



FY2023 Opportunity Day

4 Mar 2024

Sirisoft public company limited.
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*GOOD SOFTWARE
GOOD RETURN
GOOD SERVICE*

Agenda



- **SRS Business Overview**
- Financial Performance
- 2024 Company Outlook
- Q&A

WHO ARE WE?

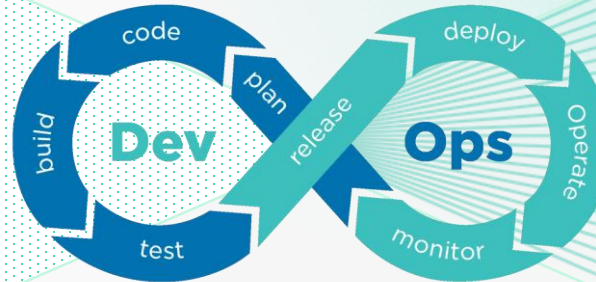
END-TO-END IT SOLUTION & SOFTWARE DEVELOPMENT WITH DEVOPS CULTURE
THAT ELEVATES QUALITY WITH FAST, FLEXIBLE, SCALABLE, AND NO BOUNDARY

BUSINESS GOAL
AND TRANSFORMATION
CHALLENGE



**IT-DRIVEN
BUSINESS
CONSULTANT**

ENHANCE PROCESS WITH
DEVOPS CULTURE TO DELIVER
FASTER AND FLEXIBLE SOFTWARE



**SOFTWARE
DEVELOPMENT**



CUSTOMIZED
SYSTEM & SERVICE



BUSINESS
PARTNERSHIP



MASTER OF APIS

**SERVICE
INTEGRATOR**

OUR VISION

TO BE

THE QUALITY-DRIVEN PROFESSIONAL LEADER

IN IT SERVICE CONSULTING WITH
A COMMITMENT TO FAIRNESS
AND INTEGRITY

เพื่อเป็นผู้เชี่ยวชาญเฉพาะด้านในการให้บริการด้านเทคโนโลยีสารสนเทศ อย่างมีคุณภาพ ซื่อสัตย์ ยุติธรรม และยั่งยืน





9

Years in service

154

No. of Technical Engineers & Developers

160

No. of Professional Certifications

70+

No. of tech stacks



2015

Sirisoft began operations and delivered software to leading companies, including banks, manufacturing industries, and governments.



2018

Established new company in 2020 to provide services for cyber security and information technology professional resources.



2020

SRS acquired SRSI at a ratio of 100 percent to provide comprehensive technology services



2023

SRS transformed into a public company and listed in the mai stock market.

Our Services

1 Software Development & Technology Consultancy

ให้บริการในด้านคำปรึกษาและการพัฒนาซอฟต์แวร์โดยใช้ High-Code, ด้วยวัฒนธรรม DevOps ผ่านโครงสร้าง Microservices Architecture โดยส่งมอบโครงการภายใต้งบประมาณ วัตถุประสงค์ ตามกำหนดเวลา และสามารถพัฒนาได้ต่อเนื่อง



Banking Platform



Government Platform

2 Software Licenses and Equipment Provisioning

ให้คำปรึกษาเกี่ยวกับการจัดหาซอฟต์แวร์และอุปกรณ์ที่เกี่ยวข้องในการเชื่อมโยงระบบงานที่พัฒนาตามความเหมาะสม โดยจะเป็นโซลูชันที่เกี่ยวข้องกับการปรับให้ระบบงานมีความทันสมัยและเป็นอัตโนมัติ



3 Maintenance Services

ให้บริการดูแลบำรุงรักษาระบบและปรับปรุงให้มีประสิทธิภาพภายหลังจากการส่งมอบโครงการ

4 IT Professional Resources

จัดการทรัพยากรบุคคลด้านเทคโนโลยีสารสนเทศสำหรับลูกค้าเพื่อตอบโจทย์การพัฒนาที่ต่อเนื่องและรวดเร็ว

Agenda



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FINANCIAL HIGHLIGHTS FY2023

Net Profit

76

Million baht

+10.60% yoy%

Revenue

585

Million baht

+42.34% yoy%

Total Employee

298

Persons

From 287 persons in 3Q2023

Total Win Value

589

Million baht

+23.74% yoy%

Remark: Only Sirisoft. amount in the year, with and without contracts

SUCCESS HIGHLIGHTS FY2023

Hackaday 2023



ปันน้ำใจให้น้อง มูลนิธิกระจกเงา และ กทม.



RedHat x SRS Openshift



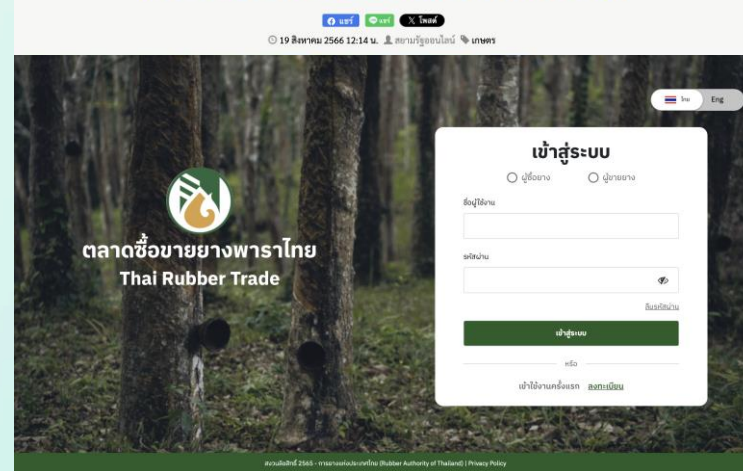
Forestation Project



Project Win : 58 projects
Project Closed : 22 projects
On-going : 62 projects

*** Only Sirisoft

กยท. ชู "Thai Rubber Trade" เชื่อมโยงข้อมูลซื้อขาย
 ยางผ่านระบบตรวจสอบย้อนกลับ รับมาตรการ EUDR

