



SIRISOFT

PUBLIC COMPANY LIMITED

OPPORTUNITY DAY

Q2 2024

September 6, 2024

Sirisoft Public Company Limited
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*GOOD SOFTWARE
GOOD RETURN
GOOD SERVICE*

Strengthening Leadership
for Future Growth:
**Welcoming
Our New
C-Level Executives**

Mr. Pakpoom Kangsanant
Chief Financial Officer



Mr. Montre Limthongbai
Chief Commercial Officer

Agenda

- Company & Business Overview
- Financial Performance Q2'2024
- Outlook 2H2024
- Q&A





Your Strategic IT Business Partner

E2E consulting company

At Sirisoft, we align innovative technology with your strategic goals. With expertise in IT optimization, digital transformation, and cybersecurity, we deliver tailored solutions that drive transformation, enhance efficiency, and support sustainable growth.





Listed Since 10 October 2023

9

Years in service

288

No. of employees

316

No. of certifications

70+

No. of tech stacks



2015

Established Sirisoft began operations and delivered software to leading companies, incl. banking, manufacturing industries, and governments.



2021

Successfully achieved the first milestone of 100 million baht in revenue, totaling 187 million baht.



2022

Achieved a remarkable 137% CAGR in revenue over the past three consecutive years, totaling 410 million baht.



2023

SRS Transformed into a Public Company and listed in the mai stock market.

OUR 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 ให้ได้ทัน ได้ไว



We provide end-to-end technology consulting to **TRANSFORM YOU INTO A FUTURE-READY BUSINESS.**

1 Digital Transformation:

Empowering businesses to embrace cutting-edge technology, streamline processes, and enhance customer experiences by integrating digital solutions that drive innovation and accelerate growth.

2 Infrastructure Optimization:

Maximizing efficiency and performance by streamlining IT infrastructure, enhancing operational capabilities, and reducing costs through strategic technology deployment and management.

3 Cyber Security:

Providing robust, proactive security solutions to safeguard critical assets, protect sensitive data, and mitigate cyber threats in an increasingly connected digital landscape.

4 IT Managed Services

Delivering comprehensive, proactive IT management and support services to ensure seamless operations, minimize downtime, and enhance productivity, let client focus on core business while we take care of technology needs.

Microservices
Architecture



Digital
Transformation



AIOps
Monitoring



Database
Management



Security
as a Service



API-First
Development



Design flexible
Systems and frameworks



**EMPOWER CLIENT'S
BUSINESS
TO 'OPEN-CONNECT'
FASTER WITH FLEXIBILITY
AND SCALABILITY**
with expertise in DevOps and
Microservices

Multi-cloud Infrastructure



Zero Trust Architecture



Application
Modernization



Financial Performance Q2'2024



During the first half of 2024, we encountered several challenges

◀ External challenges ▶

- Economic and monetary condition
- Impact of client's organizational restructuring and postpone investment budget
- Price increases from vendors

◀ Internal challenges ▶

- Resource management
- Project management
- New customer expansion



◀ Our actions ▶

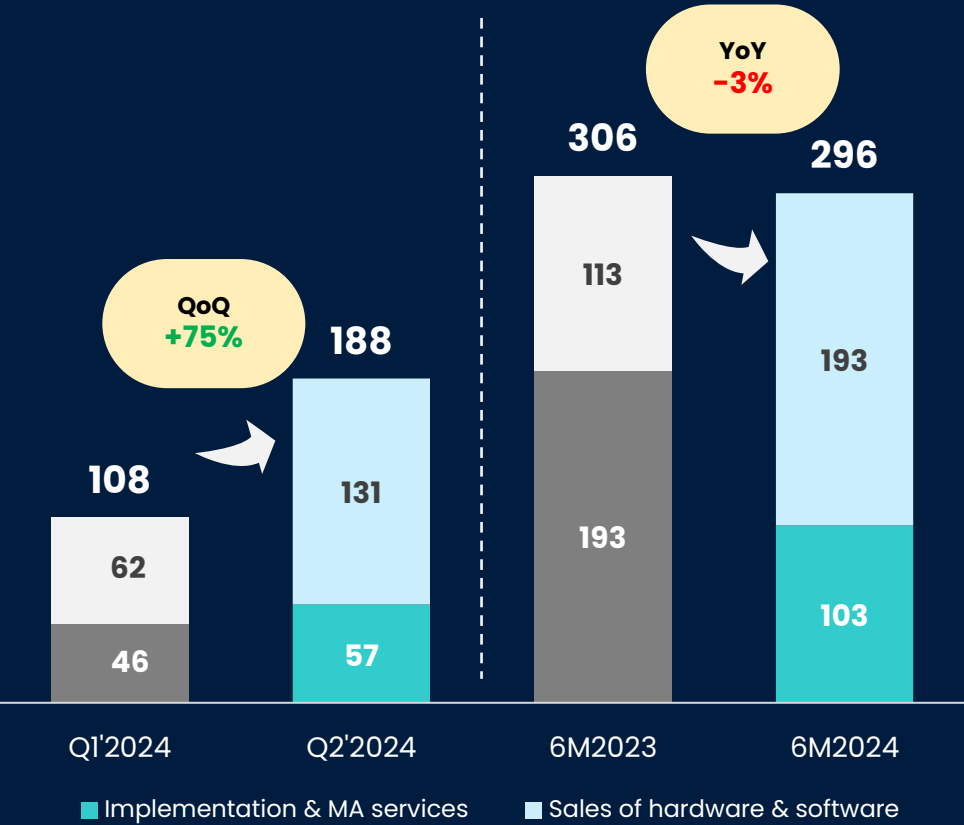
- Quick-win revenue growth
- Operational excellence
- Industry focus
- Strengthening leadership and team restructuring

