



OPPORTUNITY DAY Q3'2024

Sirisoft Public Company Limited

3 Dec 2024

*“Open connect your business growth
With power of flexibility and scalability”*

Sirisoft Public Company Limited
89 AIA Capital Center 15th fl.
Ratchadapisek rd, Dindeang, Dindeang,
Bangkok

Today's Agenda

1 Business Overview

2 Financial Highlight

3 2025 Outlook

4 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

258

No. of employees

326

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.

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:

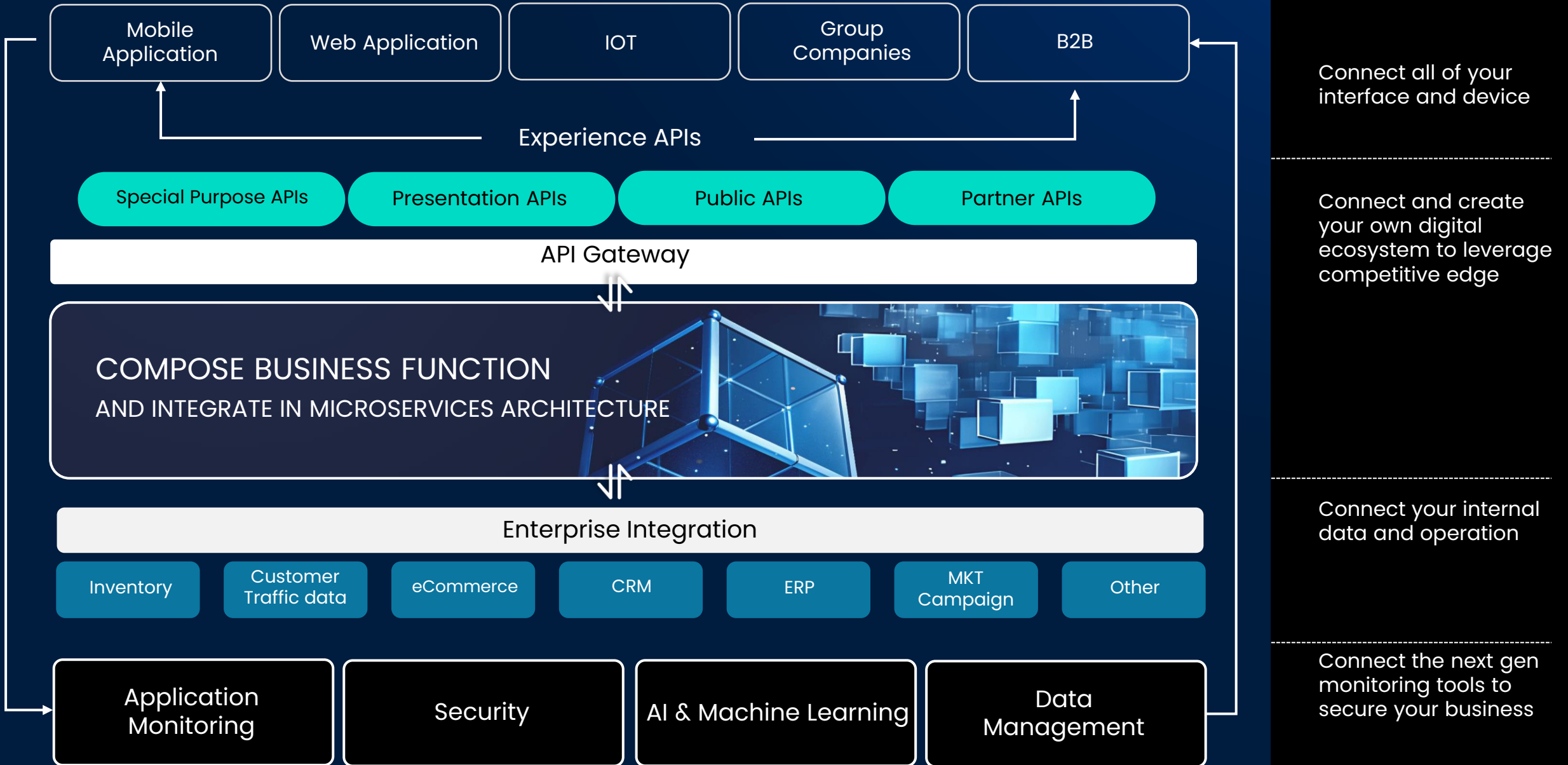
Providing robust, proactive security solutions to safeguard critical assets, protect sensitive data, and mitigate cyber threats in an increasingly connected digital landscape.

