



Advanced Information Technology PCL

3Q13 & 9M13 Performance Review

at Opportunity Day, organized by The Stock Exchange of Thailand

Disclaimer:

The information contained in our presentation is intended solely for your personal reference only. In addition, such information contains projections and forward-looking statements that reflect our current views with respect to future events and financial performance. These views are based on assumptions subject to various risks and uncertainties. No assurance is given that future events will occur, that projections will be achieved, or that our assumptions are correct. Actual results may differ materially from those projected.

Agenda

- **Company Overview**
- **Financial Highlights**
- **Development Update**
- **Increase Capital**

Agenda



Company Overview



Financial Highlights



Development Update



Increase Capital

Business at Glance

AIT is a leading systems integrator and ICT solution provider in Thailand, supplying ICT products and applications with repair & maintenance services to private and public sectors.

AIT specializes in bringing ICT components and subsystems together to make its customers' businesses more efficient and productive.

AIT's businesses cover ICT solution services, support and maintenance services, and training services.

Over 90% of AIT's FY2012 revenues is project-based, achieving through bidding process and direct sales.

With its goal to be the complete strategic partner for our customers, AIT has established core ICT capabilities in all verticals with **7 service centers nationwide to ensure a standardized project support quality** throughout the country.

AIT continuously achieves **outstanding financial and operating performance through superior services and human capital excellence.**



Our Businesses

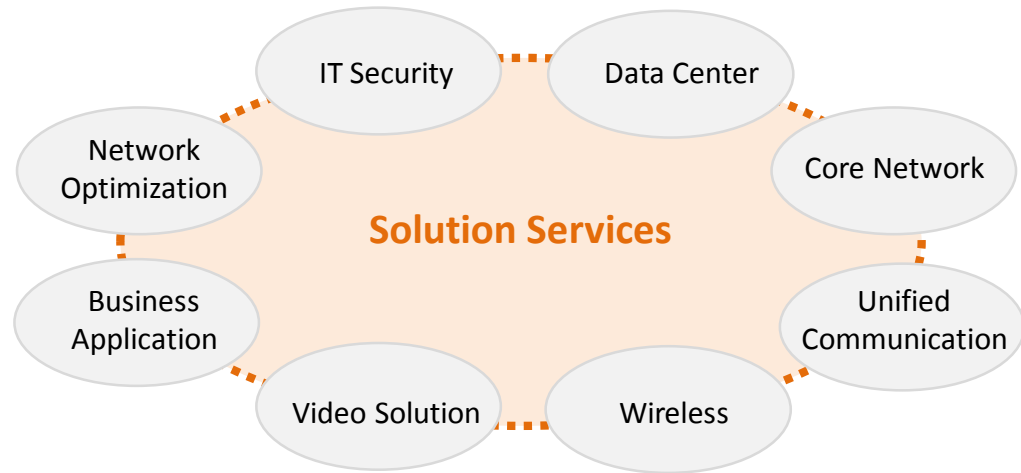
Core Business

1

ICT Solution Service and Product Sales

System integration and ICT solution services

- Design the solution the best suit the customers
- Integration of IT components – hardware and software application – and sub-systems
- Ensuring system functionality



Supportive Business

2

Support & Maintenance Services

Multi-faceted support and maintenance services – customarily designed to meet customers' requirement

- Spare part logistics
- Remote & online monitoring
- Incident management
- Etc.

3

Operation Management Services

Day-to-day ICT operational management service

- IT infrastructure management
- Network infrastructure management
- IT security management
- VoIP Communication management

4

Training Services

CISCO certified technical training services to enhance knowledge and skills of customers' IT people

- AIT CISCO Certified Training Center (ACCTC)
- Customers' on-site training
- Etc.

ICT Solution Services

Key Suppliers (Business Alliances)

Hardware

- Computer
- Printer
- Scanner



System Software

- Microsoft
- UNIX
- Databases



Application Software

- Enterprise Resource Planning (ERP)
- Billing System
- Geographic Information System