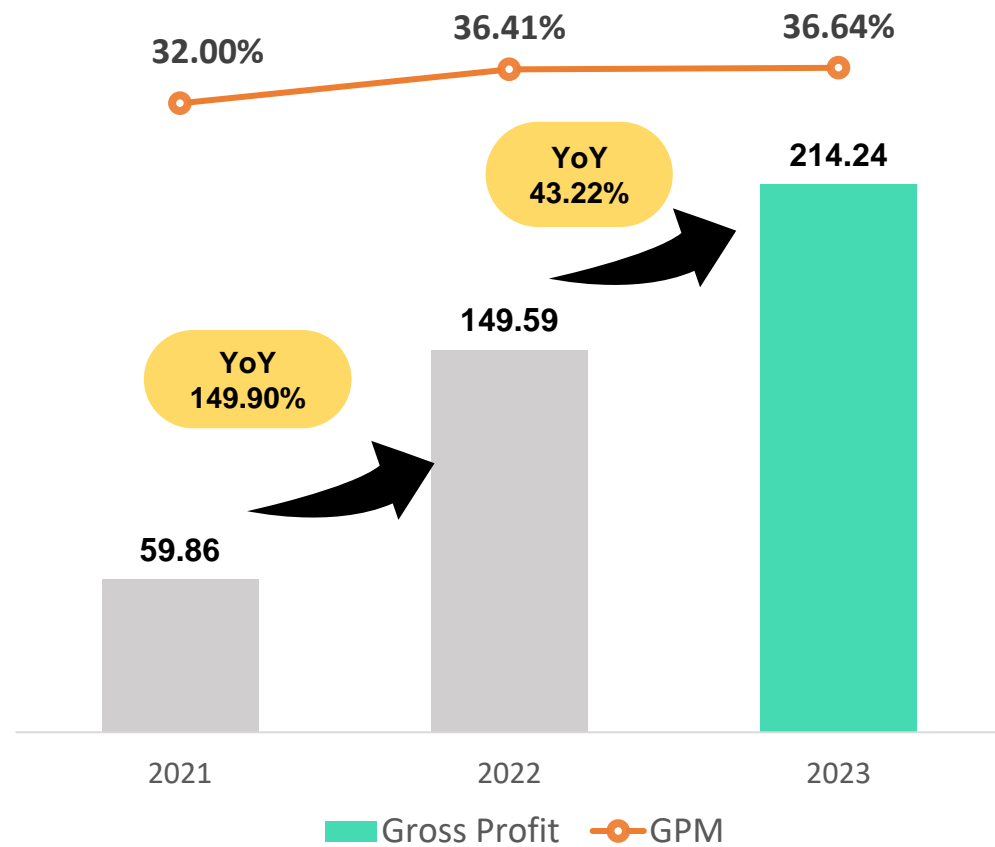


ROAT Thai Rubber Trade

Gross Profit & Net Profit

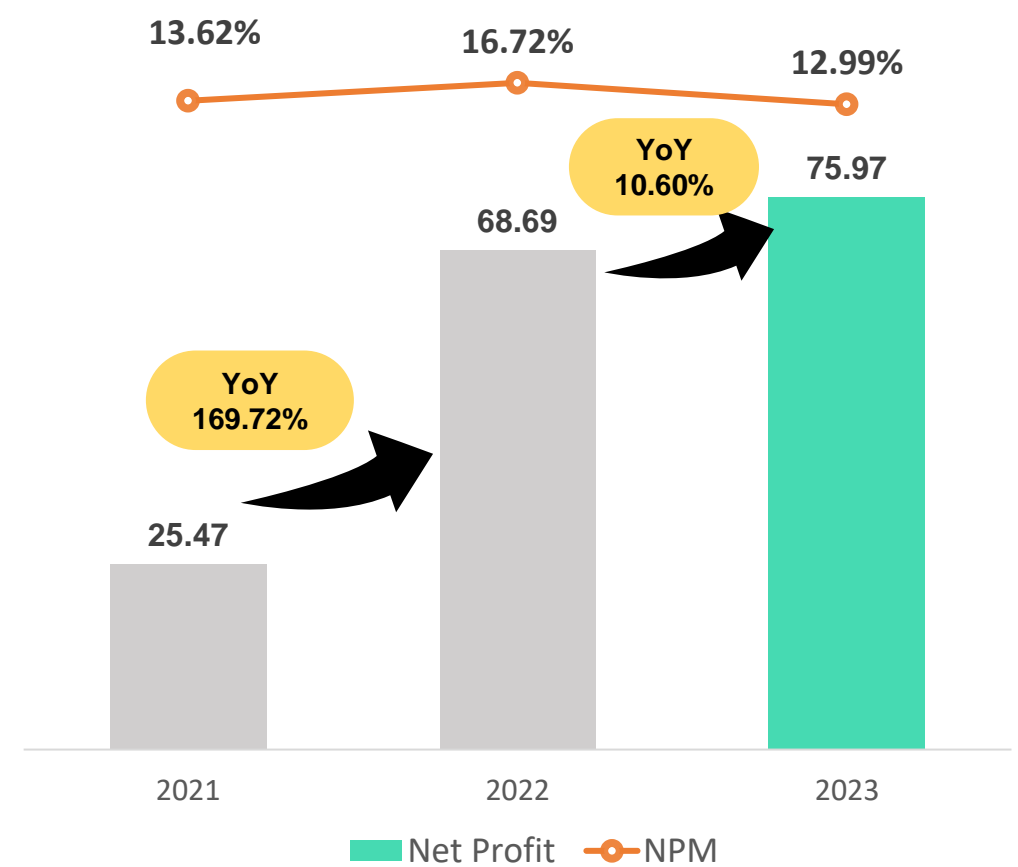
Gross Profit

Unit: THB million



Net Profit

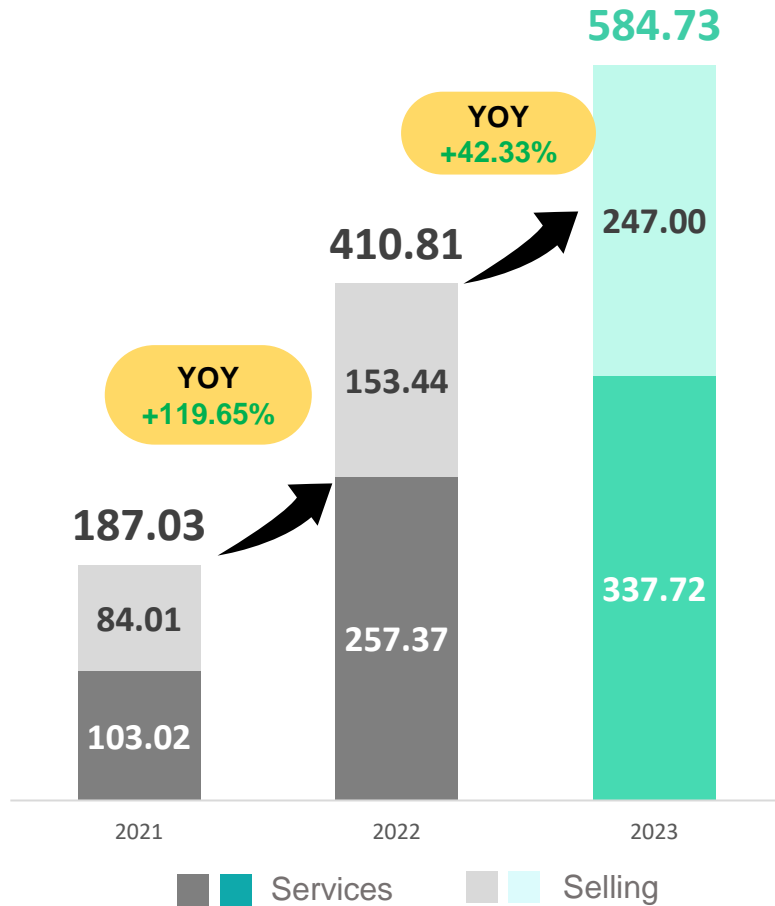
Unit: THB million



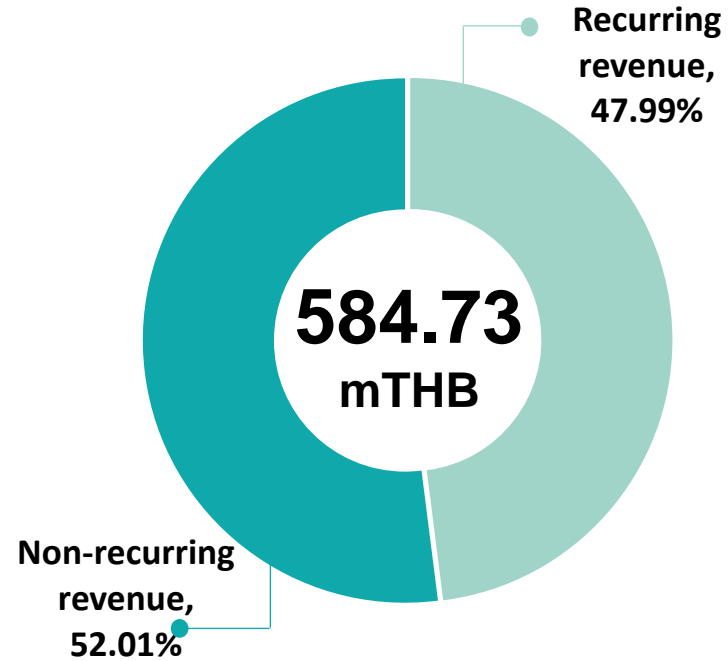
Continuous Organic Growth in Revenue

Revenue Growth

Unit: million baht

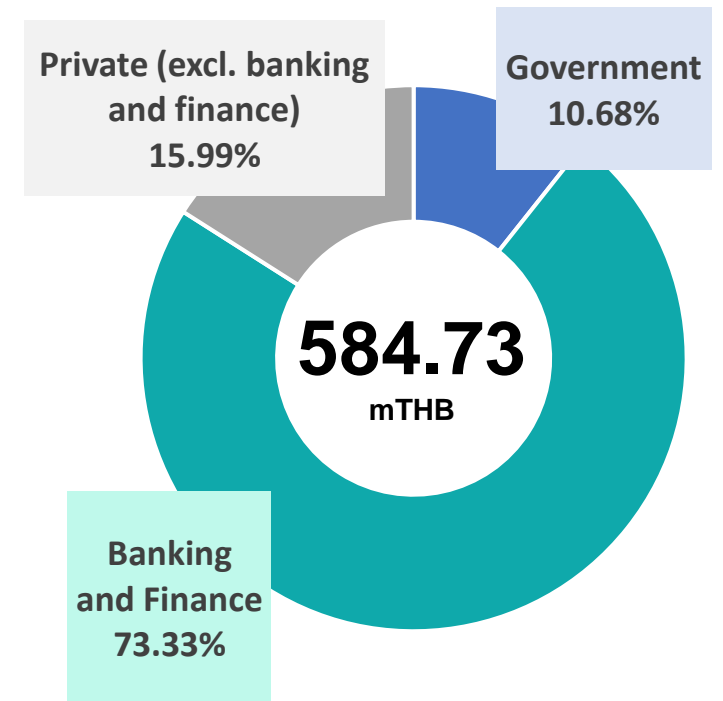


Recurring Revenue



Recurring revenue consists of revenue from *Maintenance, Subscription License and Outsourcing.*