4 IT Professional 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.

BEST PRACTICE OF MICROSERVICES ARCHITECTURE

UNLOCKING YOU THE POWER OF INTEGRATION AND SCALABILITY



OUR COMMITMENT

GOOD SOFTWARE

GOOD RETURN

GOOD SERVICES

ส่งมอบซอฟต์แวร์คุณภาพ
ที่สร้างผลลัพธ์ดี ๆ แก่ทุกภาคส่วน
ให้บริการอย่างมืออาชีพ
ด้วยความรับผิดชอบ ซื่อสัตย์ในข้อตกลง
มุ่งมั่นในความสำเร็จและเติบโตไปด้วยกัน



9M 2024 Highlights

ALL-TIME-HIGH

SALES ORDER & BACKLOG

927 MB | 883 MB



Q3'2024

Financial Highlight

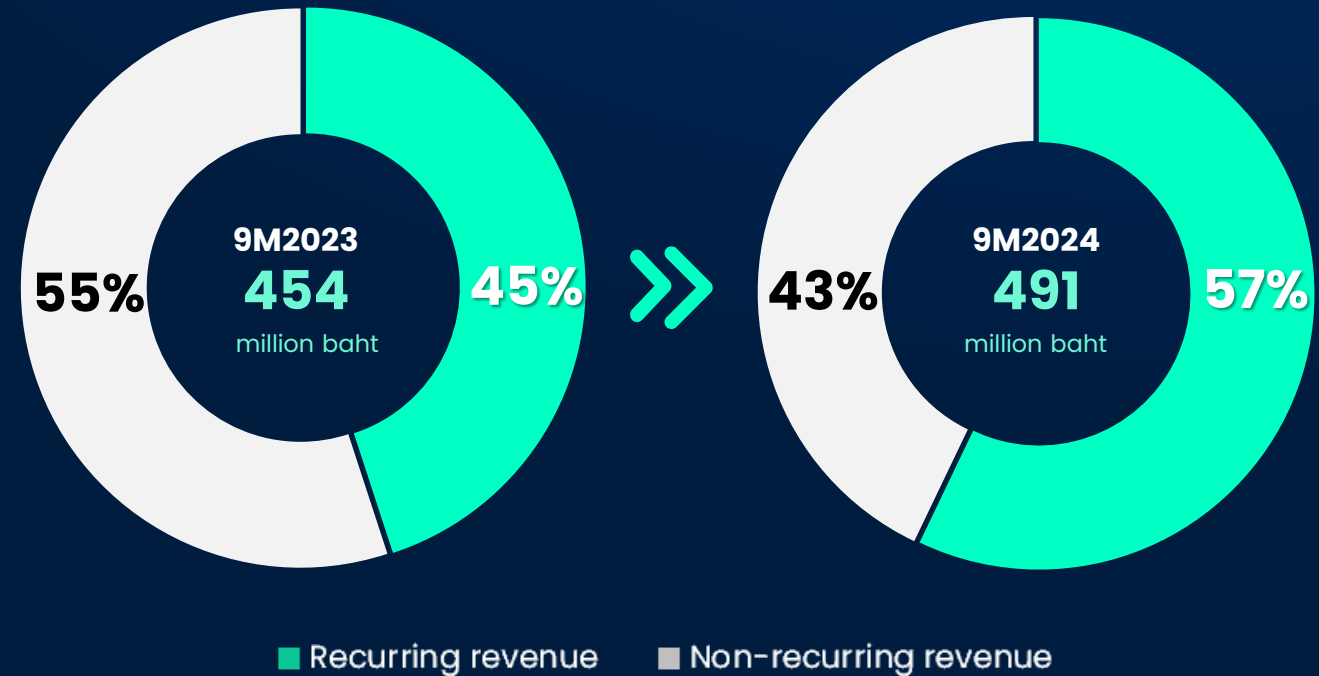
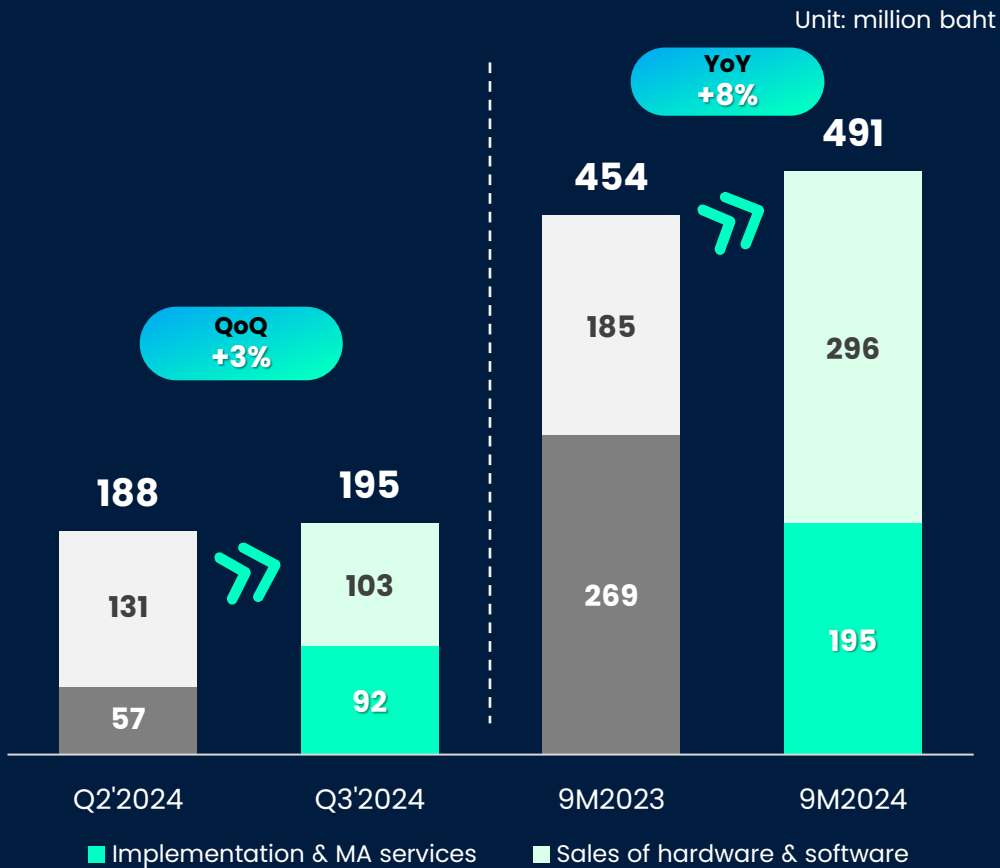