Network

- Wireless
- Data Center
- Core networking
- Security
- Voice
- Video



System Integration and Solution Process

Understand customers' needs

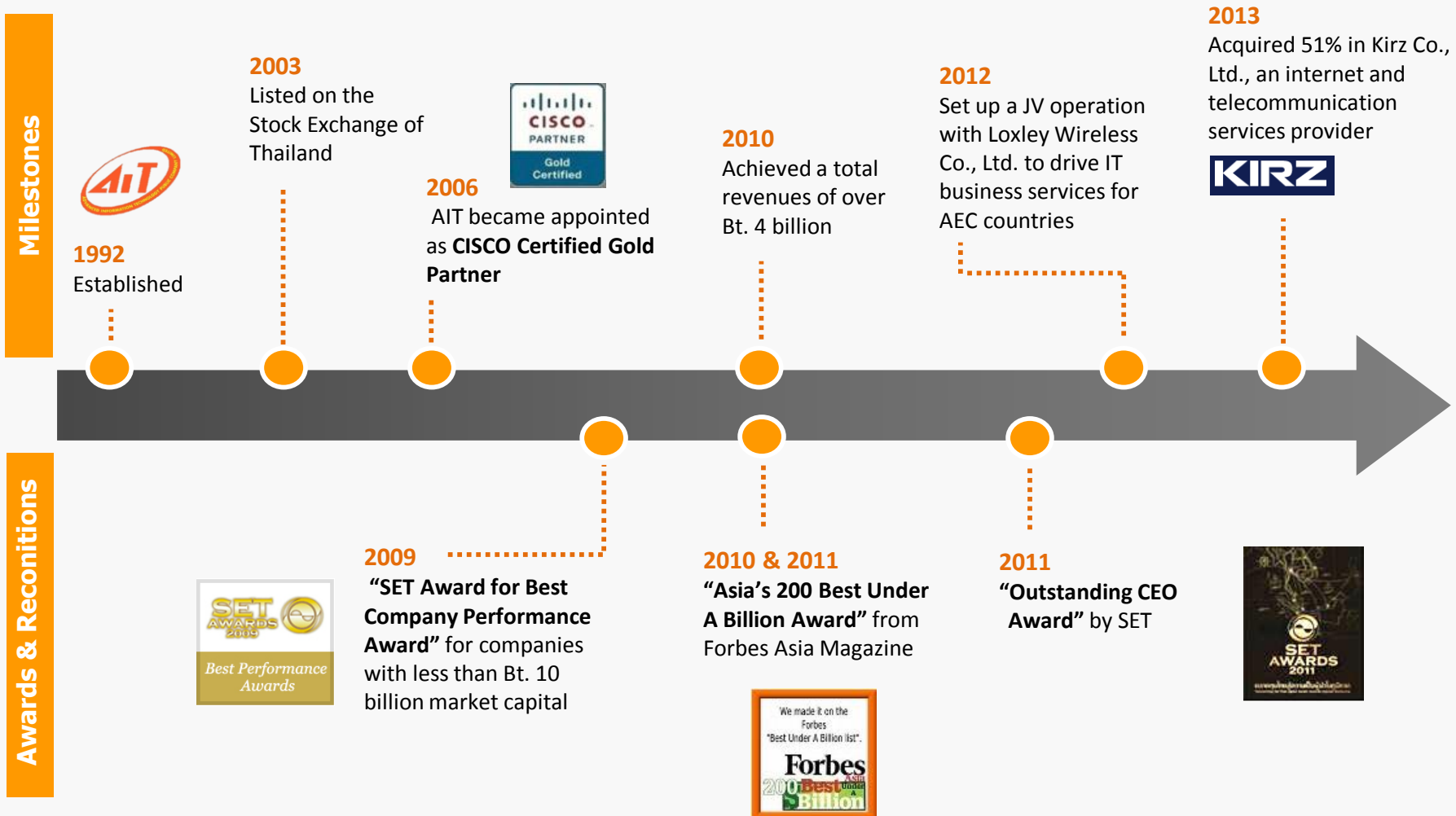
Design and identify solutions

Install products and implement the system

Support and maintenance

Customer Training

Company Development

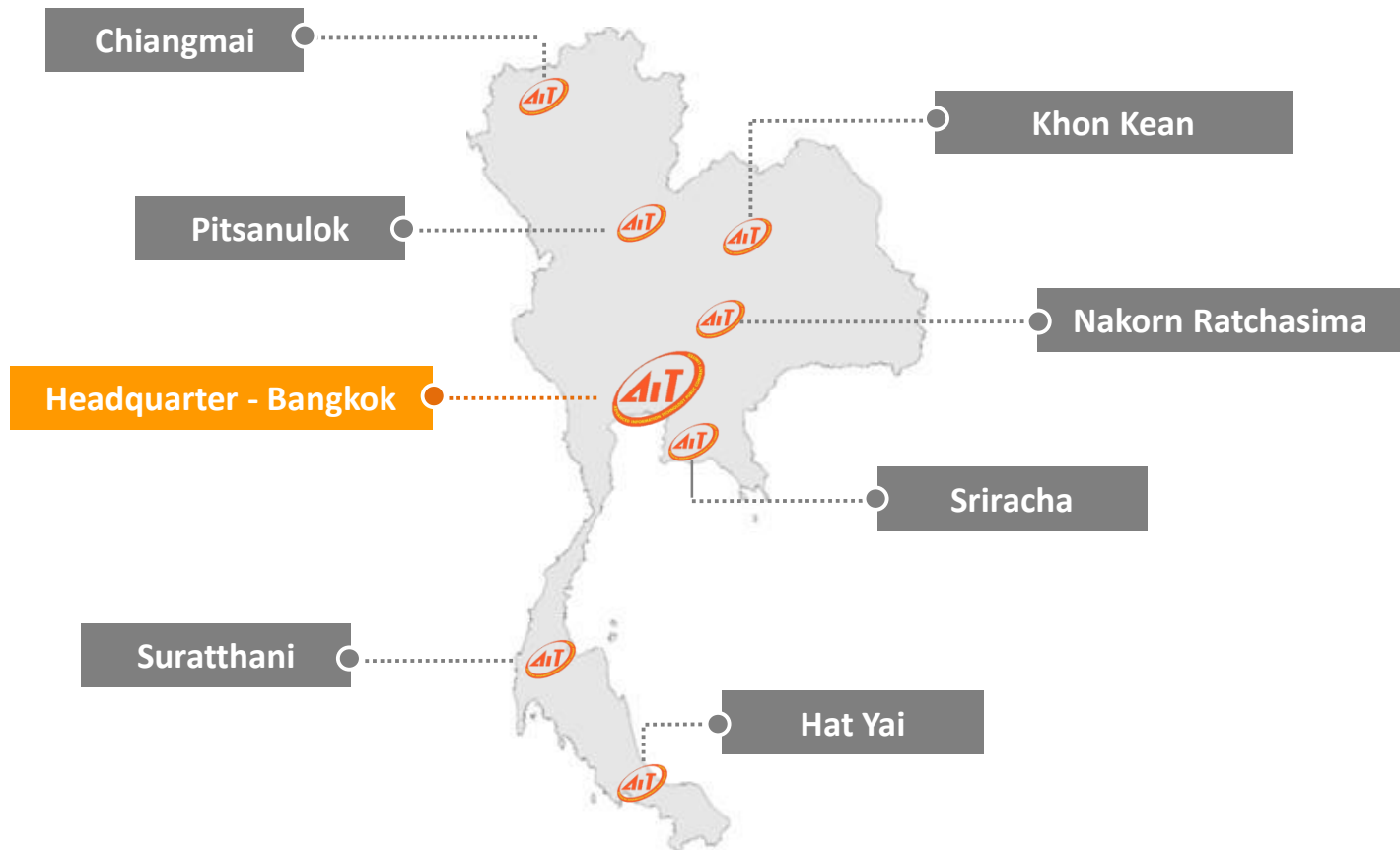


Milestones

Awards & Reconitions

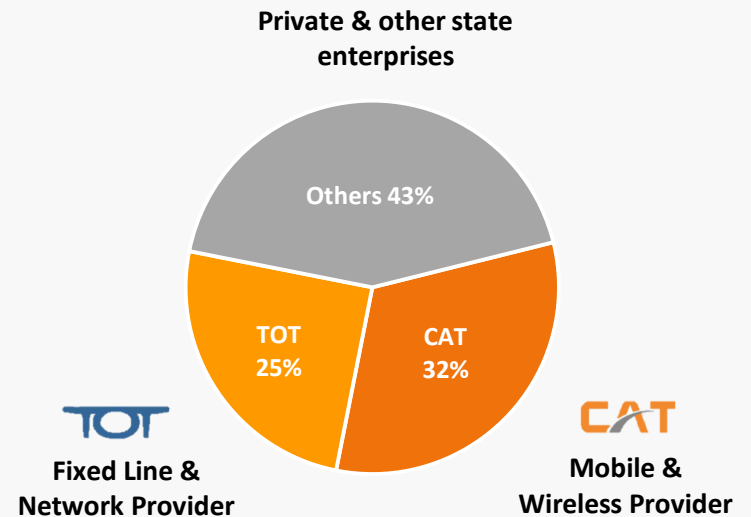
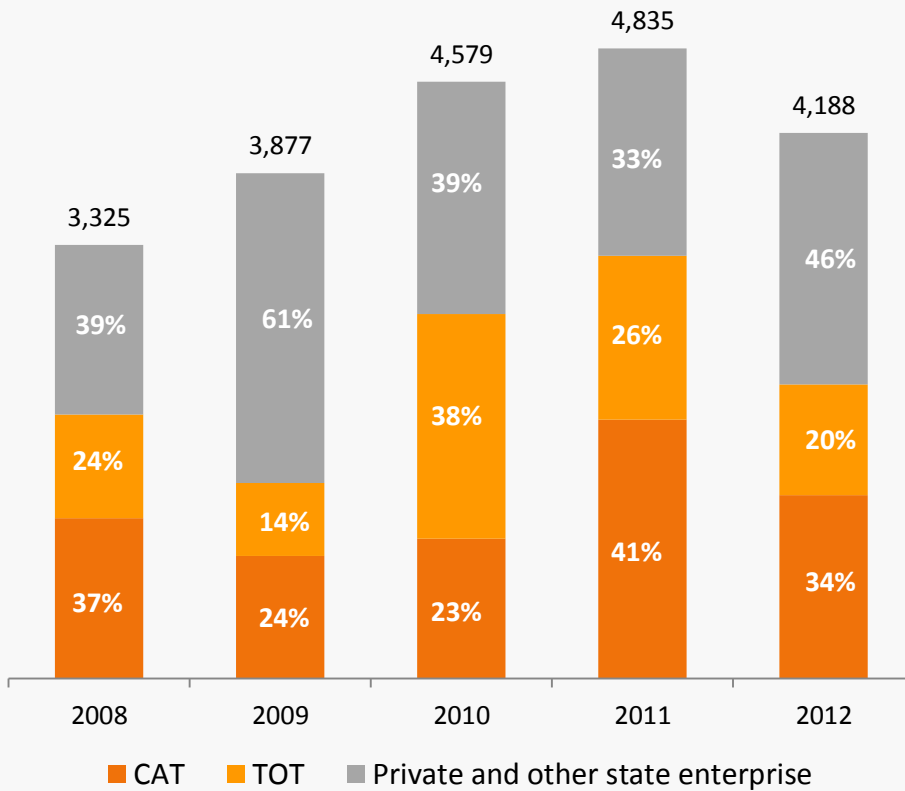
Nationwide Support Centers

Headquartered in Bangkok, **our nationwide support network in 7 locations allows us to deliver a standardized project support quality** throughout the country as well as implement and maintain even the largest installations.