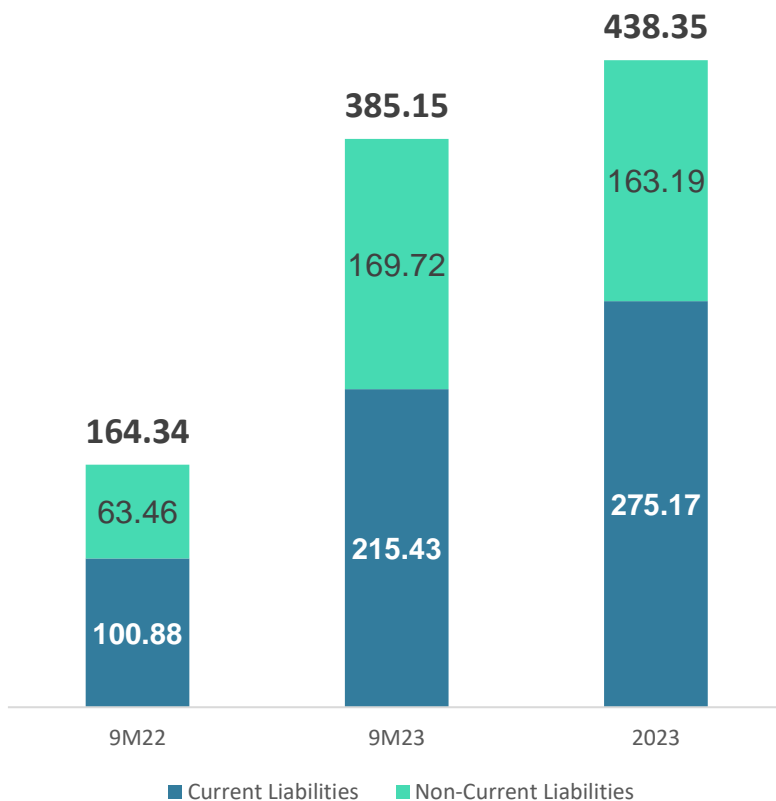
Revenue by Industry



Strong Balance Sheet: Zero Debt

Liabilities

Unit: million baht



Non-Current Liabilities increased mainly from **lease liabilities, net current portion** and **provision of decommission** from the new office expansion; and an increase in provision for employee's benefits.

Current Liabilities increased mainly from an increase in **trade and other payables** as well as **contract liabilities**, which are in line with the growth in revenue. Additionally, the current portion of lease liabilities has expanded, reflecting office space expansion over the year.

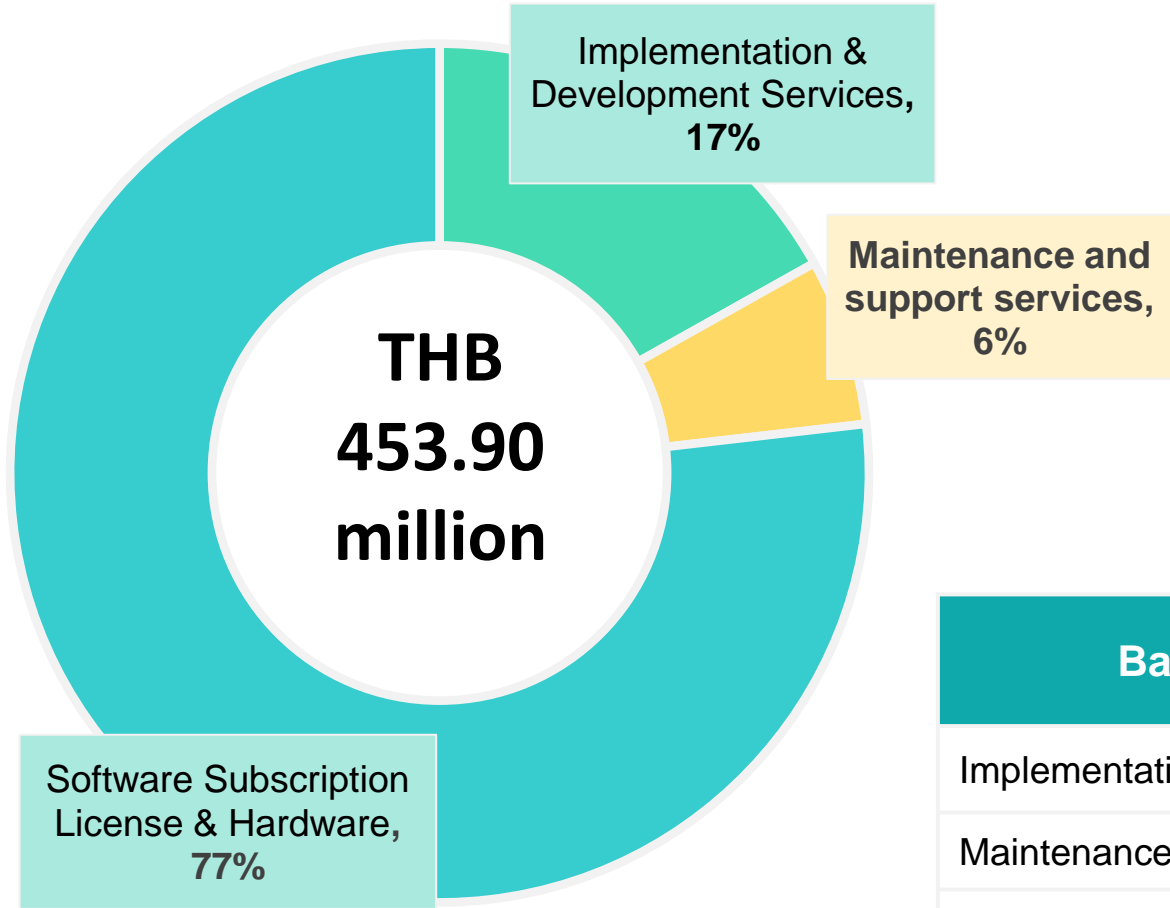
We currently have no borrowed funds.

The primary increase in our liabilities was from TFRS 16 account recording, which reflects the costs associated with our office expansion.

*The **rental fee** for the newly expanded office on the 14th floor began to be recognized in **lease liability** in accordance with the lease agreement starting from **2023 Sep,***



TOTAL BACKLOG END OF FY2023



Current expertise industry

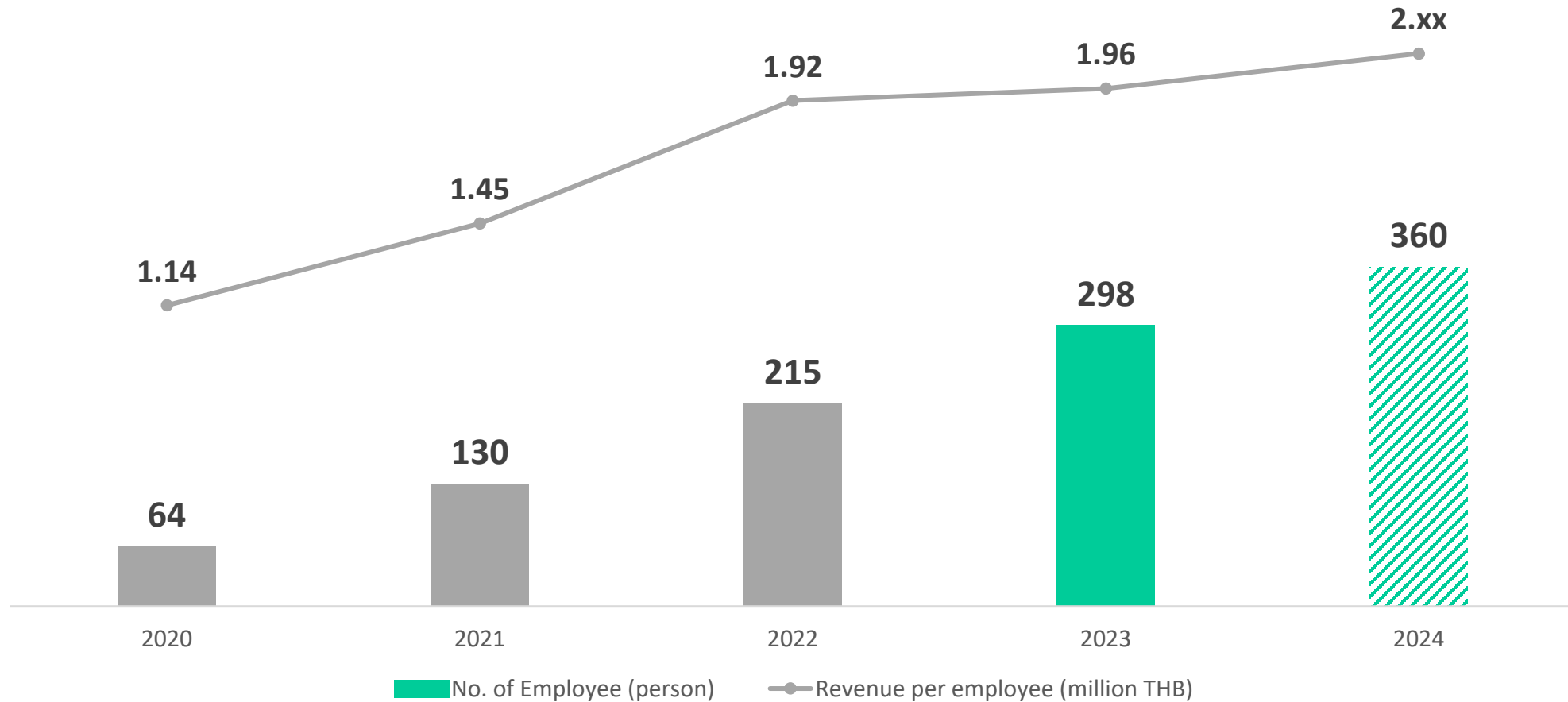
Financial & Banking Oil & Gas Public Sector Retail