Revenue

Continuously growing revenue and strengthening recurring revenue base

Revenue

Recurring revenue

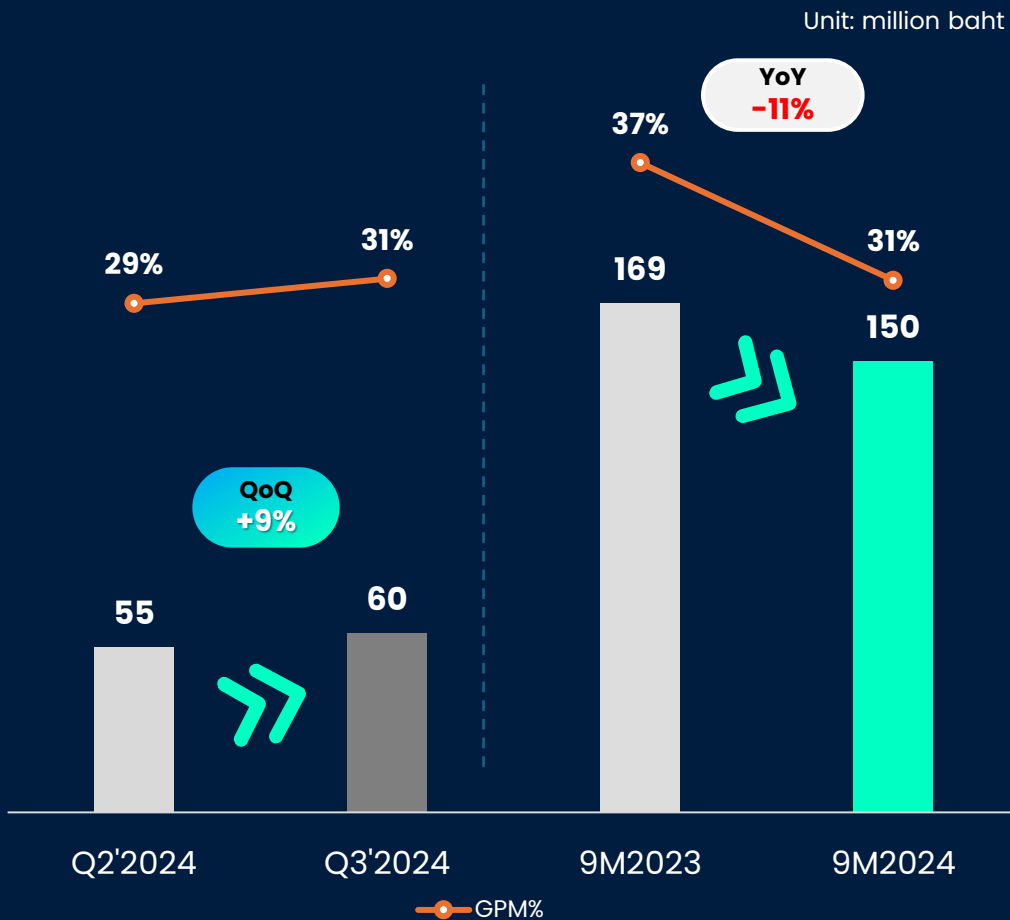


Recurring revenue consists of revenue from Subscription License, MA services and Outsourcing