Revenue

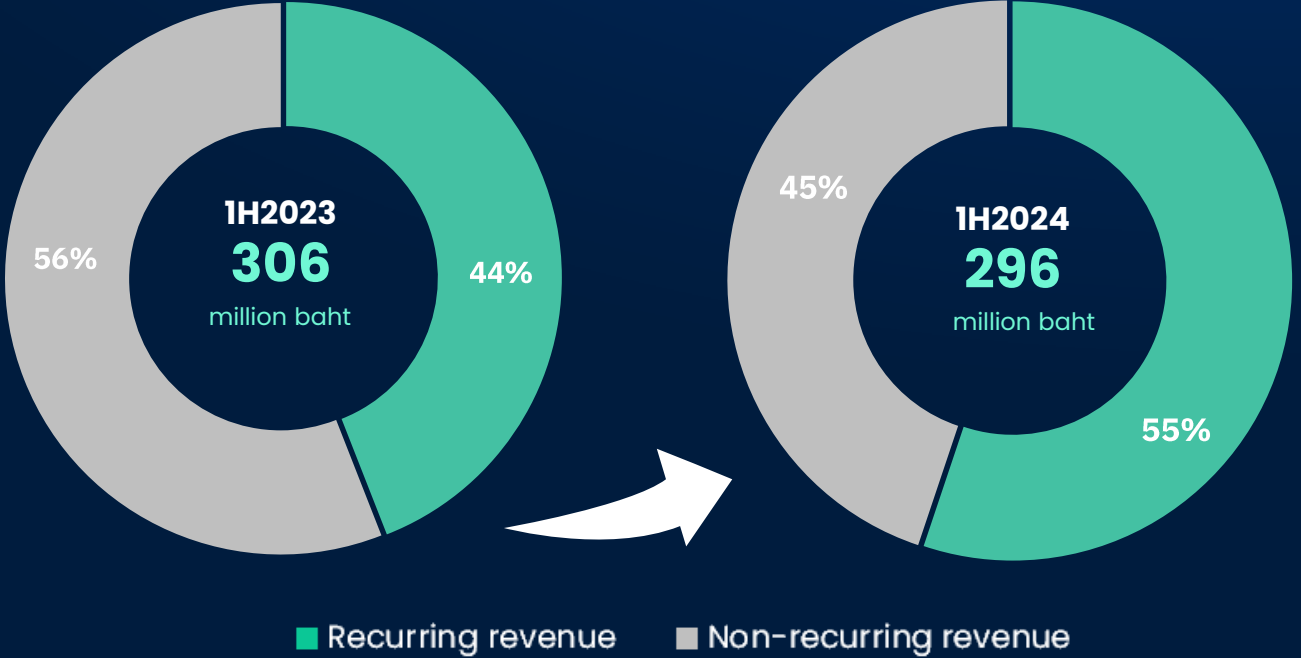
75% QoQ growth and strengthening recurring revenue base

Revenue

Unit: million baht



Growth in recurring revenue



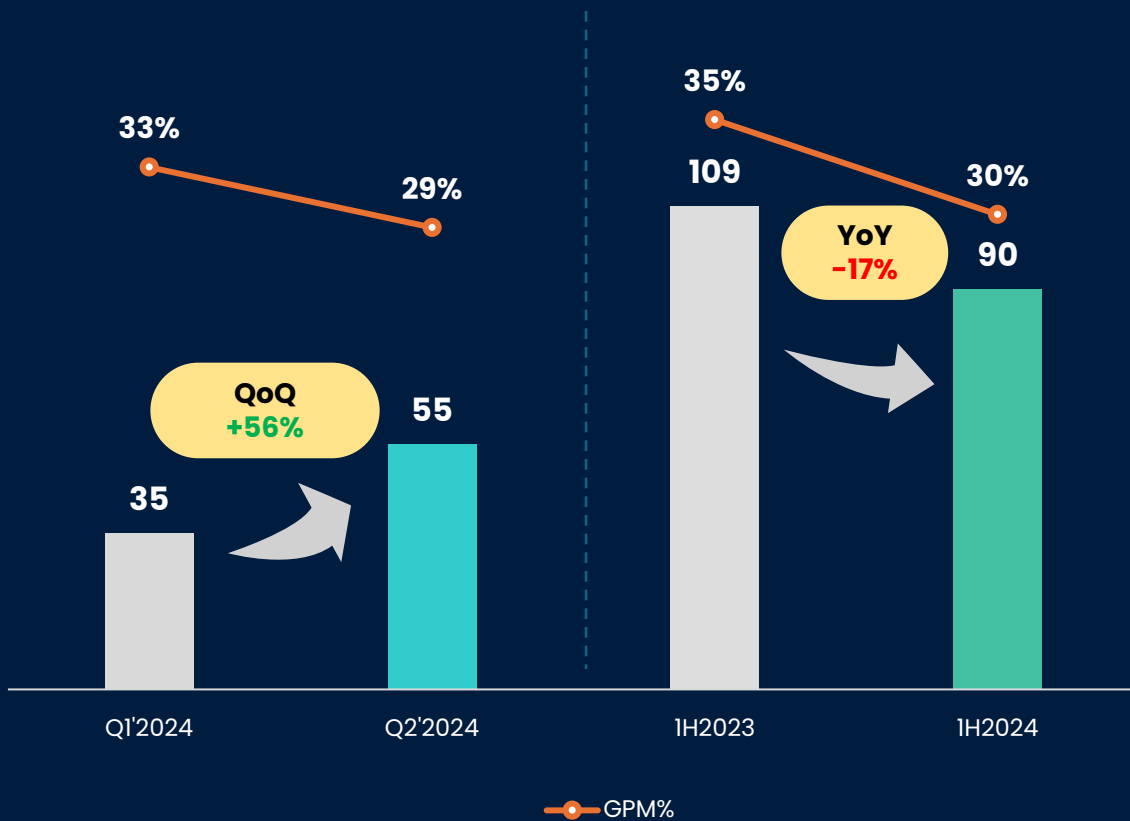
Recurring revenue consists of revenue from Subscription License, MA services and Outsourcing