gain more market shares from current sectors

Backlog (THB million)	2024	2025 Onwards	Total
Implementation & Development Services	67.00	9.50	76.60
Maintenance & Support Services	17.20	11.50	28.60
Software Subscription License & Hardware	202.20	146.60	348.80
Total Backlog	286.40	167.60	453.90

Team Expansion Fuels Sustained Revenue Growth

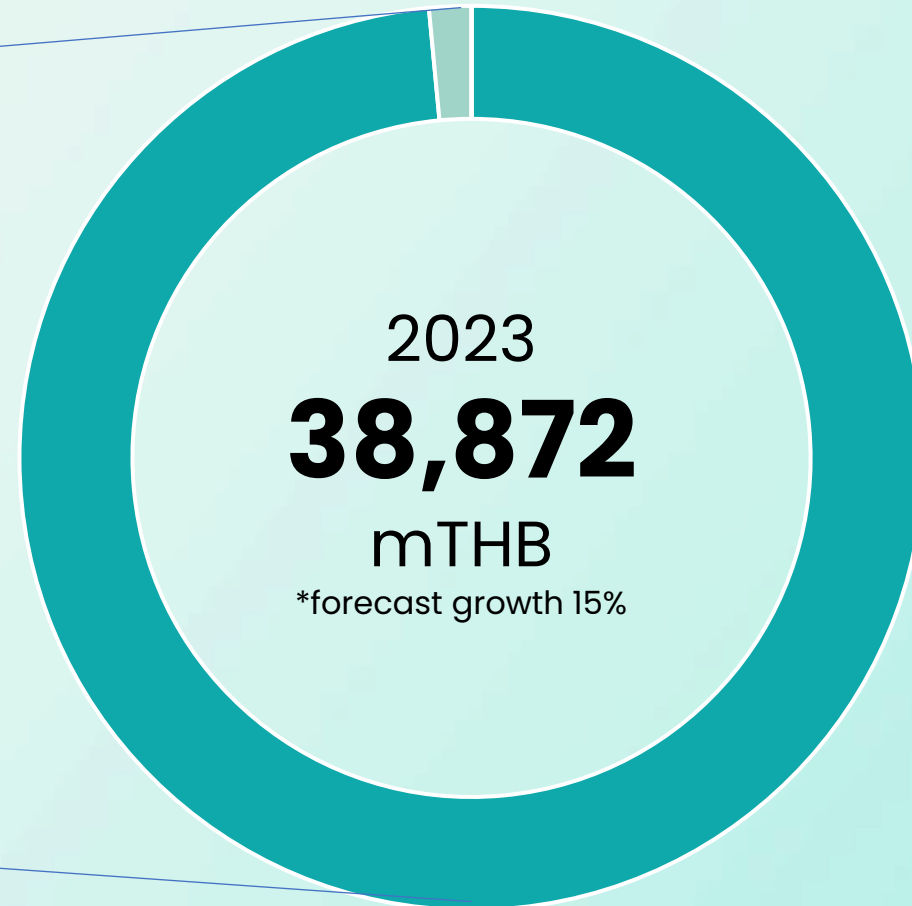
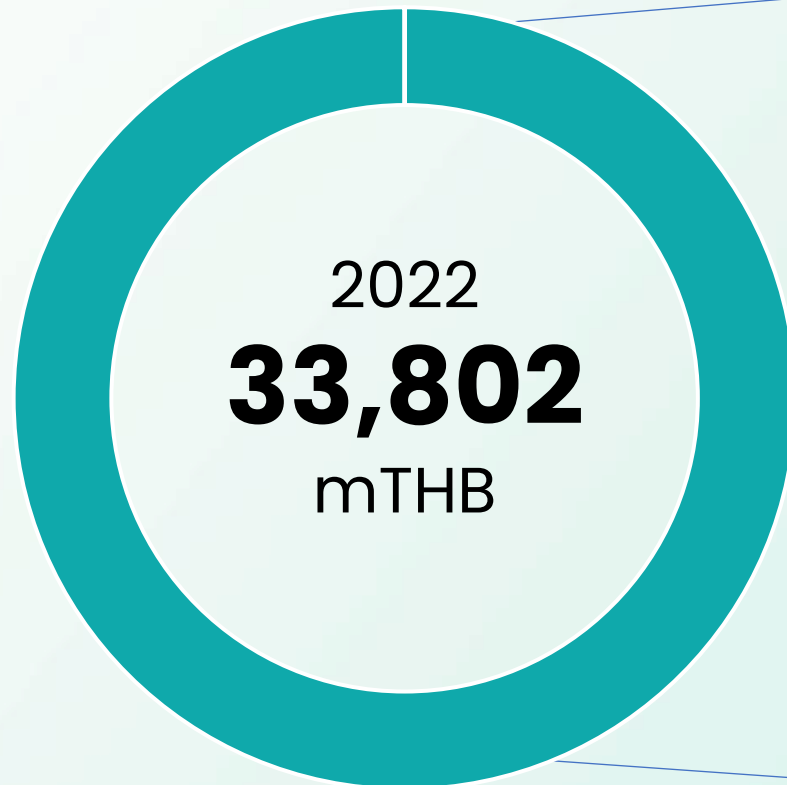
Revenue per employee continues to grow



EST. MARKET SHARES %

IT Services industry from DEPA 2022

Market Share
SRS = 1.5%

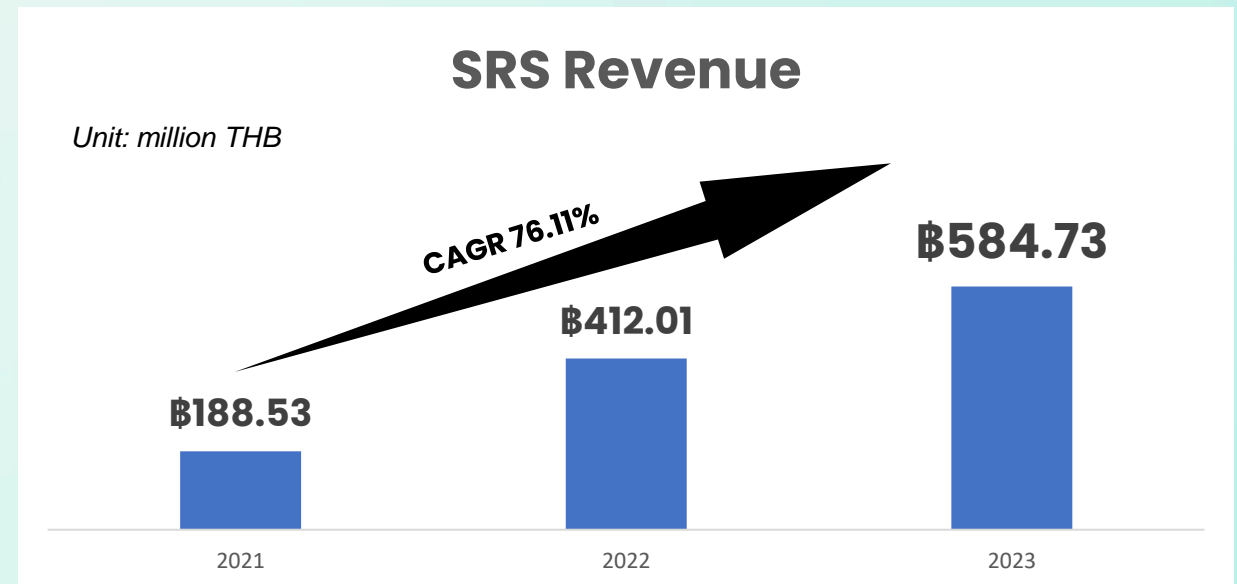
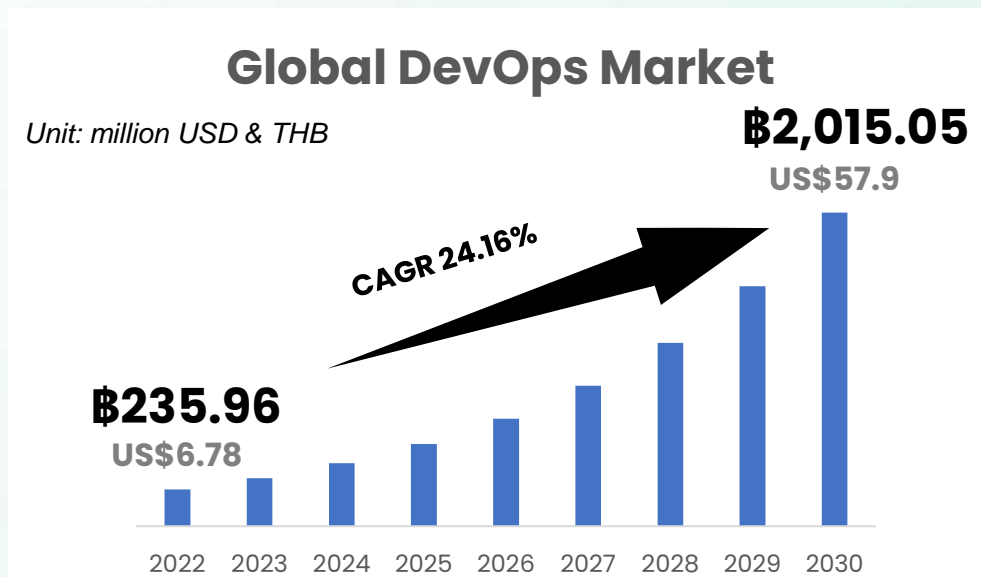