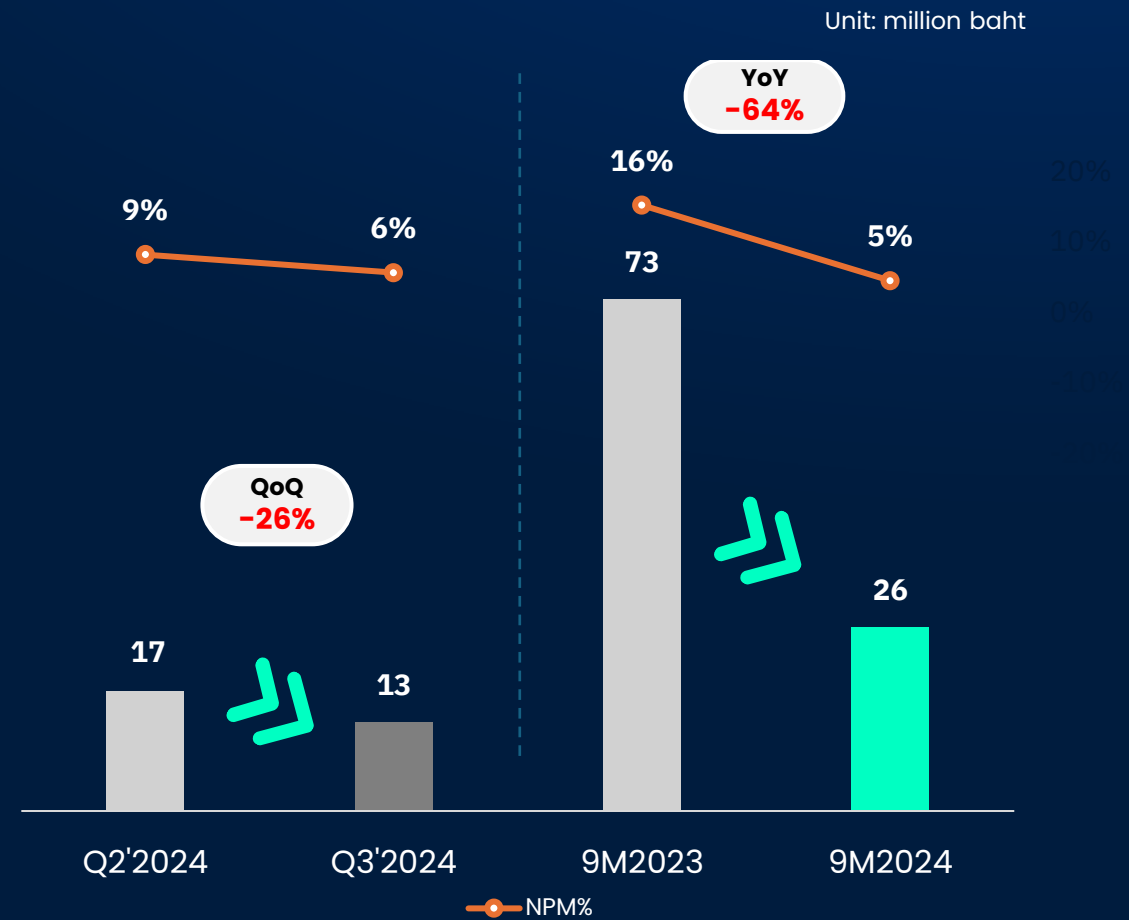
Gross Profit & Net Profit

Gross profit QoQ recovery, but still challenging on net profit

Gross Profit



Net Profit



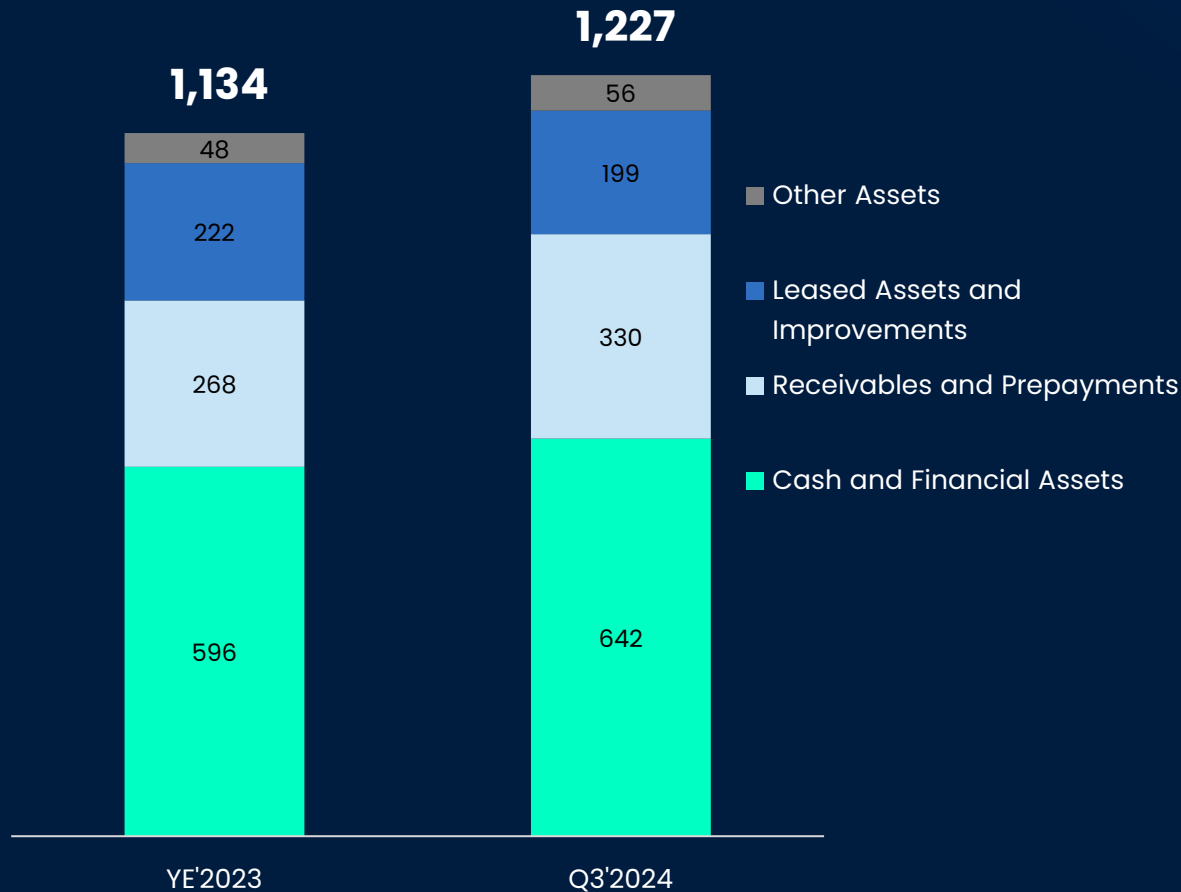
Financial Position



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

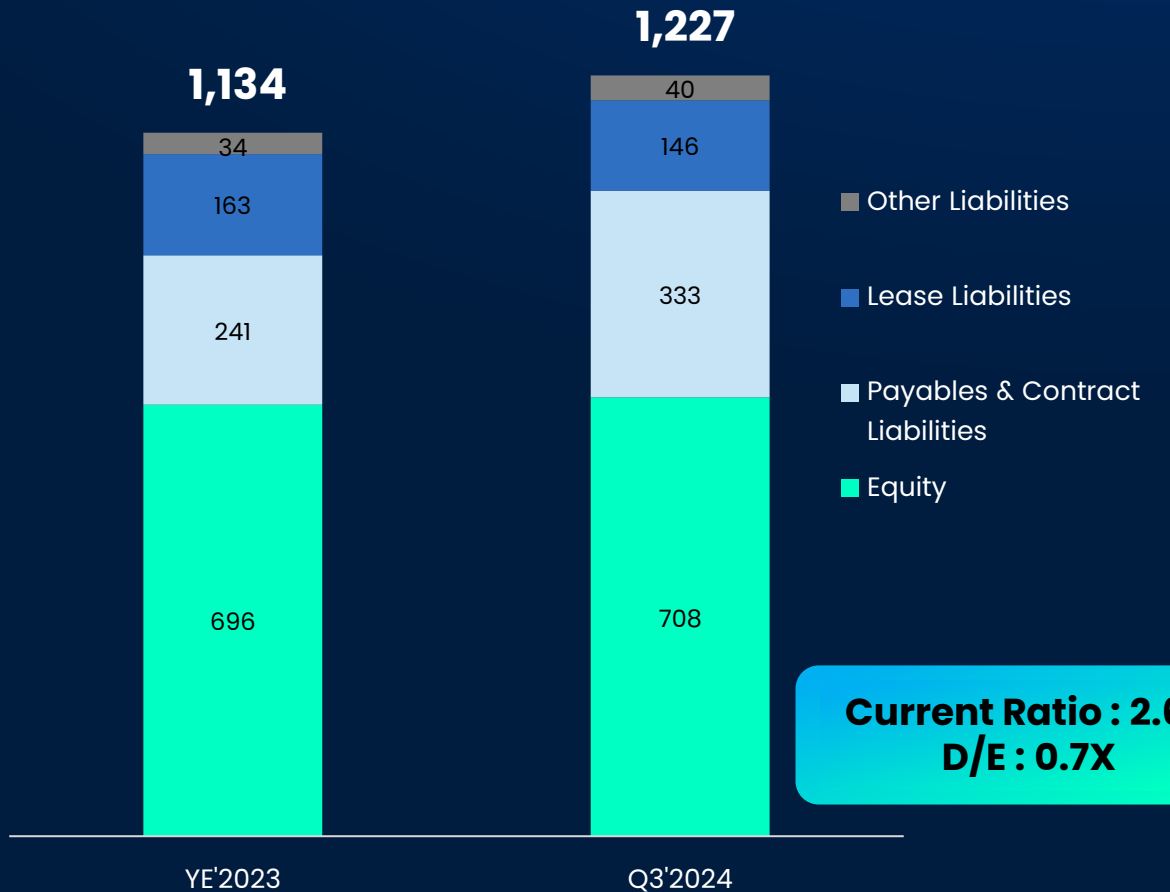
Assets

Unit: million baht



Liabilities & Equity

Unit: million baht



Current Ratio : 2.6X
D/E : 0.7X

Cashflow

Positive operating cashflow

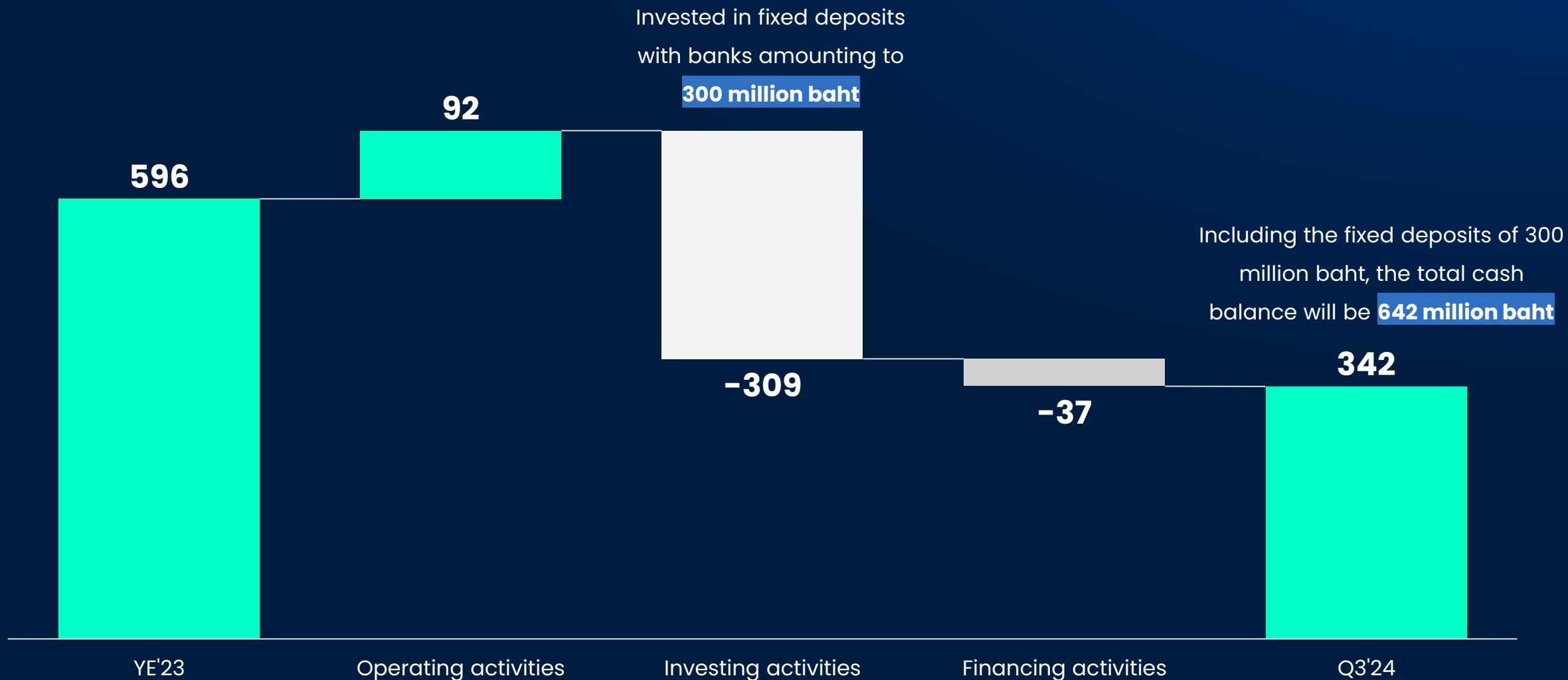


Unit: million baht

Invested in fixed deposits
with banks amounting to

300 million baht