Well-Balanced Clientele Base

Total Revenues (Bt. Mil)



5-year Average Total Revenues by Clientele Base

Key Focus Sectors

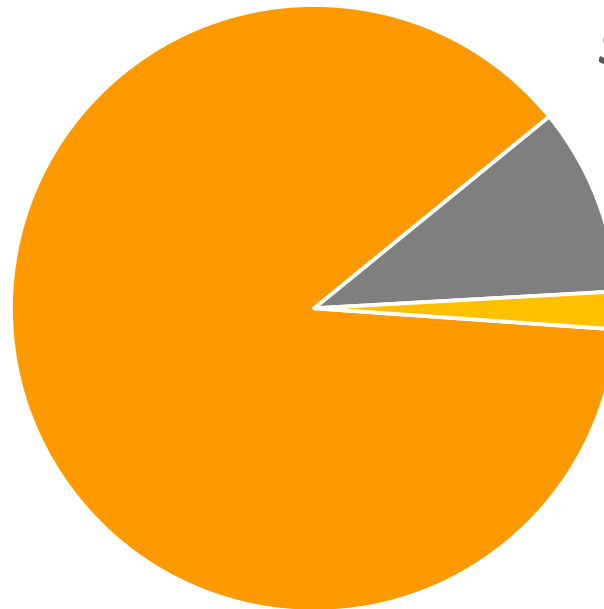
<p>Telecom Sector</p>	
<p>Finance & Insurance Sector</p>	
<p>Public Sector</p>	
<p>Private Sector</p>	

Sources of Revenues

Turnkey projects
88%

End-to-end ICT Solution

- Average 3 to 9 months implementation
- System integration and ICT solutions, including design, installation & implementation, optimization, and repair & maintenance



Services
10%

ICT Services

- Yearly basis services
- Support & maintenance
- ICT Operation management
- Training services

Rental
2%

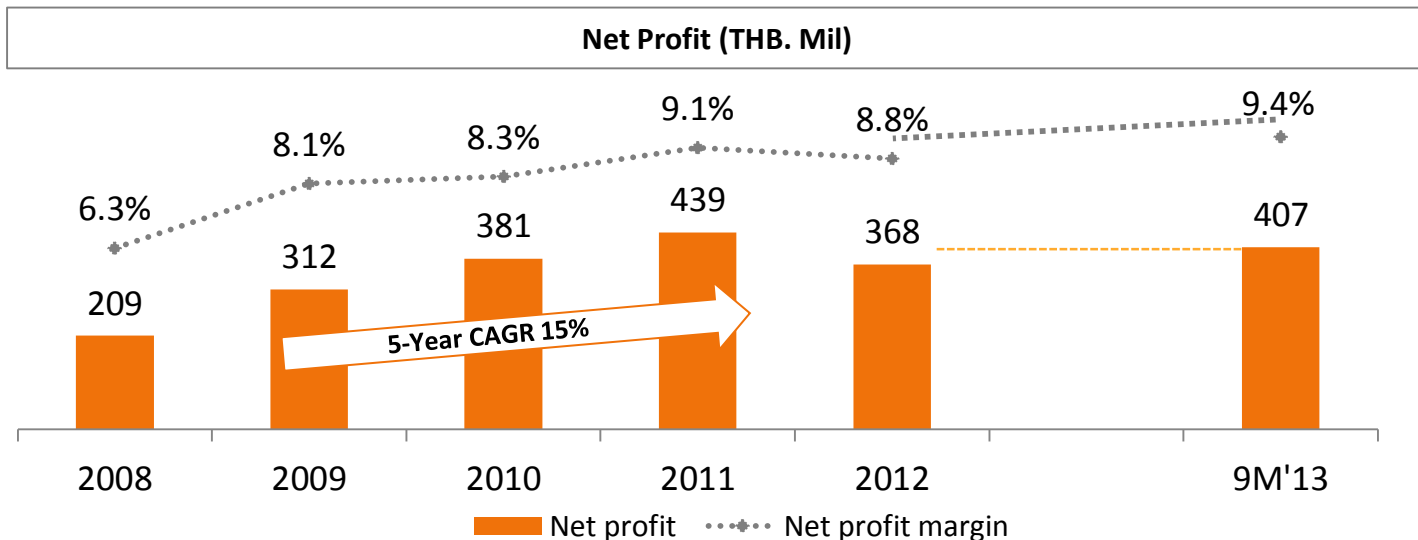
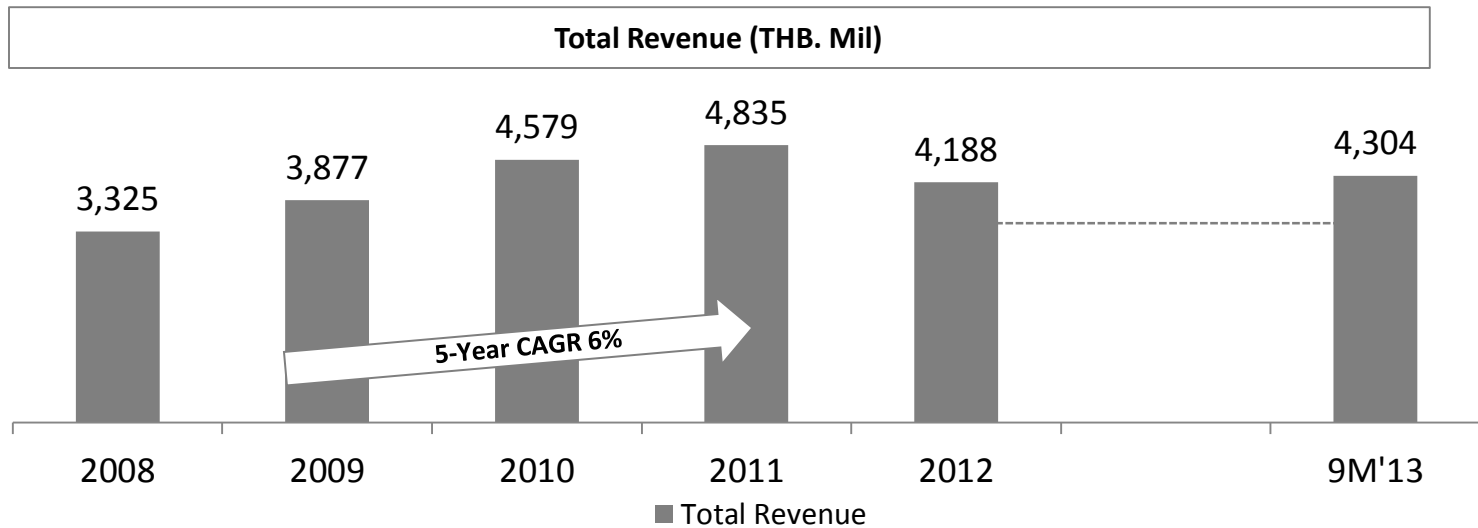
Equipment Rental

- 1 to 5 years rental services
- Computer hardware and ICT equipment rental service

Agenda

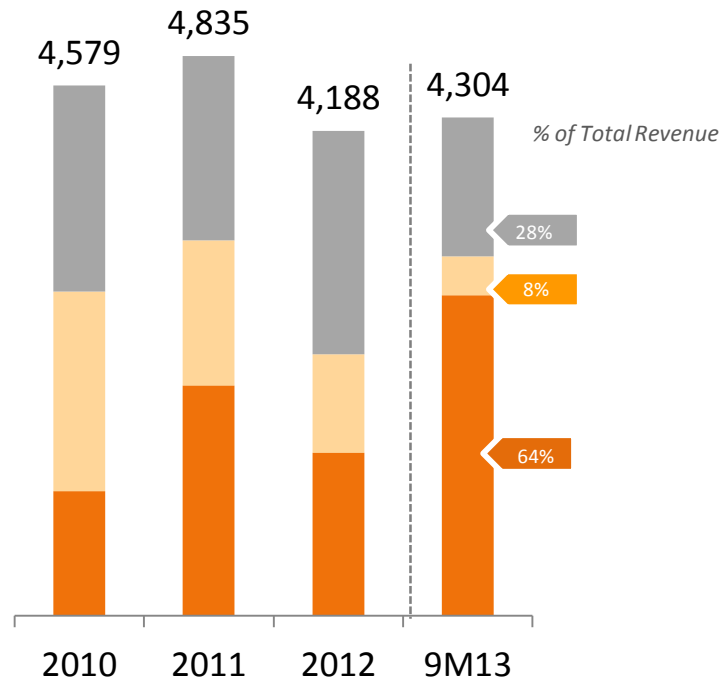
- Company Overview
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- Development Update
- Increase Capital