DevOps Trends

The global DevOps market is projected to expand from USD 6.78 million in 2022 to USD 57.90 million by 2030, with a CAGR of 24.16%.

Drivers

- DevOps accelerates software delivery to meet market demands.
- Emphasizes high-quality, defect-free software as a competitive edge.
- Utilizes automation and continuous testing for efficiency and quality improvement.



Note: In this context, the Global DevOps Market encompasses only Tools and Platforms and DevOps Services management. Meanwhile, SRS revenue also comprises additional revenue streams, such as Implementation, MA and Outsource

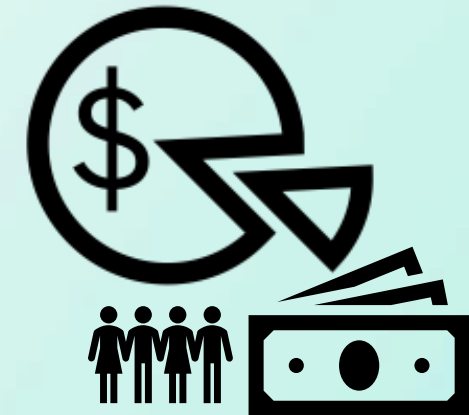
Source: <https://www.databridgemarketresearch.com/reports/global-devops-market>

Benefit of DevOps

- **Quality-centric culture:** emphasizes shared responsibility for software quality across all team roles.
- This approach relies on shared ownership, transparent communication, and learning from errors. It results in **reduced defects and improved software quality.**

Dividend Payment

Items	Baht per share	Total eligible shares	Total dividend payment	Paid on
First interim Dividend	0.09625	120,000,000	11,550,000	15 May 2023
Second interim Dividend	0.32630	120,000,000	39,156,000	18 August 2023
Third interim Dividend	0.13125	160,000,000	21,000,000	13 December 2023
Annual dividend	0.02000	160,000,000	3,200,000	23 May 2024
Total	0.57380	130,543,743.46*	74,906,000	

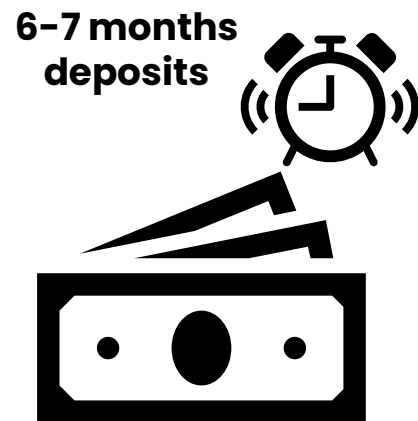


Remaining dividend of 0.02000 Baht per share for the period from 1 October 2023 to 31 December 2023.

- Record date set for 3 May 2024 to determine eligible shareholders.
- Dividend payout scheduled for 23 May 2024.

Strategic Cash Utilization

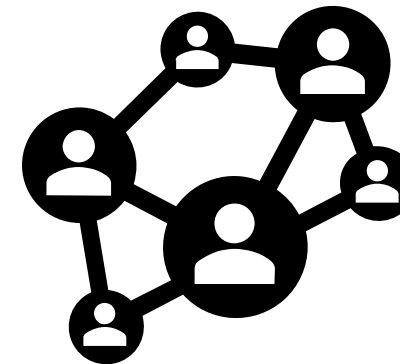
Allocating cash reserves to short-term fix deposits



Rate: ~2%

Depositing cash into fixed deposits is a short-term strategy to manage liquidity while planning for future investments or expenditures.

Seeking M&A opportunities to expand the business



Targeting IT companies specializing in areas we aim to synergy, such as

CRM and ERP or businesses requiring IT technology for growth

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2024-2025 Revenue Target



Driving Growth through Digital Transformation, Cloud & Automation, and Cyber Security:
*To gain more market shares from current sectors
(Banking, Financial, Oil & Gas, Public sector, and Retail)*

2024-2025 COMPANY STRATEGY

Smart growth to become **Leading DevOps Software House and Tech Community Sandbox** in Thailand



Acquire Low-hanging fruit market shares

By leveraging our deep technical expertise across key sectors—**financial, banking, oil and gas, retail, and public sector**—we are strategically positioned to attract and secure new clients.

Our focus on readily accessible market segments allows us to capitalize on low-hanging fruit, ensuring rapid growth and enhanced market presence



Excellence as standard : Elevating Maintenance Services

Increase recurring revenue through enhanced **maintenance services while elevating the customer service experience**



Empowering Large Enterprises and Listed Companies with Digital Transformation and ESG Solutions

We leverage our advanced high-code capabilities to **tailor digital transformation solutions** specifically for large enterprises and listed companies. These target groups, already recognizing the urgent need for transformation, will benefit from our personalized approach that not only accelerates digital adoption but also aligns with ESG (Environmental, Social, and Governance) principles.

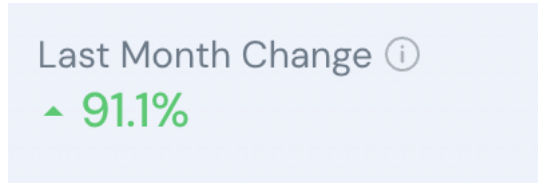
Enhancing IT Service Capacity and Capability through SRS's Tech Community Sandbox

FROM STRATEGY TO ACTION : EMPOWERING DIGITAL TRANSFORMATION

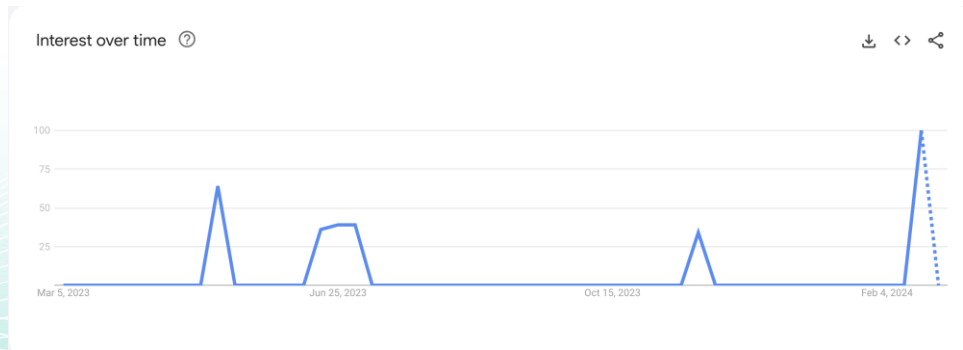
FEB 2024 : Martech Expo

Drive awareness and opportunity with one of the biggest technology event in Thailand