Gross Profit & Net Profit

Strong QoQ recovery, despite YoY challenges

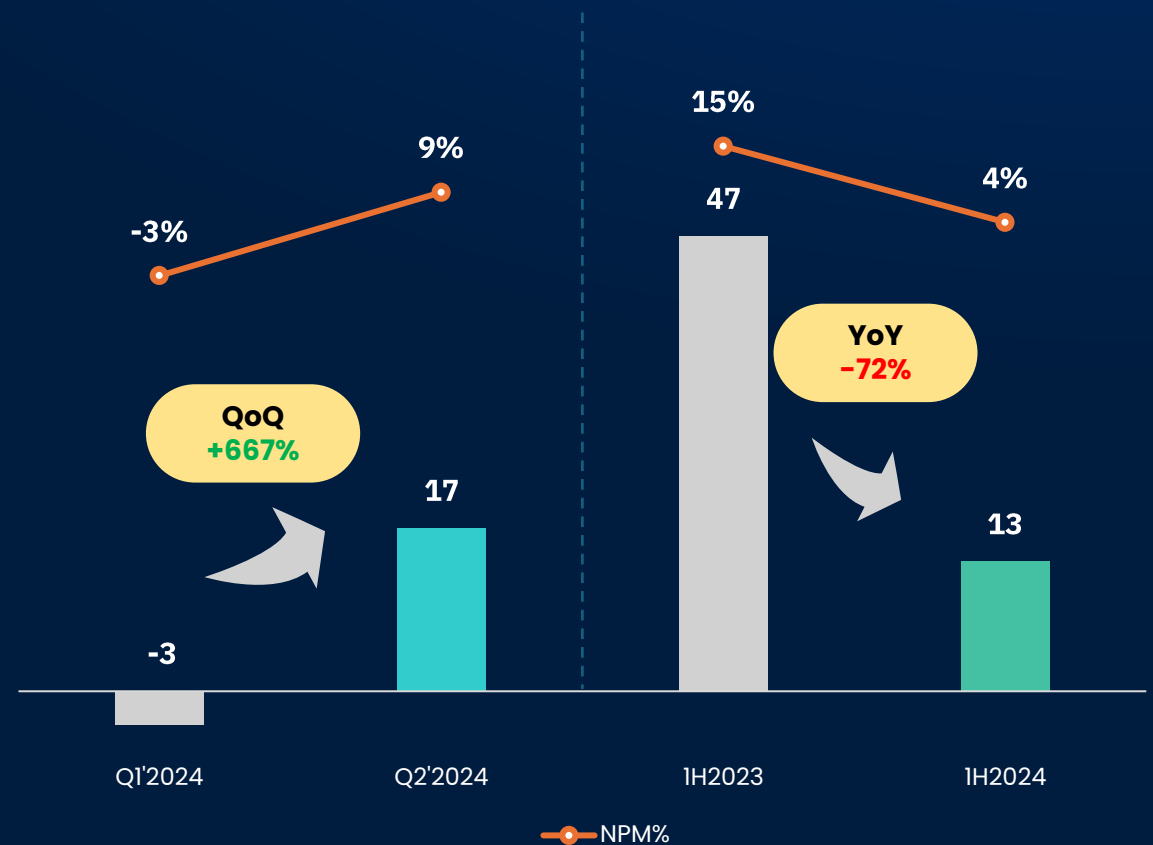
Gross Profit

Unit: million baht



Net Profit

Unit: million baht

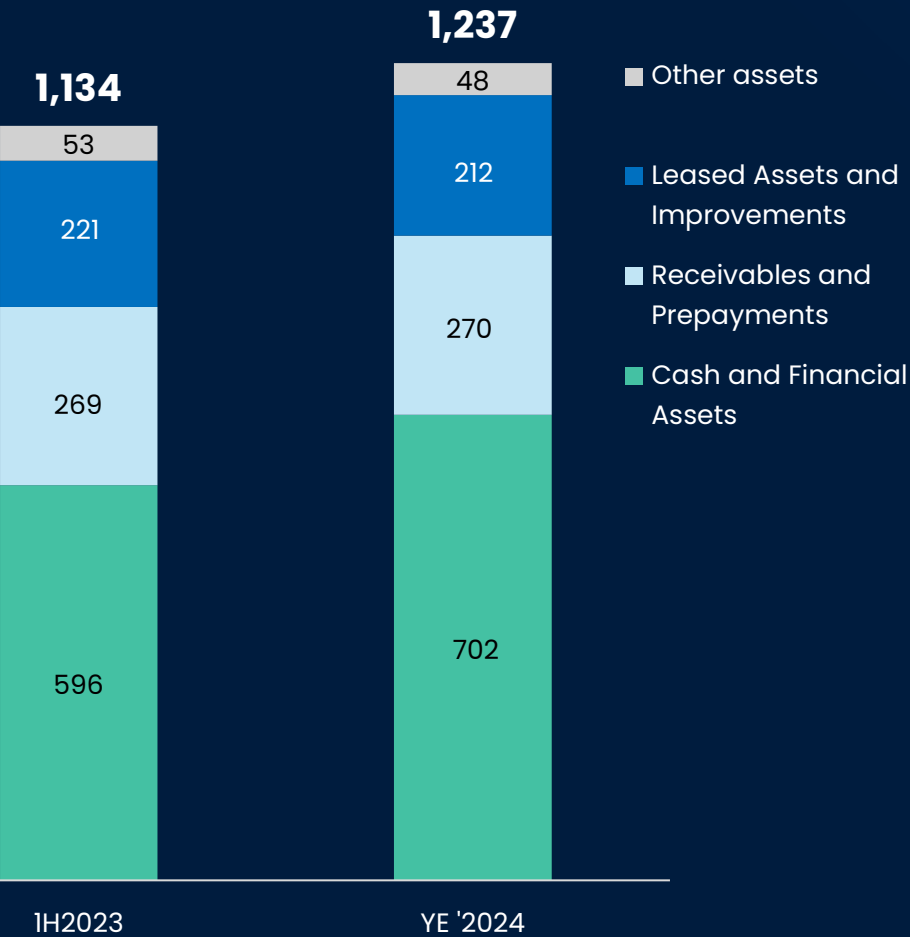


Financial Position

Strong financial position with zero interest-bearing debt from financial institutions