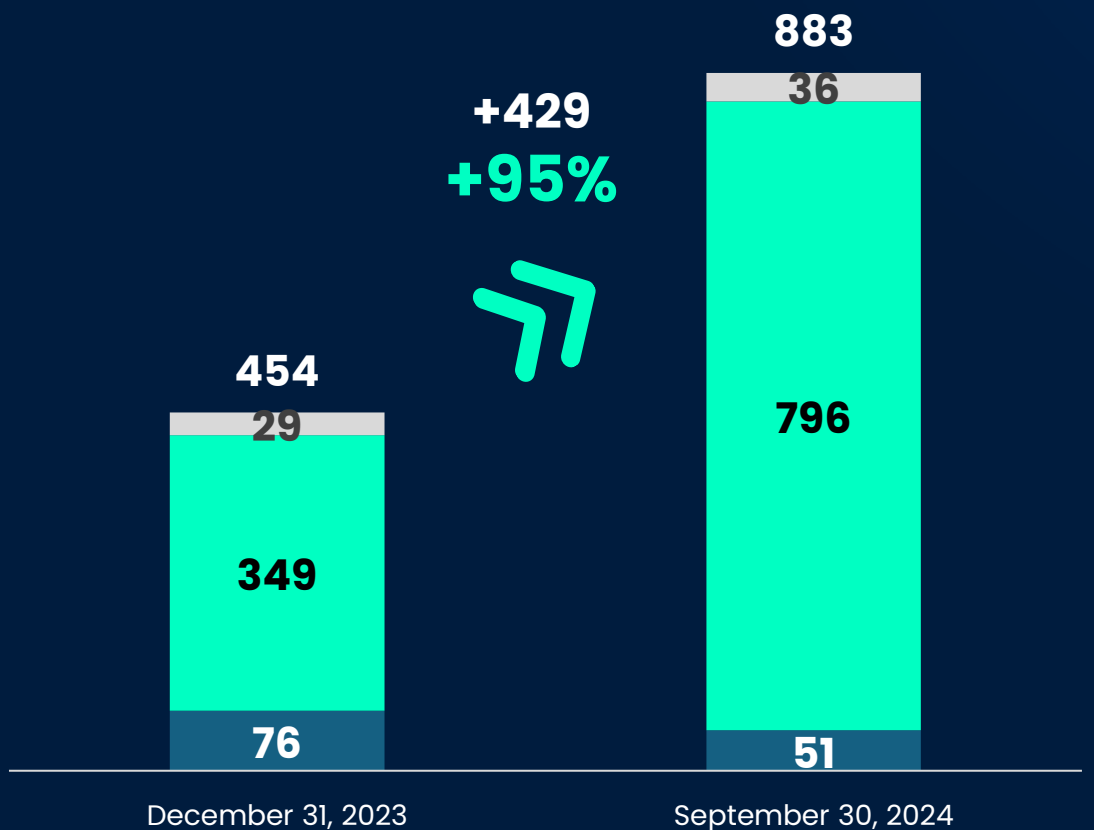
Including the fixed deposits of 300
million baht, the total cash
balance will be **642 million baht**



Revenue Backlog

Solid growth from recurring revenue

Unit: million baht



ALL-TIME-HIGH

with Double digit backlog growth highlight our competitiveness and sustained market expansion.

- Maintenance and support services Within 3 years
- Sales of hardware and software licenses Within 3 years
- Implement and develop software services Within 1 year

Dividend

Consecutive dividend distributions

Annual Dividend 23 May 2024

- Dividend per Share: 0.02000 Baht