Increase total website visitor for 91%



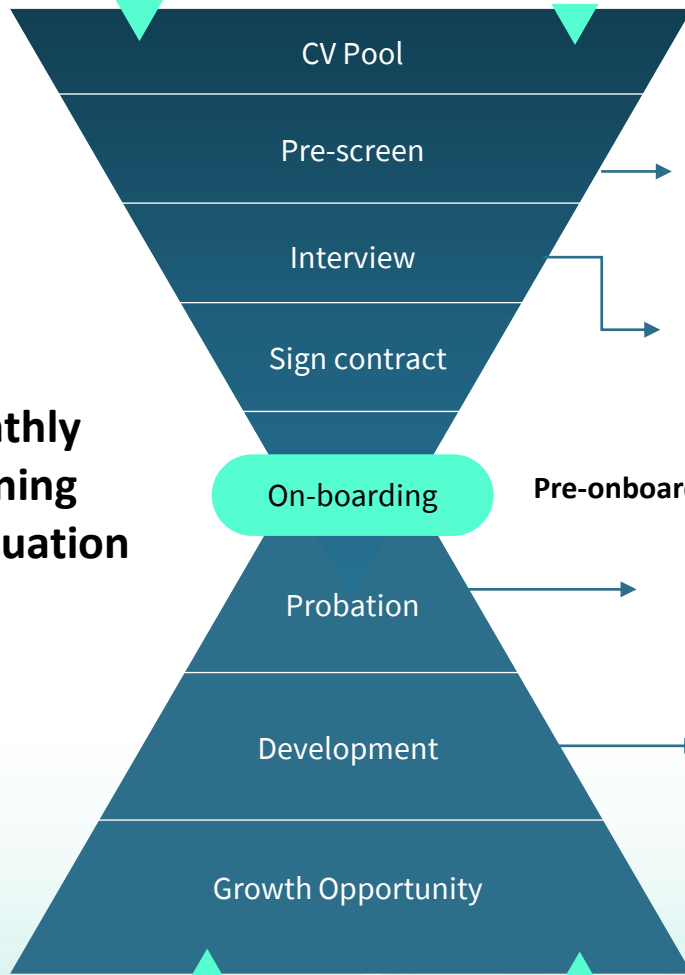
Highest Google search volumn in past 12 months



PLANNING RESOURCES PROCESS & PEOPLE DEVELOPMENT PLAN



Recruitment campaign & Always-on tactic Hunting Strategy (Specialist)



Pre-screen question
/ Logic and Language
/ Personality

Depth interview
/ Critical thinking
/ Real-situation challenge
/ Culture

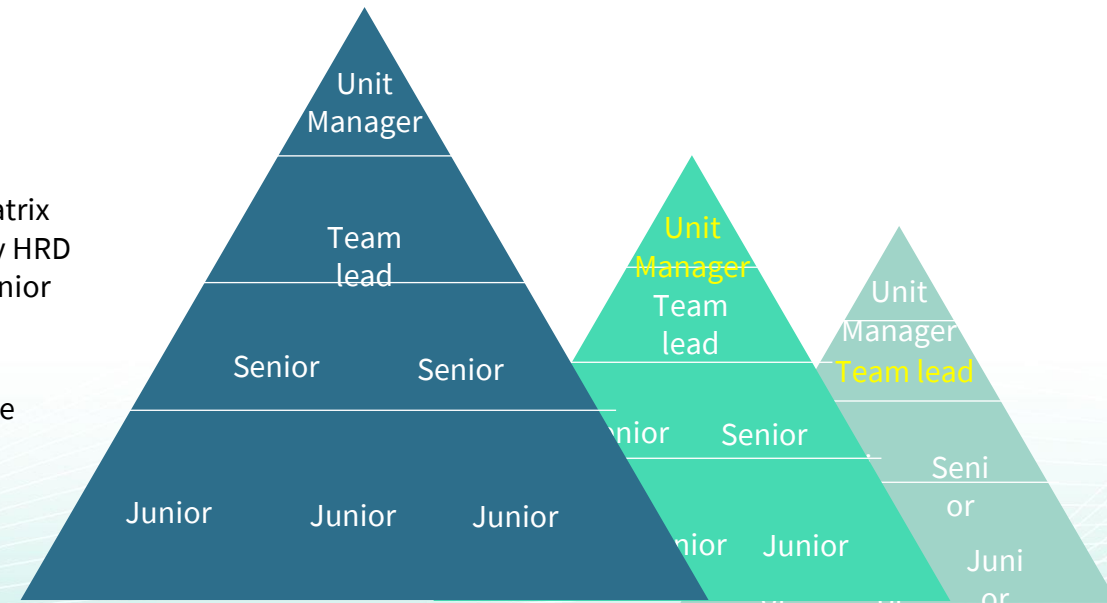
Pre-onboarding preparation

Probation period
/ Learning path by skill matrix
/ Culture development by HRD
/ Mentoring system by senior officer

Evaluation
/ Project performance
/ Company' core values
/ PMS

Weekly & Monthly Resource planning and Manday evaluation

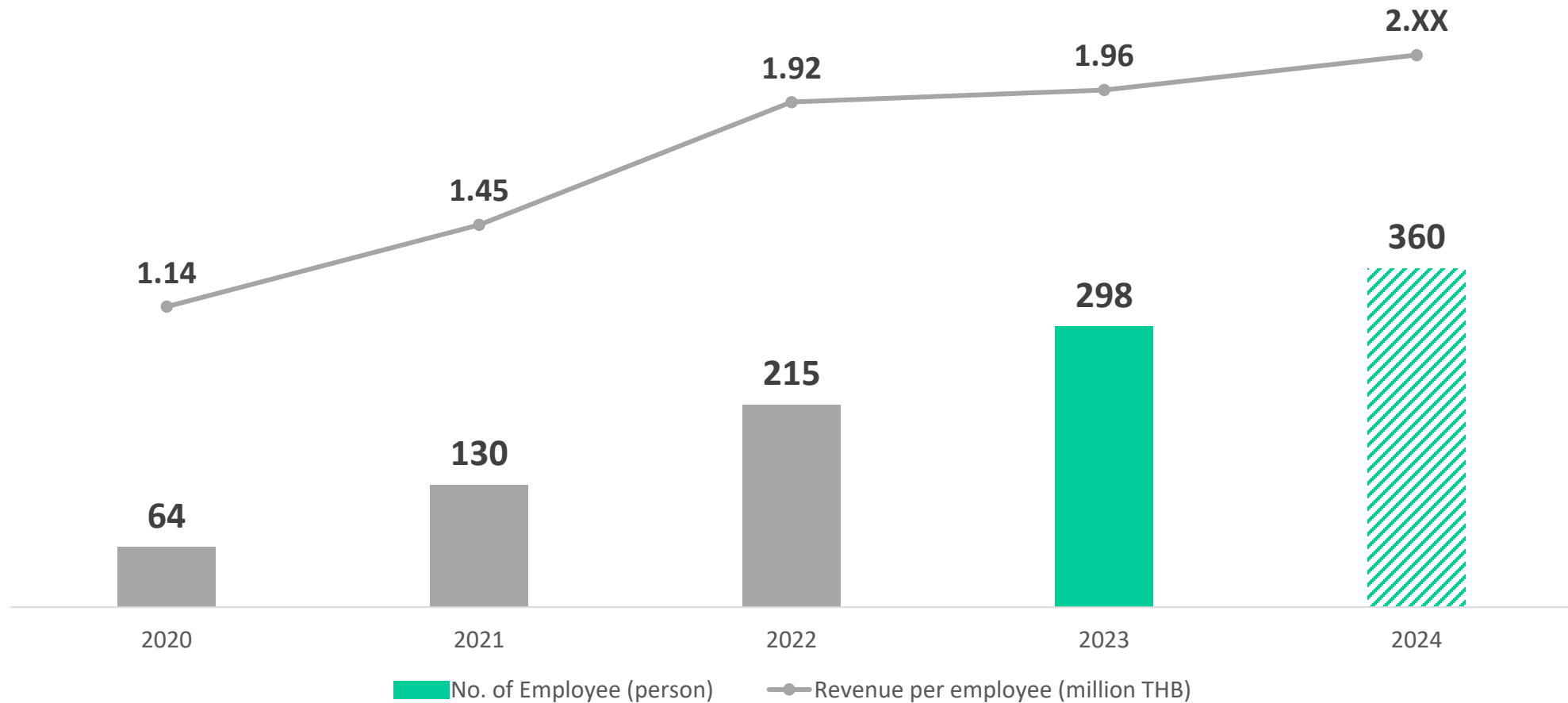
Enhancing IT Service Capacity and Capability through SRS's Tech Community Sandbox