5-Year Financial Highlights

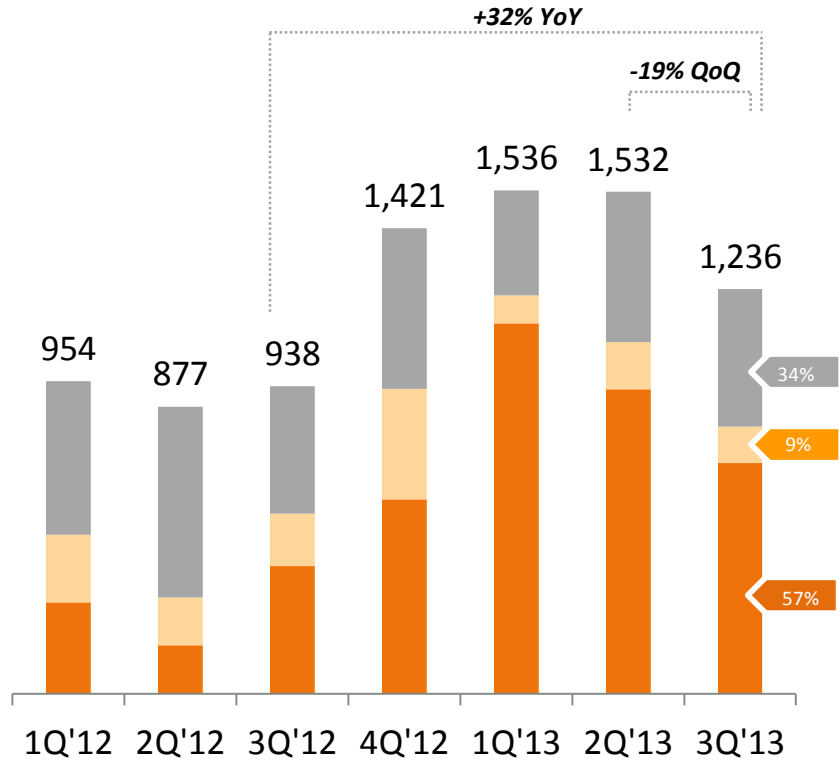


Total Revenues by Customer

Annual Revenues (THB. Mil)



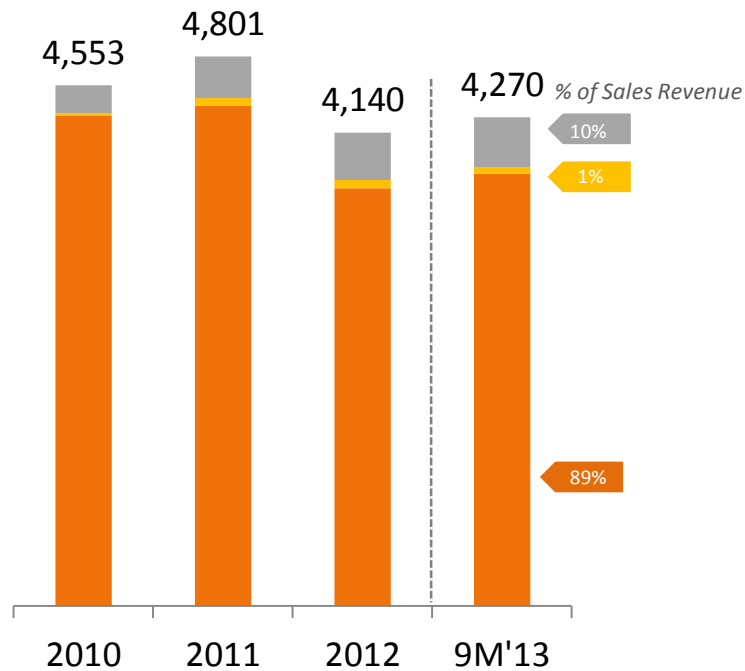
Quarterly Revenues (THB. Mil)



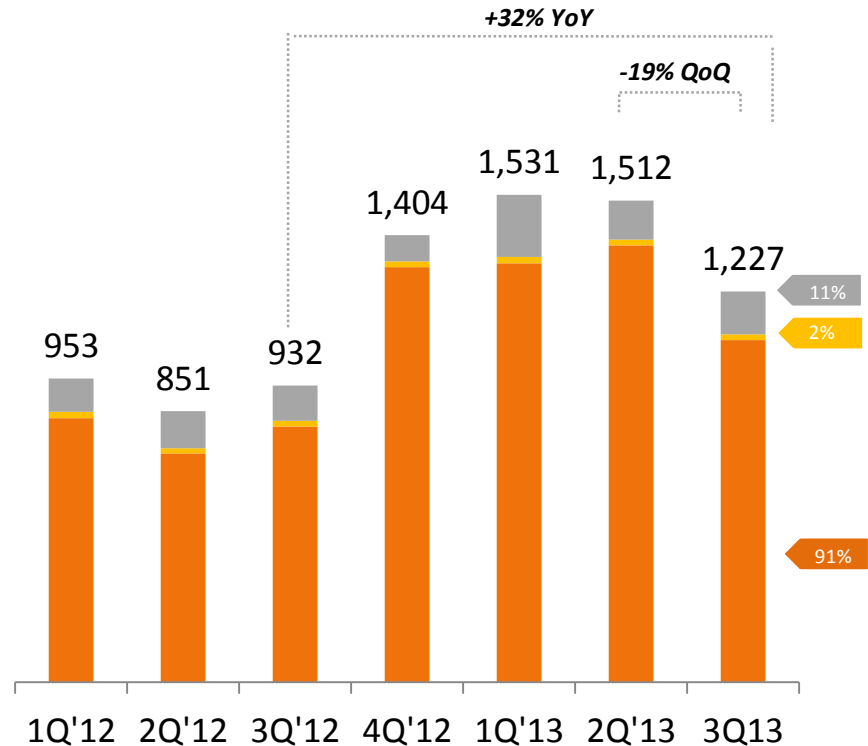
■ CAT
 ■ TOT
 ■ Private & other state enterprise

Sales by Sources

Annual Sales (THB. Mil)



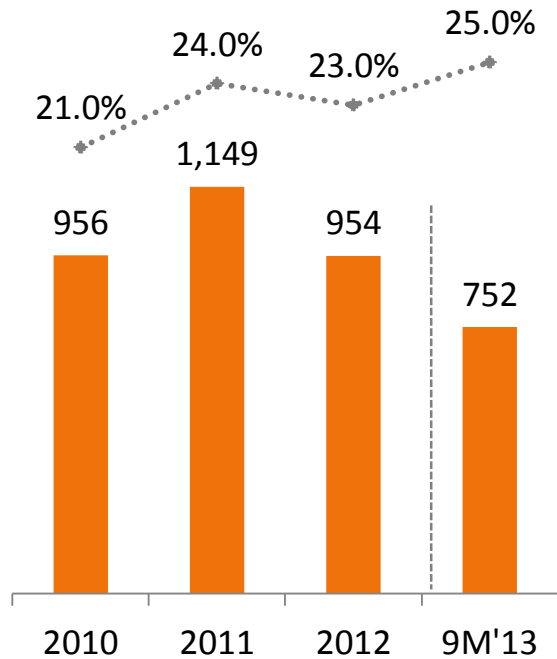
Quarterly Sales (THB. Mil)