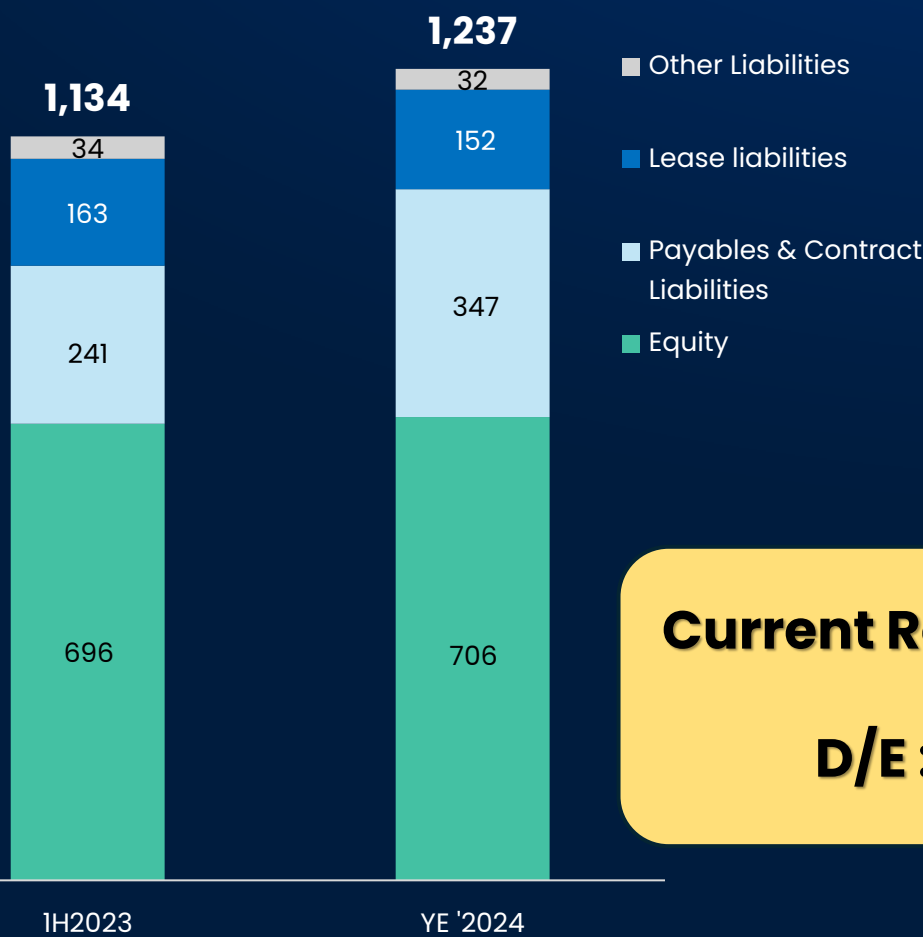
Assets

Unit: million baht



Liabilities & Equity

Unit: million baht

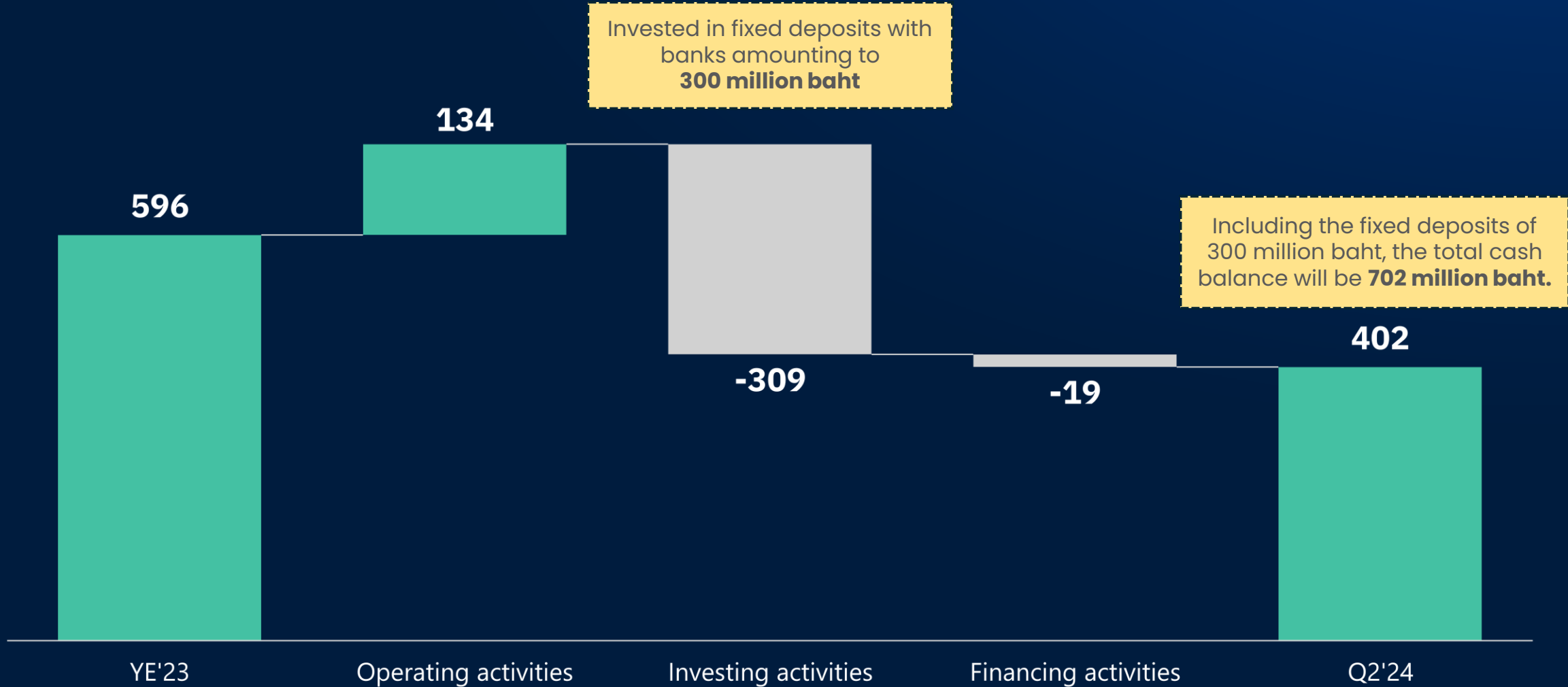


Current Ratio : 2.6X
D/E : 0.75X

Cashflow

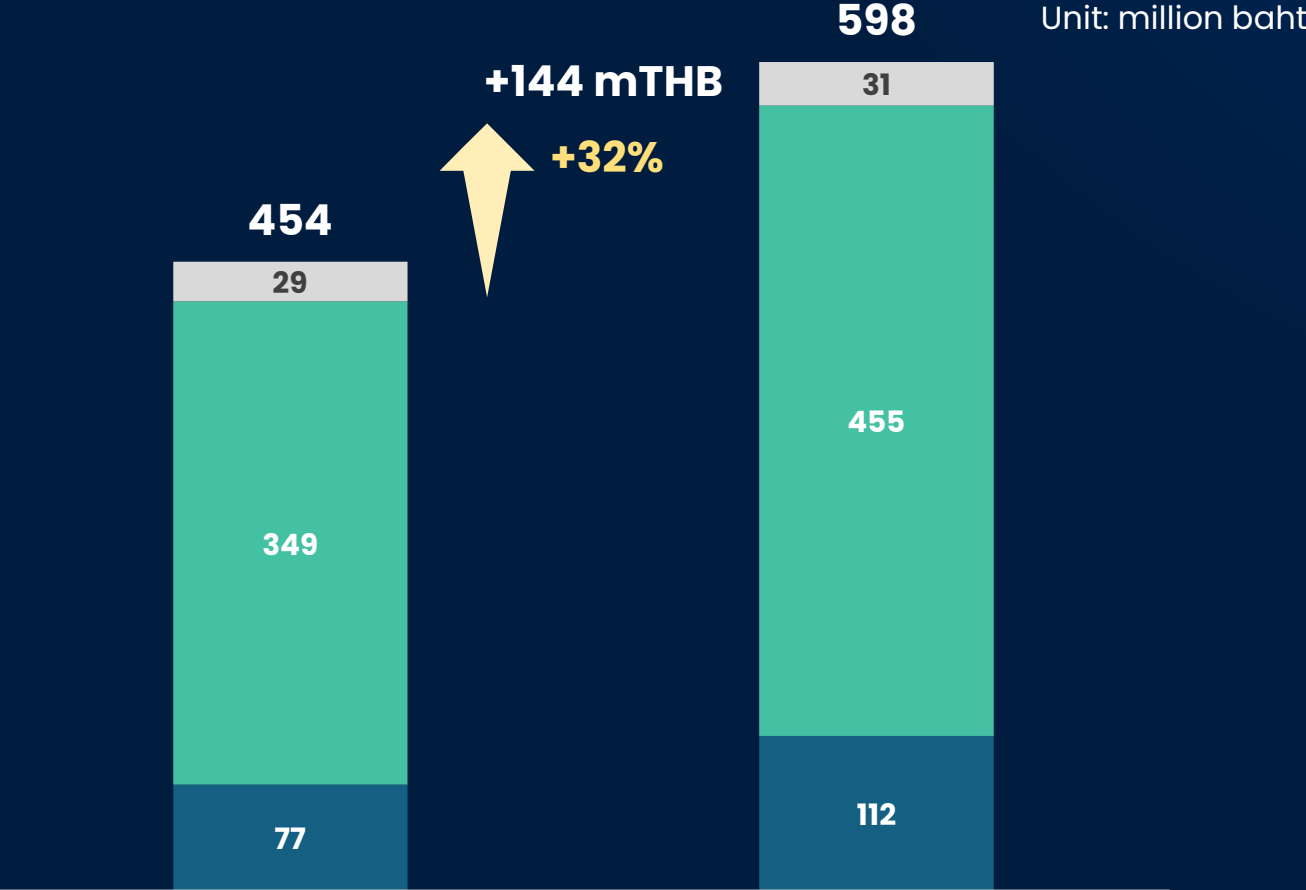
Positive operating cashflow

Unit: million baht



Revenue Backlog

Solid growth from recurring revenue