- Total Payment: 3,200,000 Baht



Interim Dividend

1st : 5 September 2024

Dividend per Share: 0.06875 Baht
Total Payment: 11,000,000 Baht

Interim Dividend 13 December 2023

- Dividend per Share: 0.13125 Baht
- Total Payment: 21,000,000 Baht



2nd: 6 December 2024

Dividend per Share: 0.075 Baht
Total Payment: 12,000,000 Baht



2025 Outlook



2024 Revenue Target

9M 2024

FY2024

491 >> 750

Million Baht

Million Baht

***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.

KEEP FOCUS & KEEP WALKING

Enhance service values by offering advance technology solution & managed services

BFSI & Retail

Continue licenses and acquire project from existing clients

BFSI

Expand revenues from new clients

Retail and healthcare



RISE OF FOUNDATION TECHNOLOGY

More Than 30% of the Increase in Demand for APIs will Come From AI and Tools Using Large Language Models by 2026

Source : Gartner, 2024

FASTER & EASIER

Overall contribution of APIs to the economy and their role in boosting economic growth. They predicted that by 2027, APIs will have a worldwide economic impact of \$14.2 trillion.

Source : Gartner, 2024

MAXIMIZE CLOUD

Cloud/SaaS is highlighted as a critical area of development within the software industry due to its increasing use in providing scalable, real-time services tailored to business needs.

Source : Depa, 2024

IT Optimization for modern world

AI & Data

Automation process

Hybrid Cloud

Observability

Security

2024–2025 COMPANY STRATEGY



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



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



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



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



Sirisoft's website



Company Snapshot



**Q3/2024
MD&A**