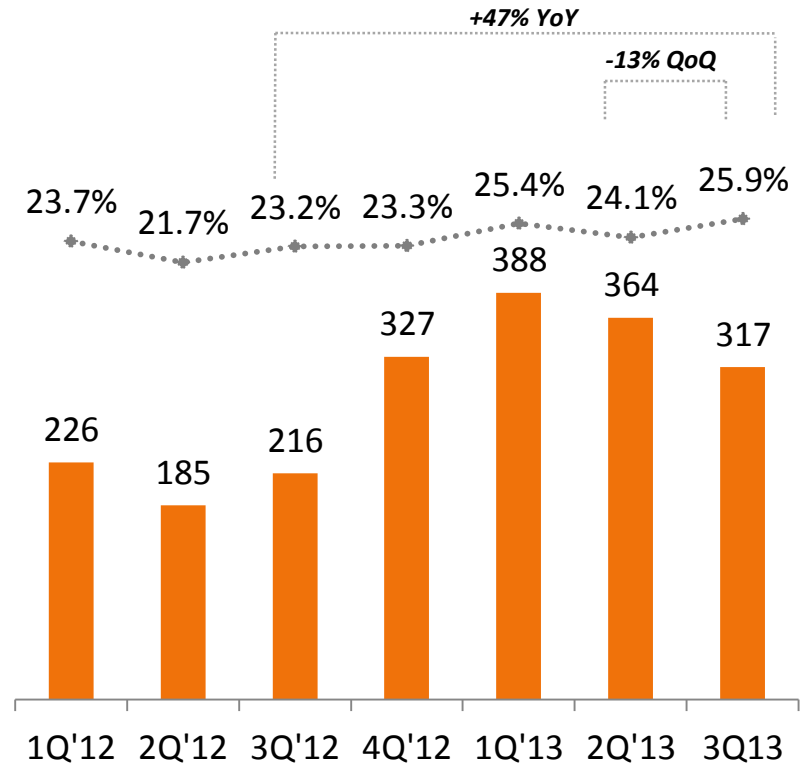
Project Sale Rental Service

Gross Profit

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



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

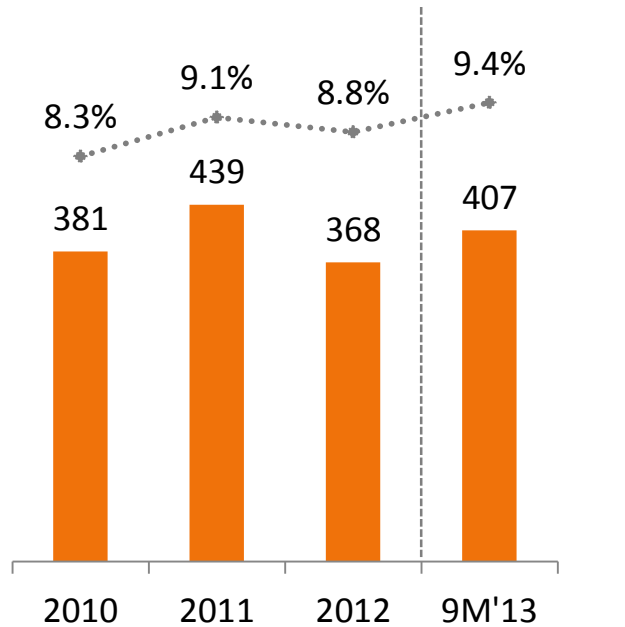


■ Gross profit

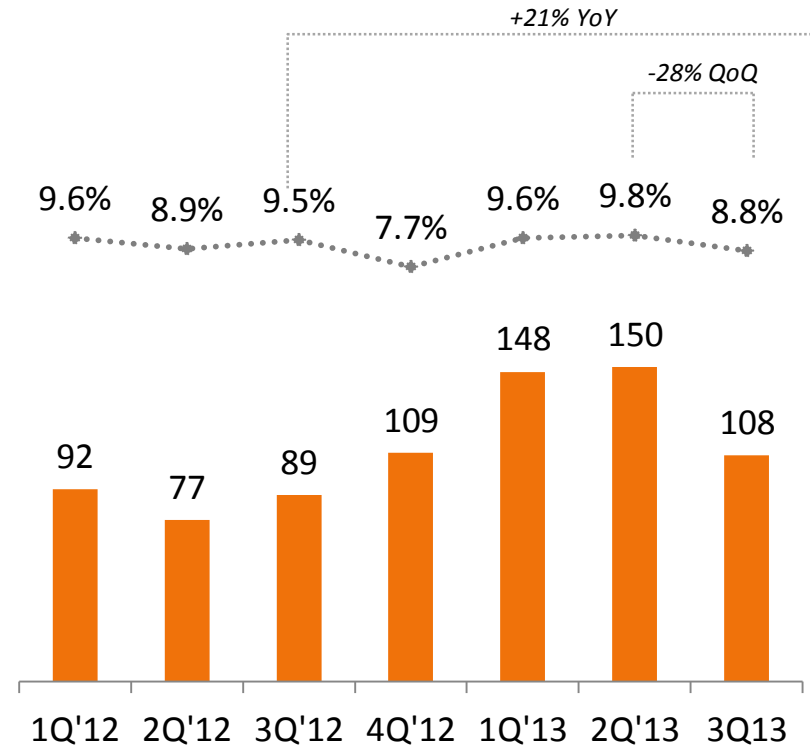
····· Gross profit margin

Net Profit

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



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

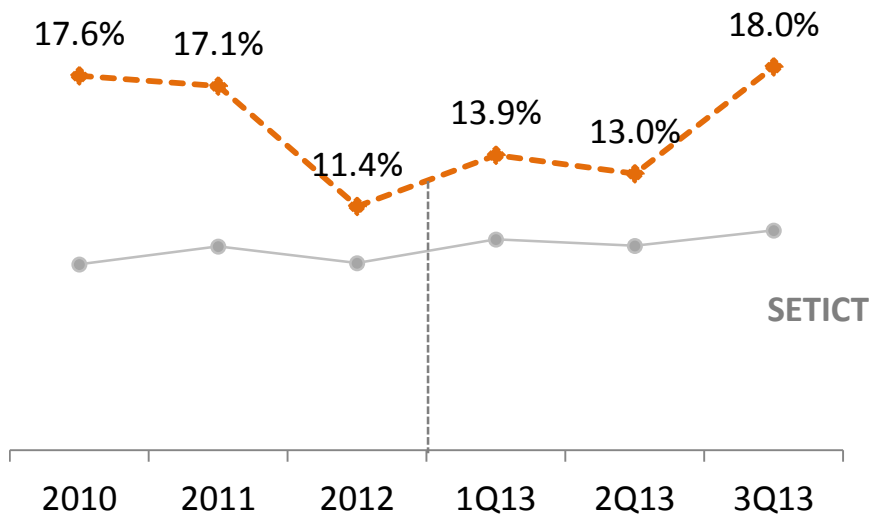


Net profit

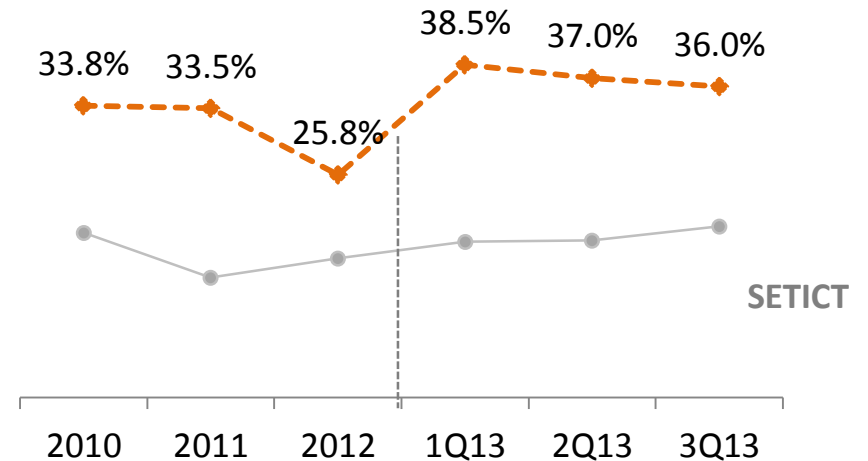
Net profit margin

Profitability Analysis

Return on Asset (%)

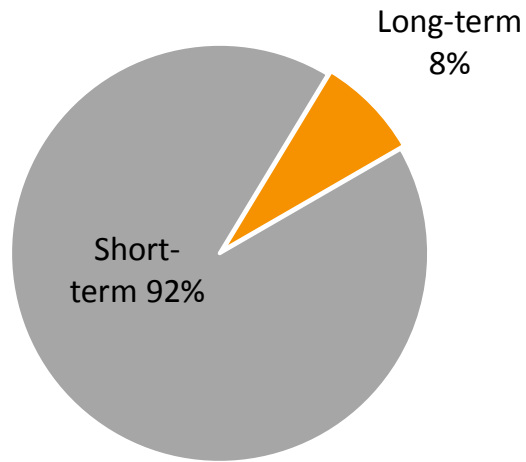


Return on Equity (%)