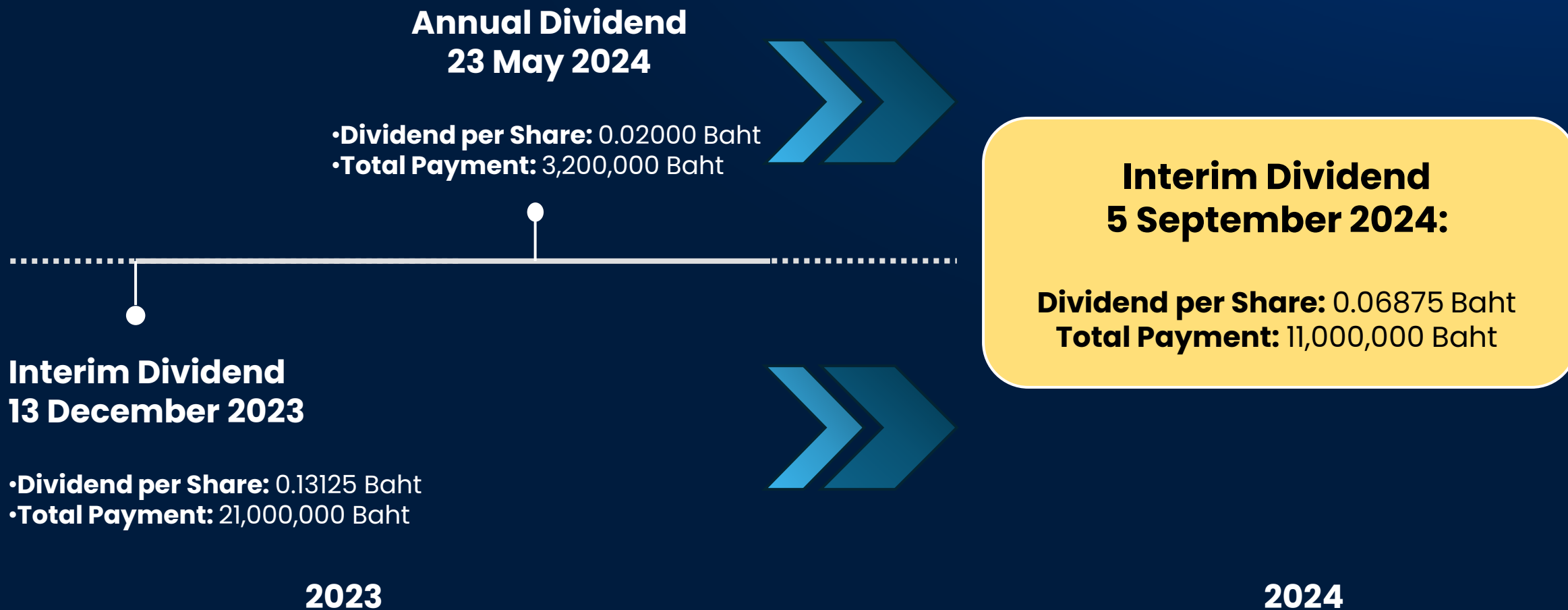


Double digit backlog growth highlights our competitiveness and sustained market expansion.

- Implement and develop software services
- Sales of hardware and software licenses
- Maintenance and support services

Dividend

Consecutive dividend distributions



2024 Outlook



2024 Revenue Target



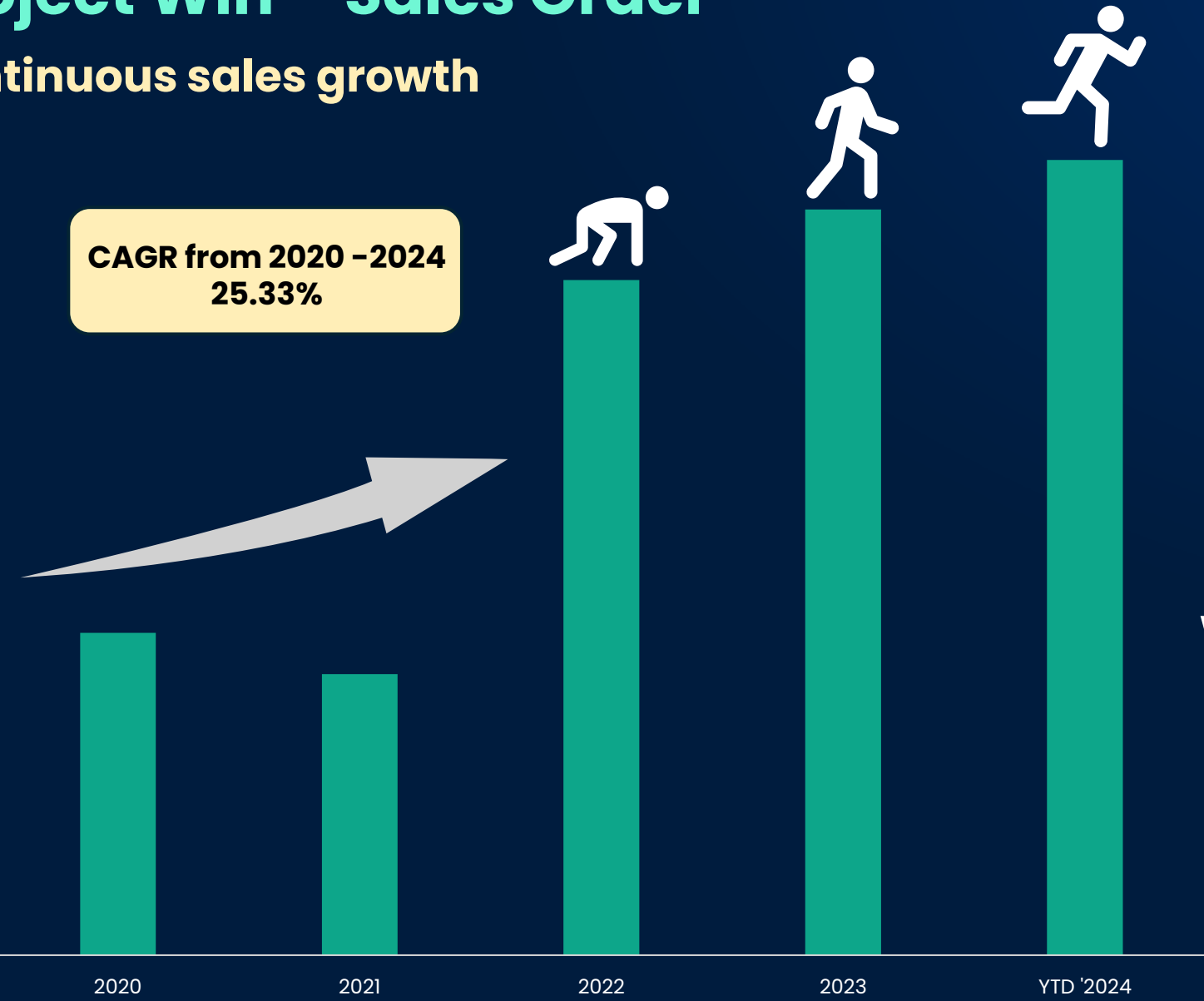
***Driving Sustainable Growth through Digital Transformation,
Infrastructure Optimization, and Cyber Security***

We are committed to growing sustainably by expanding our market share across key sectors—Banking, Financial, Oil & Gas, Public, and Retail—through cutting-edge solutions in digital transformation, cloud services, automation, and cyber security.