Team Manager Specialist

Team Expansion Fuels Sustained Revenue Growth in 2024

Revenue per employee continues to grow



Growth Strategy

DIGITAL ECONOMY ENABLER

ผลักดันให้เกิด Digital Economy เติบโตด้วย IT-Driven solution ผ่านความเชี่ยวชาญด้านการให้คำปรึกษาด้านไอทีที่ครบวงจร

BRANDING DEVELOPMENT

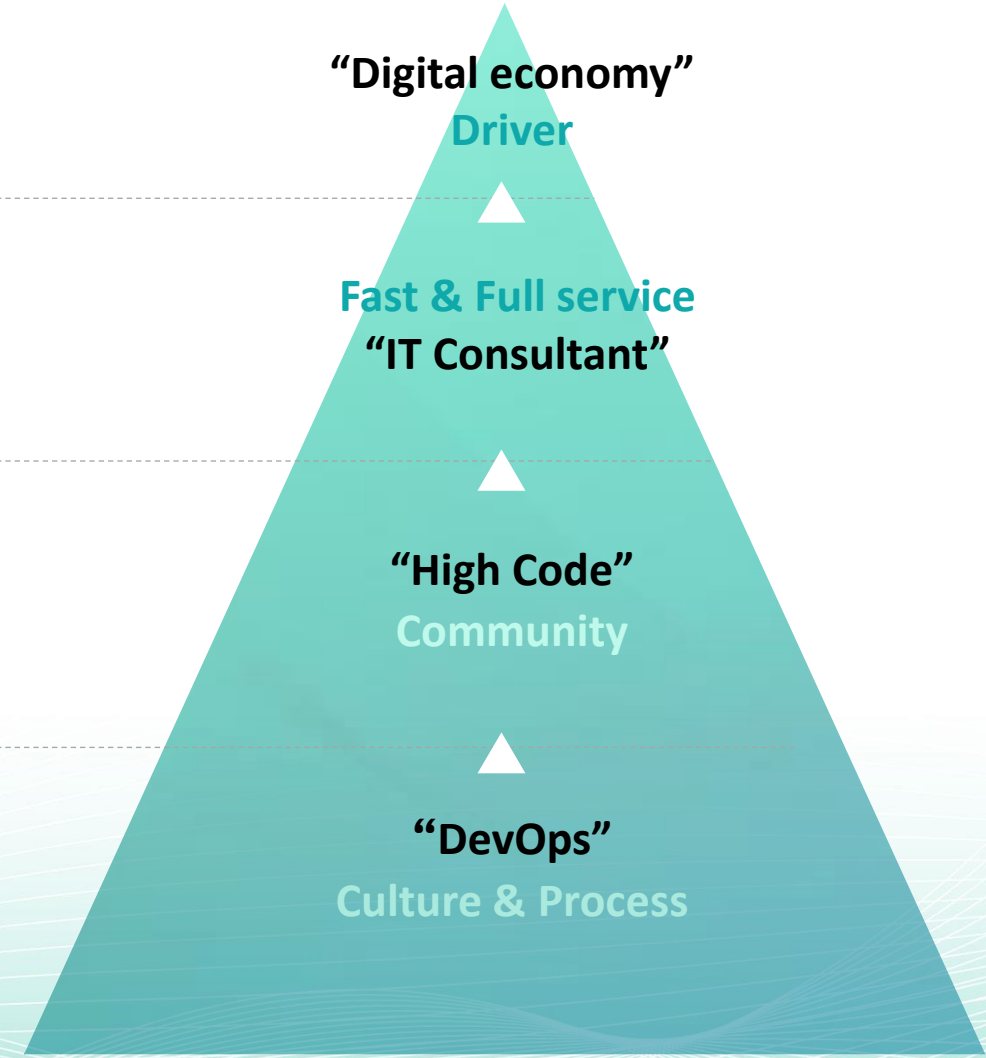
เติบโตเป็นผู้ให้คำปรึกษาด้านไอทีที่เป็นที่รู้จักในความสามารถด้านการพัฒนาซอฟต์แวร์ที่ครบวงจร รวดเร็วและพัฒนาได้อย่างต่อเนื่อง

PEOPLE DEVELOPMENT

เติบโตเป็นศูนย์รวมนักพัฒนา High Code ชั้นนำแห่งประเทศไทย พร้อมเติบโตร่วมกัน และสร้างไอทีโซลูชันดีๆ ให้กับประเทศ

OPERATION DEVELOPMENT

เติบโตอย่างมีประสิทธิภาพในการบริหารทรัพยากรบุคคล ที่พร้อมตอบโจทย์ธุรกิจที่ต้องการไอทีโซลูชันที่สร้างได้ตรงกับธุรกิจลูกค้า ให้ได้ทันที ได้ไว





**CHANNEL
FOR CONTACT**

COMPANY NEWS & ACTIVITIES UPDATES

LinkedIn



Sirisoft Public Company Limited
1,986 followers

TikTok



@sirisoft
0 Following
12.7K Followers
178.7K Likes

สิริซอฟต์ บริษัทไอที รุ่นใหม่ไฟแรง
สอบถามการสมัครงาน
👉 <https://linktr.ee/sirisoft>

f



Sirisoft

7.1K likes · 8K followers

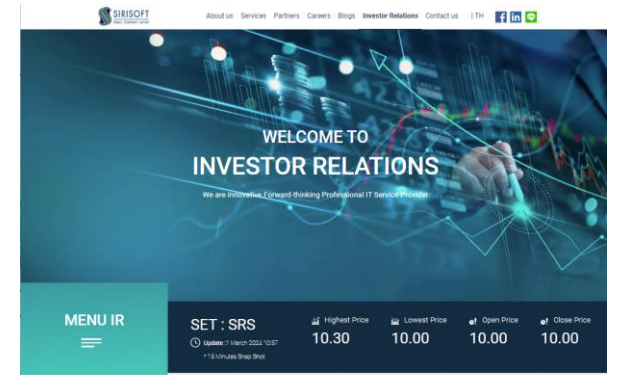
SIRISOFT is an innovative, forward-thinking IT Professional Service provider focusing on Microservice

Contact us

Message

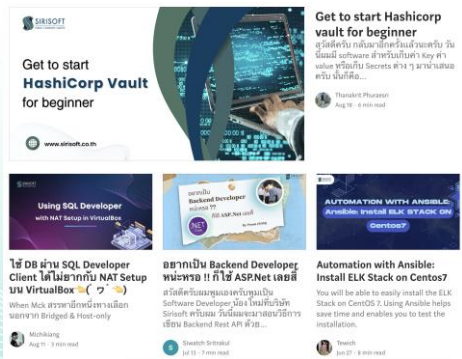
Following

SIRISOFT
INVESTOR RELATIONS PAGE

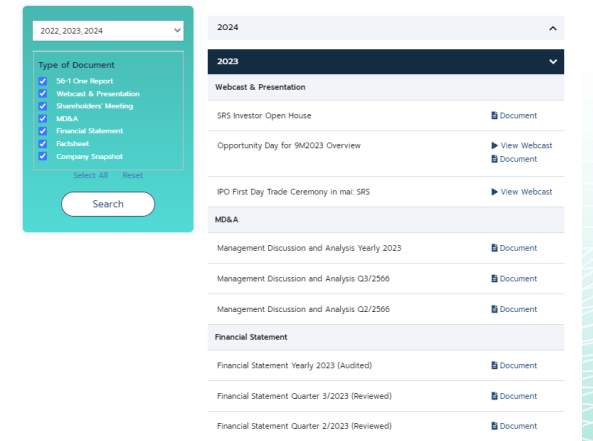


MENU IR	SET : SRS	Highest Price	Lowest Price	Open Price	Close Price
	Updates: 1 March 2024 10:57	10.30	10.00	10.00	10.00