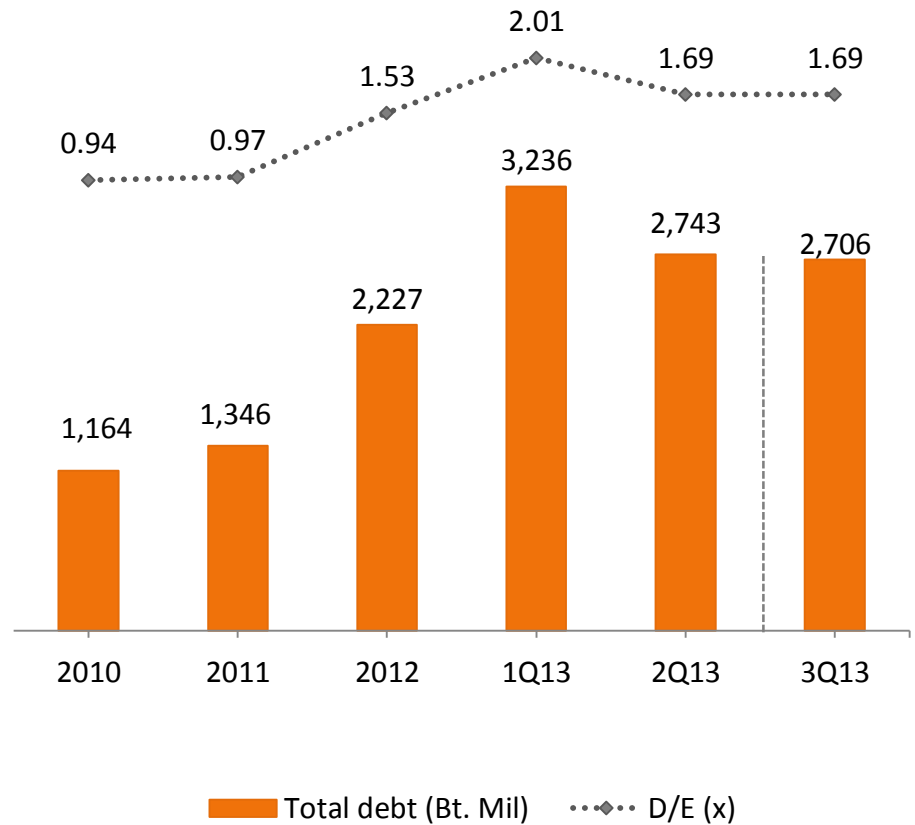


Capital Structure

Interest -bearing debts Bt.859 mill ^{/1}

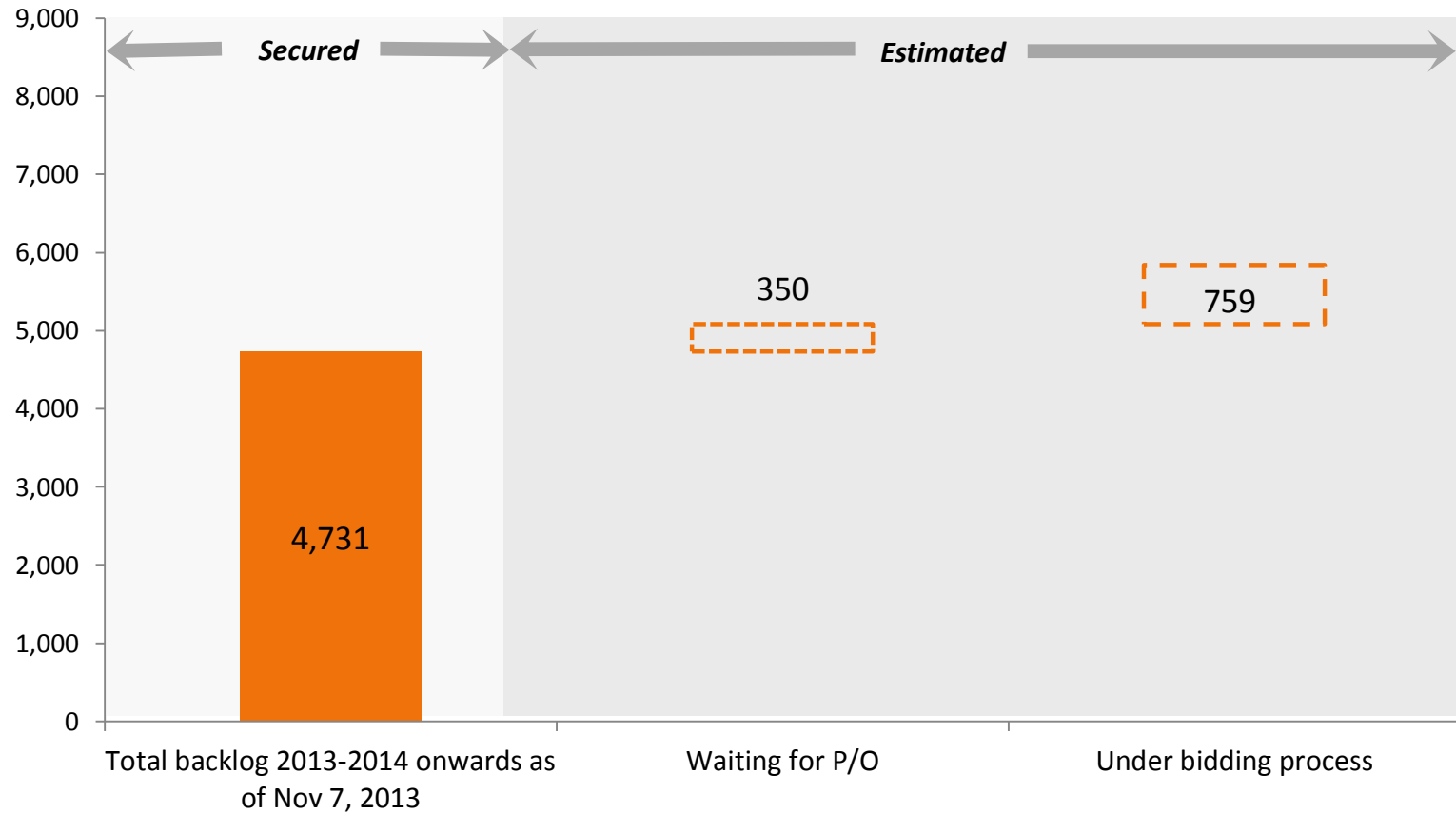


Total debt (Bt.mil) and D/E ratio (x)



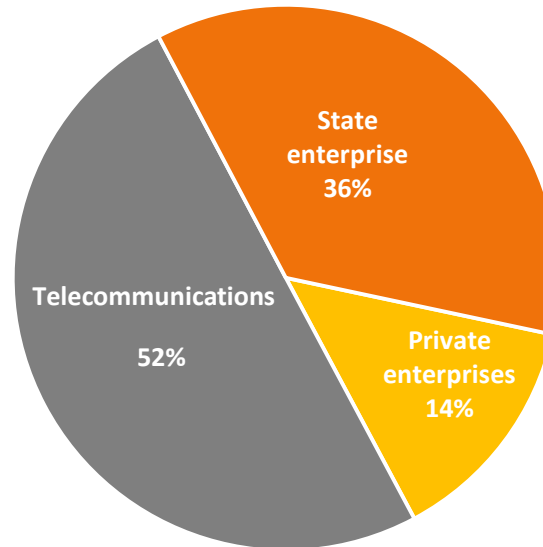
2013 – 2014 Backlog

Revenues (THB. Mil)



Market Opportunities: 2014 onwards

Local market value: Bt. 9.9 THB bil

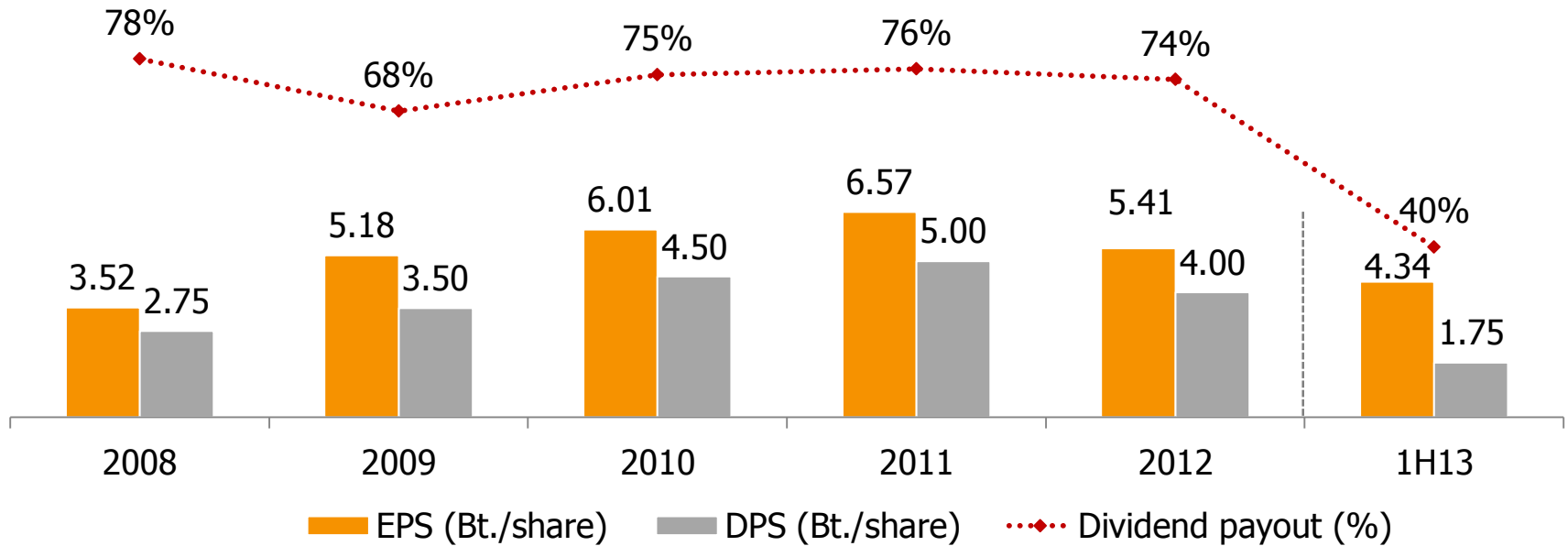


AIT's unrivalled advantages

- Strong relationship with customers
- Strong strategic partners and business alliances (suppliers)
- Proven track record in providing credible system integration services
- Highly skilled ICT personnel and specialized experts

