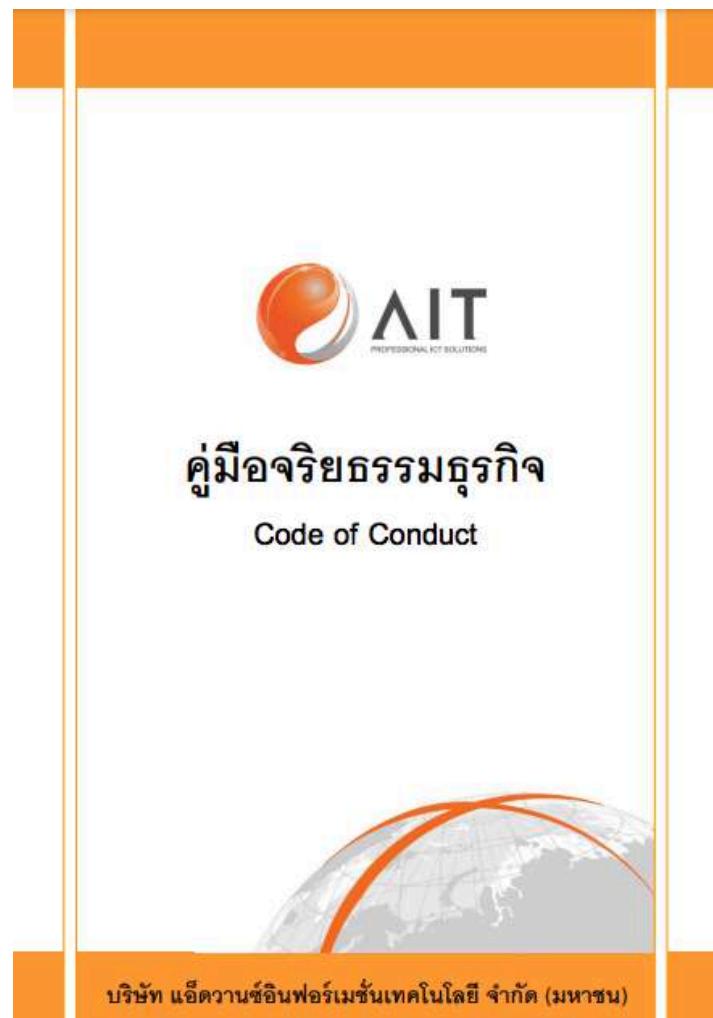
DIA Audit co., Ltd. performs an internal audit with a chain of command reporting directly to the Audit Committee.

Position	Head of Internal Audit, DIA Audit Co., Ltd.
Name	Mr. Apinan Sripromo
Education	Bachelor's Degree in Business Administration, Accounting
Training History	MINI MBA Thammasat University
Relevant work experience from the past 5 years	Certified Public Accountant (No. 5092), 19 years of work experience

Position	Head of the Company's Compliance
	<p>The Company assigns the Company Secretary to act as the supervisor of the Company's operations by taking care of the company, directors, and executives to comply with the rules and regulations of the Stock Exchange of Thailand. Securities and Exchange Commission Public Company Act, including other related laws</p> <p>Details of education and work history of the company secretary can be found in "Attachment 1", and details of directors, executives, persons with authority to control, persons assigned the highest responsibility in the accounting and finance department, who have been assigned to be directly responsible for supervising accounting and the Company Secretary.</p>

Attachment 4: Assets used in the business and details of Fair Market Value

– None –



https://www.ait.co.th/en/sustainability/corporate_governance/policy



บริษัท แอร์ดิวานช์ อินฟอร์เมชัน เทคโนโลยี จำกัด (มหาชน)
Advanced Information Technology Public Company Limited

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