Medium



Resource Center



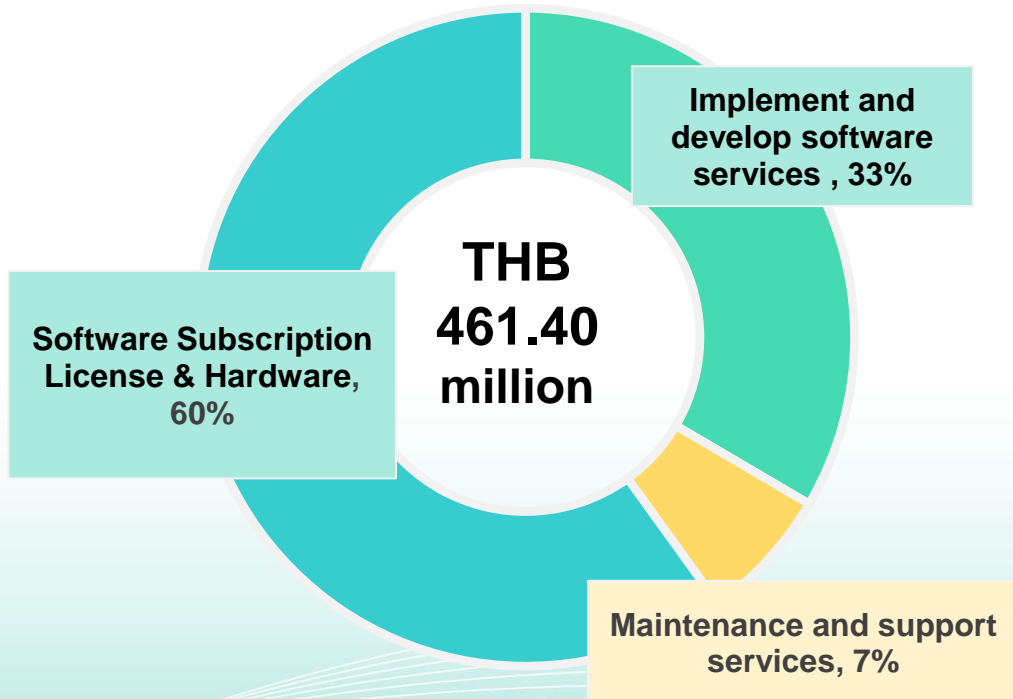


Q&A

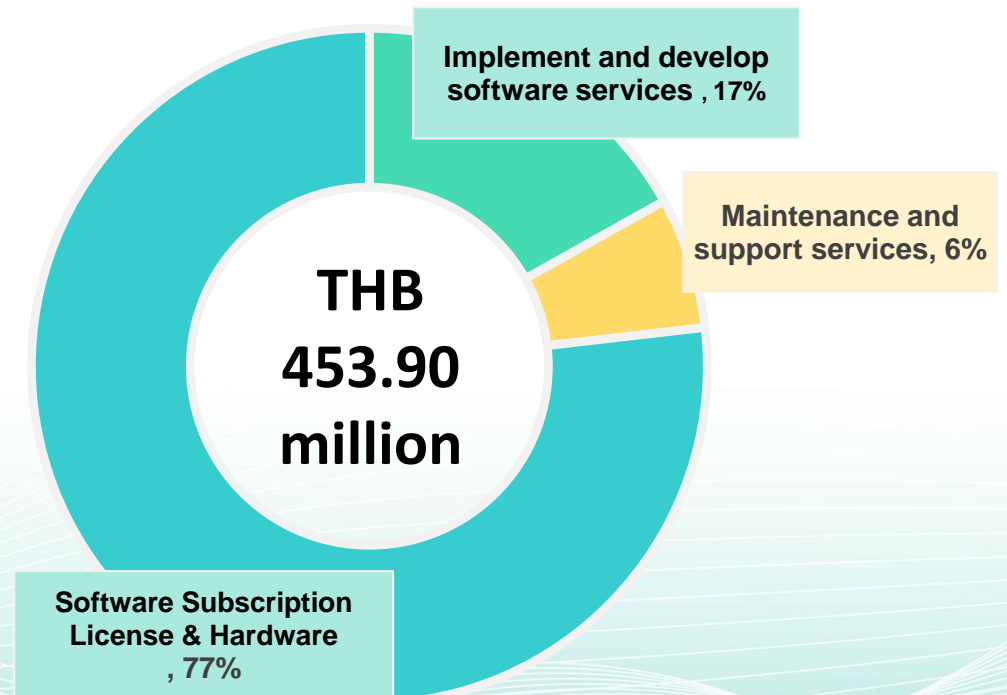
Change in Backlog

- Revenue recognition has been achieved.
- Backlog growth offset by contract changes, resulting in a net decrease.
- Rapid project delivery using DevOps for software development.
- Increase in Software Subscription license & Hardware Services revenue

End of 3Q2023



End of 4Q2023

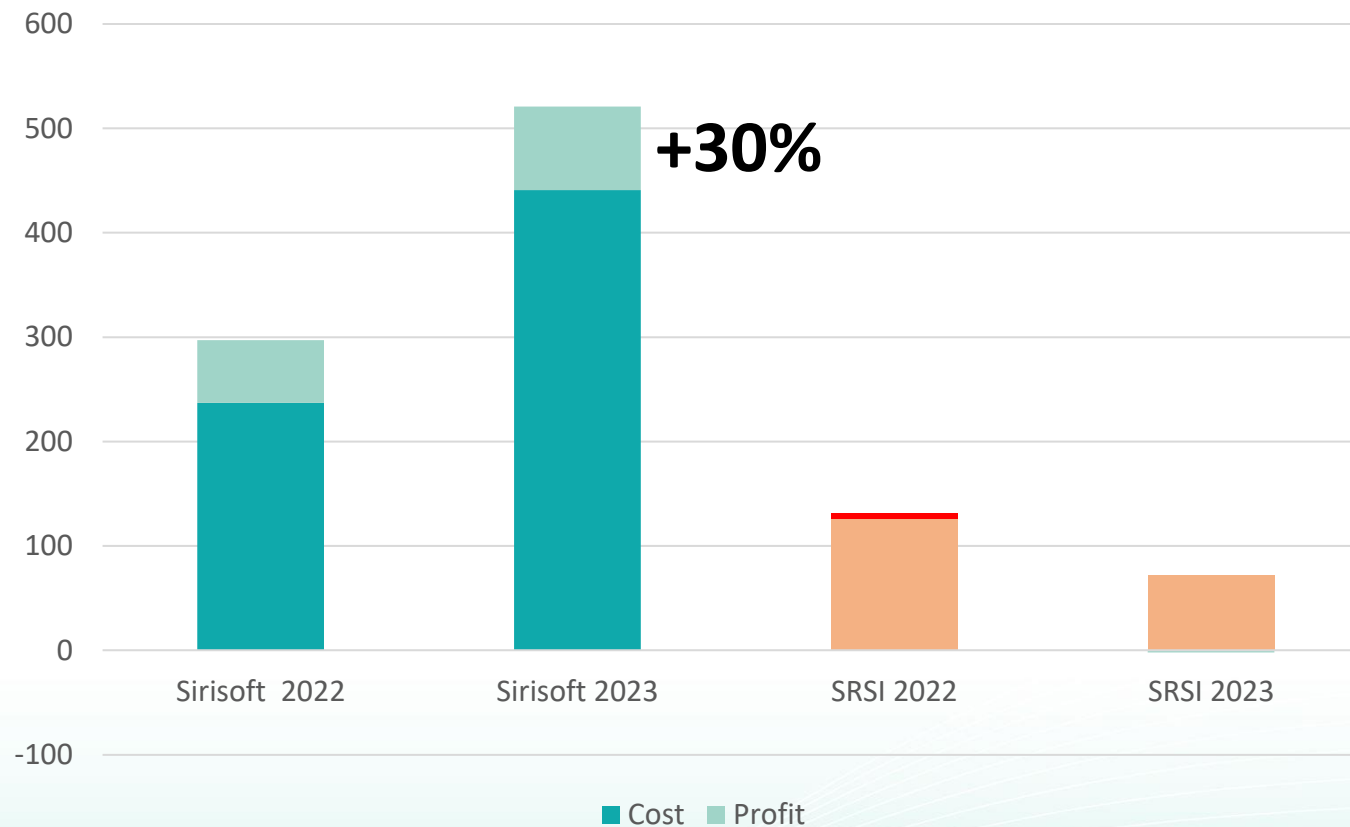


กำไรที่ลดลงจากใน Q4

ค่าใช้จ่ายในการบริหารเพิ่มขึ้น จากไตรมาสที่ 3 หลักๆมาจาก

- ✓ ค่าใช้จ่ายที่เกี่ยวข้องกับพนักงานเพิ่มขึ้นจากไตรมาสก่อนหน้า
- ✓ ค่าเสื่อมราคา-สิทธิการใช้ และค่าประมาณการรีดถอน จาก พื้นที่เช่าสำนักงานชั้น 14 ที่เริ่มรับรู้เต็มไตรมาสในไตรมาส 4 ปี 2566
- ✓ ค่าใช้จ่ายเกี่ยวกับ IPO คิดเป็นสัดส่วน ประมาณ 5% ของค่าใช้จ่ายบริหาร ในไตรมาส 4 ปี 2566

กำไรที่ลดลงจากใน Q4 Sirisoft / SRSI



Sirisoft	Profit	Cost
2022	60	237
2023	80	441

SRSI	Profit	Cost
2022	5.6	125.4
2023	-1.96	71.96



THANK YOU

Contact : ฝ่ายนักลงทุนสัมพันธ์
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Tel : +66 81 742 5945