Project Win – Sales Order

Continuous sales growth

**CAGR from 2020 -2024
25.33%**



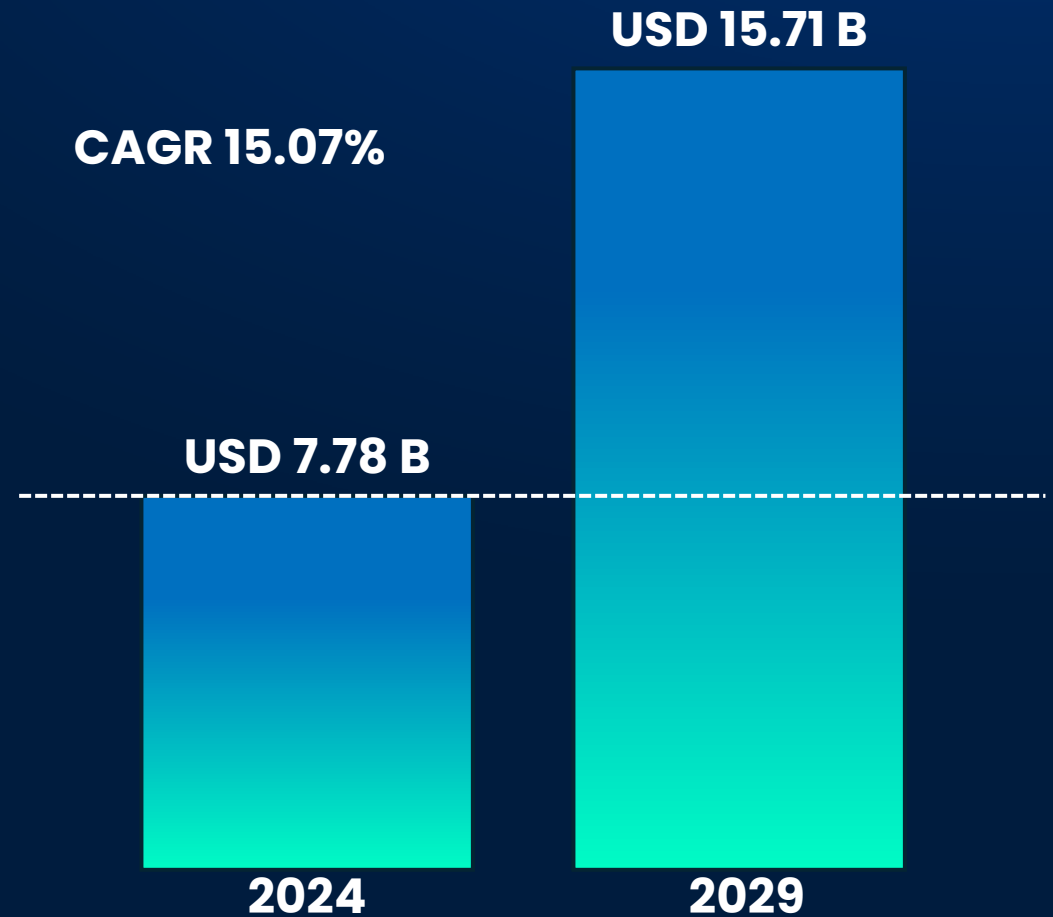
**Remarkable growth
with 25.33% CAGR**



**FOCUS
&
KEEP WALKING**

Thailand IT and Security Market

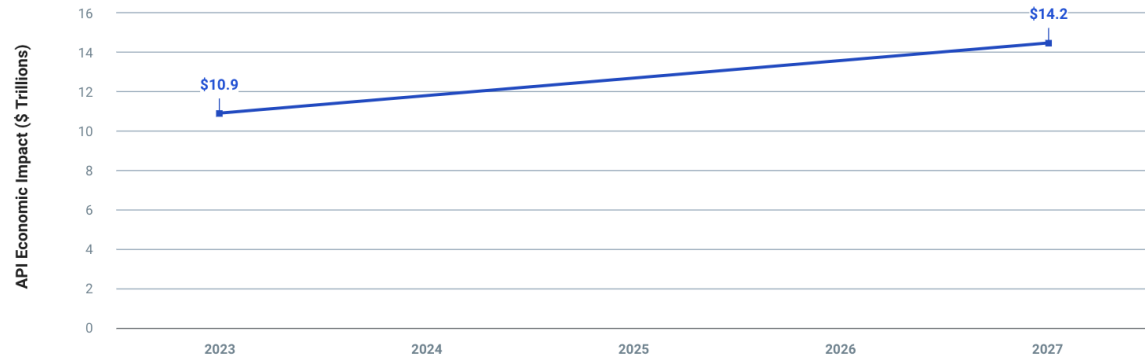
market size in USD billion



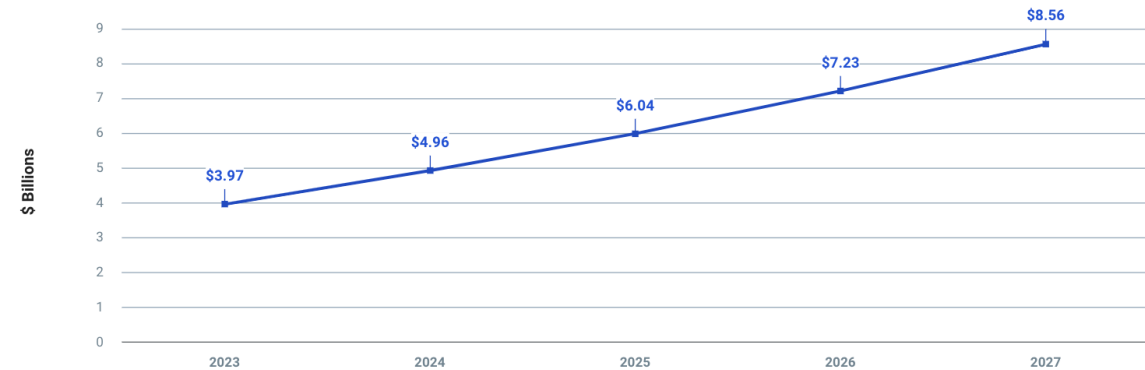
Growth in Global Economic Impact of APIs

- Global economic impact of APIs is expected to increase from \$10.9 trillion in 2023 to \$14.2 trillion in 2027

- \$3.3 trillion worldwide growth in market size
Projected increase in market size is greater than current GDP of UK and France



Global Economic Value of API Monetization



Growth with API-first solution

- By 2027, APIs are projected to contribute a staggering **\$14.2 trillion to the global economy.**

That's more than the GDP of the UK, Japan, France, and Australia — combined

- APIs will help drive economic growth through innovations** like generative AI and API monetization.
- AI models rely on APIs** for data exchange and integration, and as the adoption of AI grows, we'll see an even greater surge in API usage. And the economic implications are massive.