Stock Information and Dividends

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

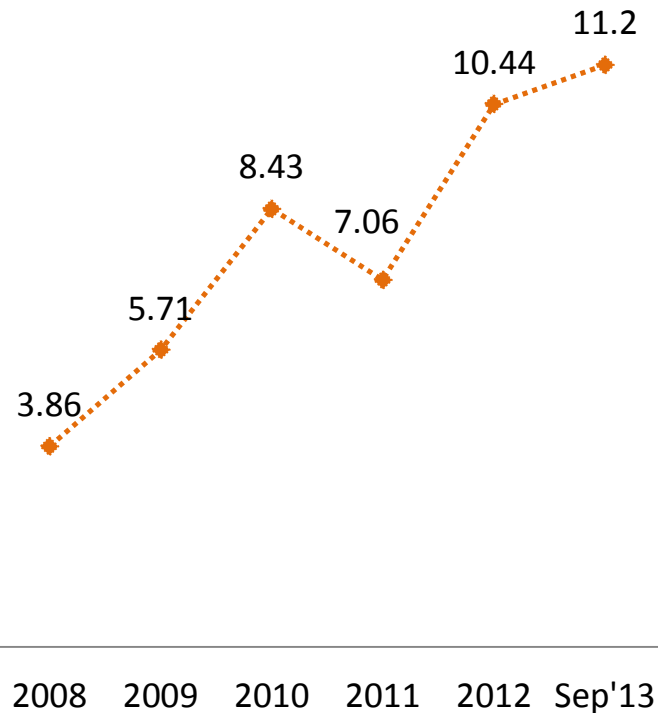


Share information

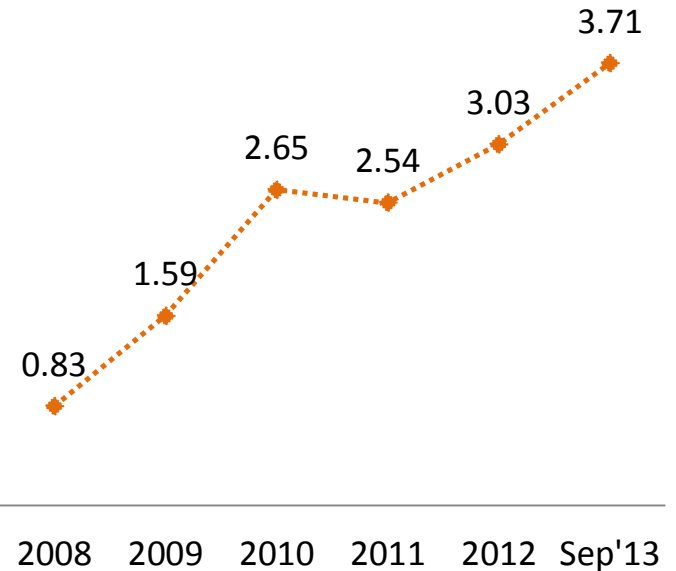
Par value:	Bt. 5.00	Stock price:	Bt. 84.00 per share
Listed share:	68.77 mil. shares	P/E	11.20 Times
Market capitalization:	Bt. 5,776.99 mil	P/BV	3.71 Times
Foreign limited:	25.00%	Dividend yield:	4.74%

Stock Information

P/E Ratio (times)



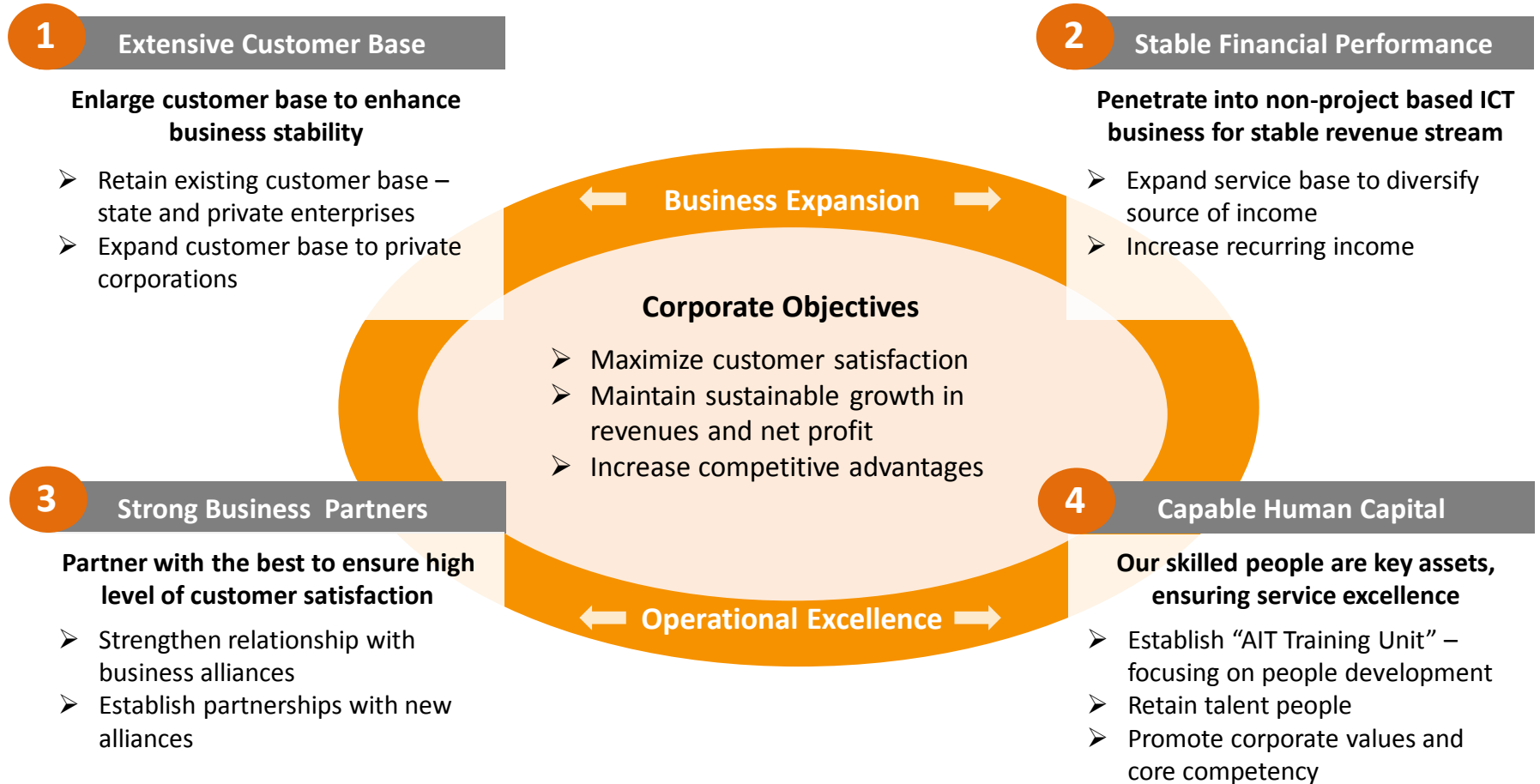
P/BV Ratio (times)



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What We Believe



The Acquisition of KIRZ

About Kirz

- Kirz was founded in 1995 and has been the forefront in providing internet based and telecommunication services in Thailand
- The company provides premium business grade internet solutions such as Fiber Optic Leased Lines, VOIP, IPTV, Video Conferencing, Cloud Server, Data Center for both public and private clients
- It currently operates one of the few and largest Data Centers in Thailand
- KIRZ is fully accredited and licensed by the National Broadcasting Telecommunications Commission (NBTC)