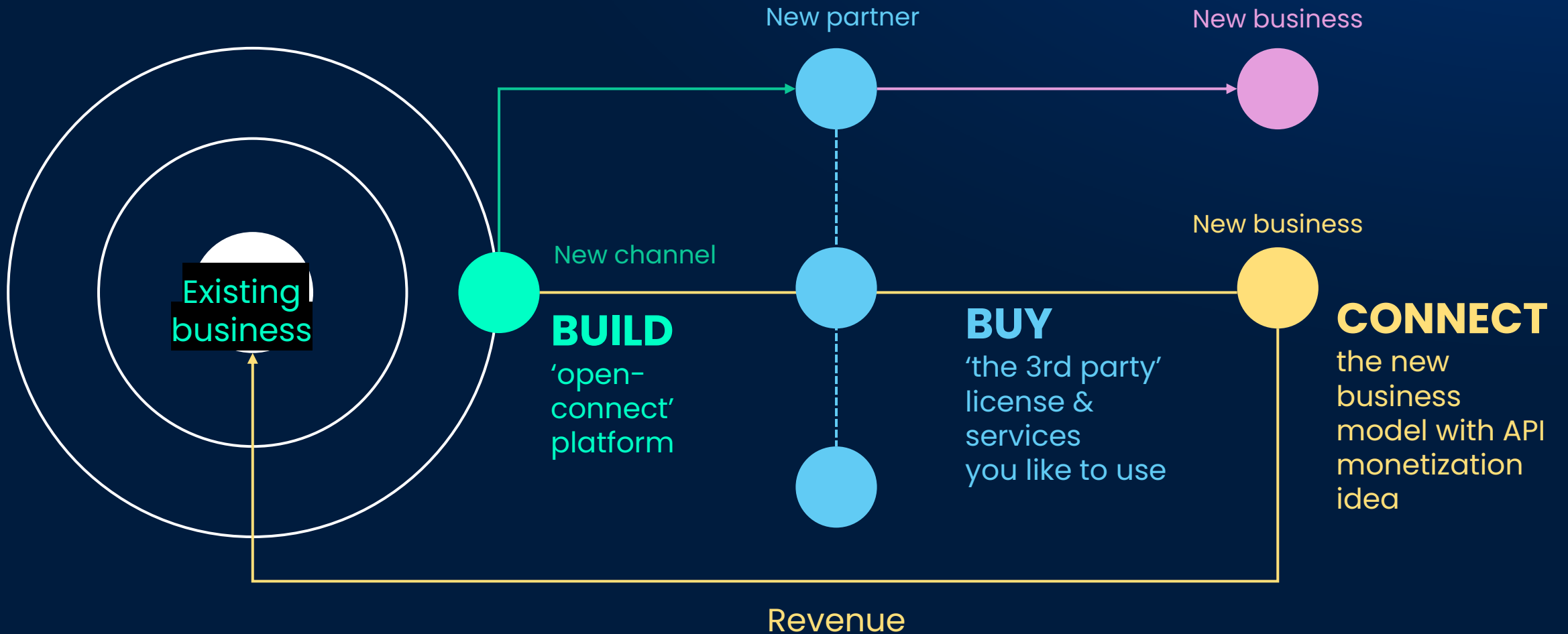
Bank of Thailand announced "Open Banking Data for Consumer Empowerment"

1. Recognition of the benefits of **Open Banking data**, particularly in facilitating loan application, evaluation and monitoring, as well as financial account aggregation and related services.
2. Emphasis on the need for clear operational procedures, including criteria for enforcement and oversight of data providers and consumers and the **development of open standards for data sharing.**
3. Consideration of various dimensions, such as costs and benefits for participating institutions, data security, governance and adoption promotion efforts.

Source : Bank of Thailand, Feb 2024

BUILD-BUY-CONNECT

our approach to make you the new S-Curve



Awards

Leading in IT Modernization

We are honored to receive awards from RedHat and Veeam, recognizing our efforts in application modernization. Additionally, we hosted an event with Huawei and ElasticSearch to introduce centralized logging and AIOps solutions.



2024-2025 COMPANY STRATEGY

Smart growth to become leading **IT Business Partner** 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

Q & A