Deal Information

- AIT acquired 51% of the total paid-up capital for Bt. 51,000,000
- Share purchase agreement on 4 April 2013

Benefits

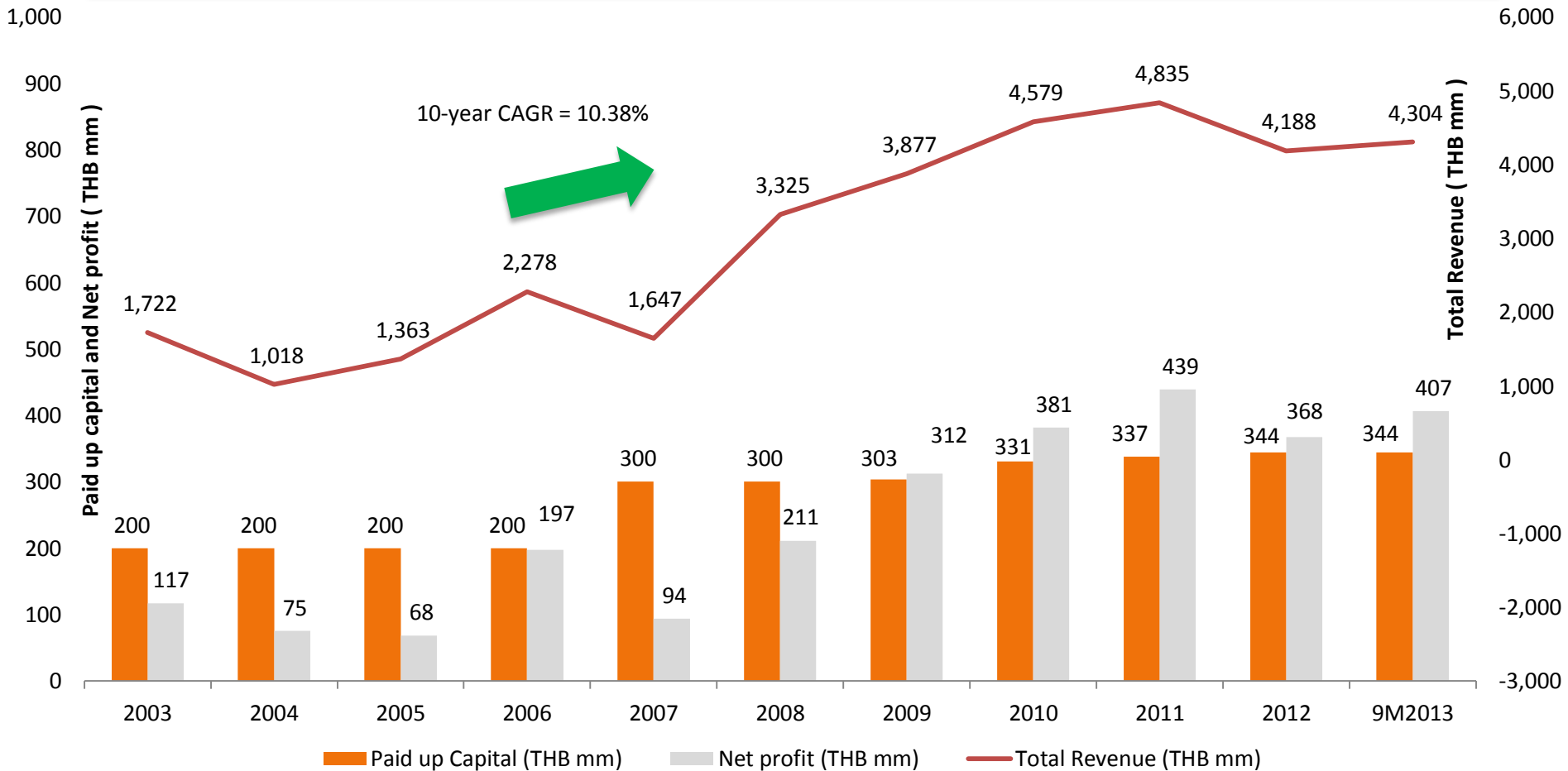
- **Customer base expansion**
Expand the company's existing customer base consisting mainly of government institutions and state-owned enterprises to include more small and mid-size companies and other large organizations
- **Utilize Kirz's existing network**
Kirz's customers span across almost every industry in Thailand, posing great opportunities for AIT to market its products and services through Kirz's existing channels
- **Highly experienced human resources**
With additional IT expertise and professionals, AIT will be better equip to serve its customers' needs more completely

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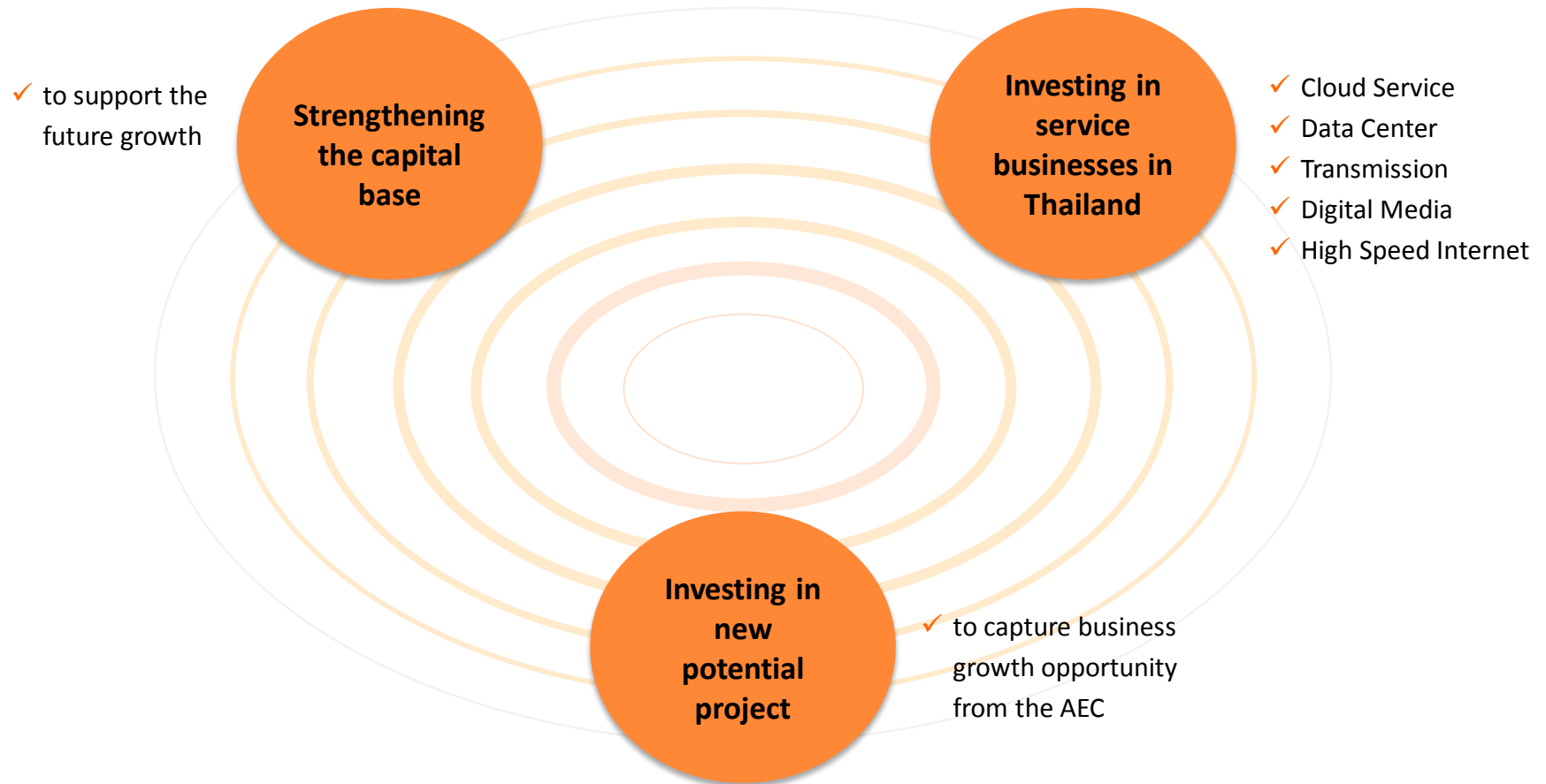
Increase Capital

Potential Growth



Increase Capital Plan

Objective





Thank you

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