



# OPPORTUNITY DAY Q3'2025

Sirisoft Public Company Limited

4 Dec 2025

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

**Sirisoft Public Company Limited**  
89 AIA Capital Center 15<sup>th</sup> fl.  
Ratchadapisek rd, Dindeang, Dindeang,  
Bangkok

# Today's Agenda

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**1** Business Overview

**2** Q3 2025 Highlights

**3** 2026 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.





Established in 2015, we specialize in DevOps & Microservices services and have been listed on the MAI since 2023

**10**

Years in service

**283**

No. of employees

**450**

No. of certifications

**70+**

No. of tech stacks



Sirisoft Public Company Limited, 14th-15th fl, AIA Capital Center, Ratchadapisek, BKK

# < OUR CAPABILITIES AND SERVICES />

1

## Digital Transformation Consulting Services

### WE THINK FROM THE WAY YOU WORK

- Reduce manual works.
- Centralize Data and command.
- Customize and integrate application
- ESG-Driven operation
- End-to-End IT Consulting and implementing services

2

## IT Optimization and Automation Services

### WE HELP YOU MAXIMIZE EFFICIENCY

- Increase efficiency while reduce operational tasks
- Maximize current IT environment and budget with automation

3

## Cybersecurity Services

### WE COMPLY THE SECURITY NEED

- Reduce risk from cyber attacks and data breaches
- Protect End-to-End IT system, from user to server

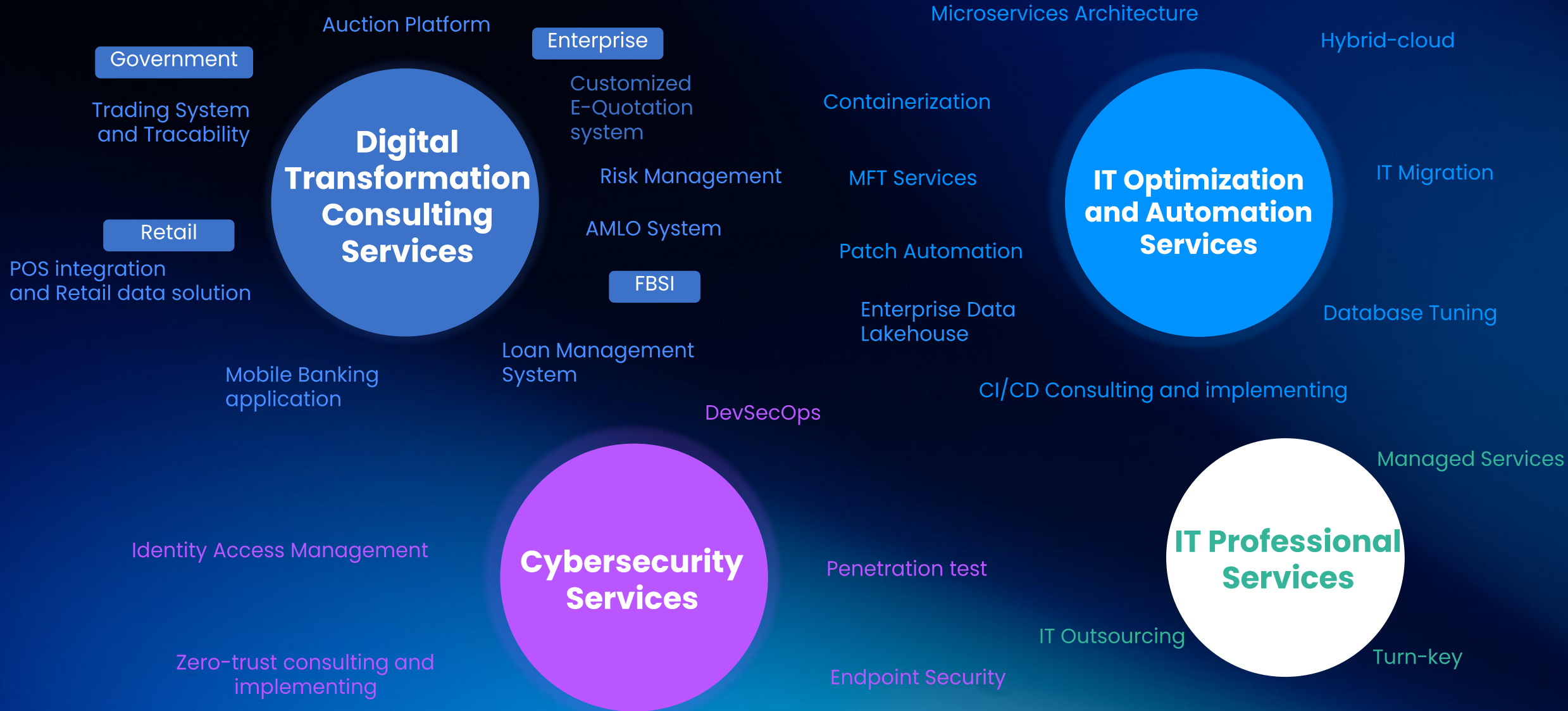
4

## IT Professional Services

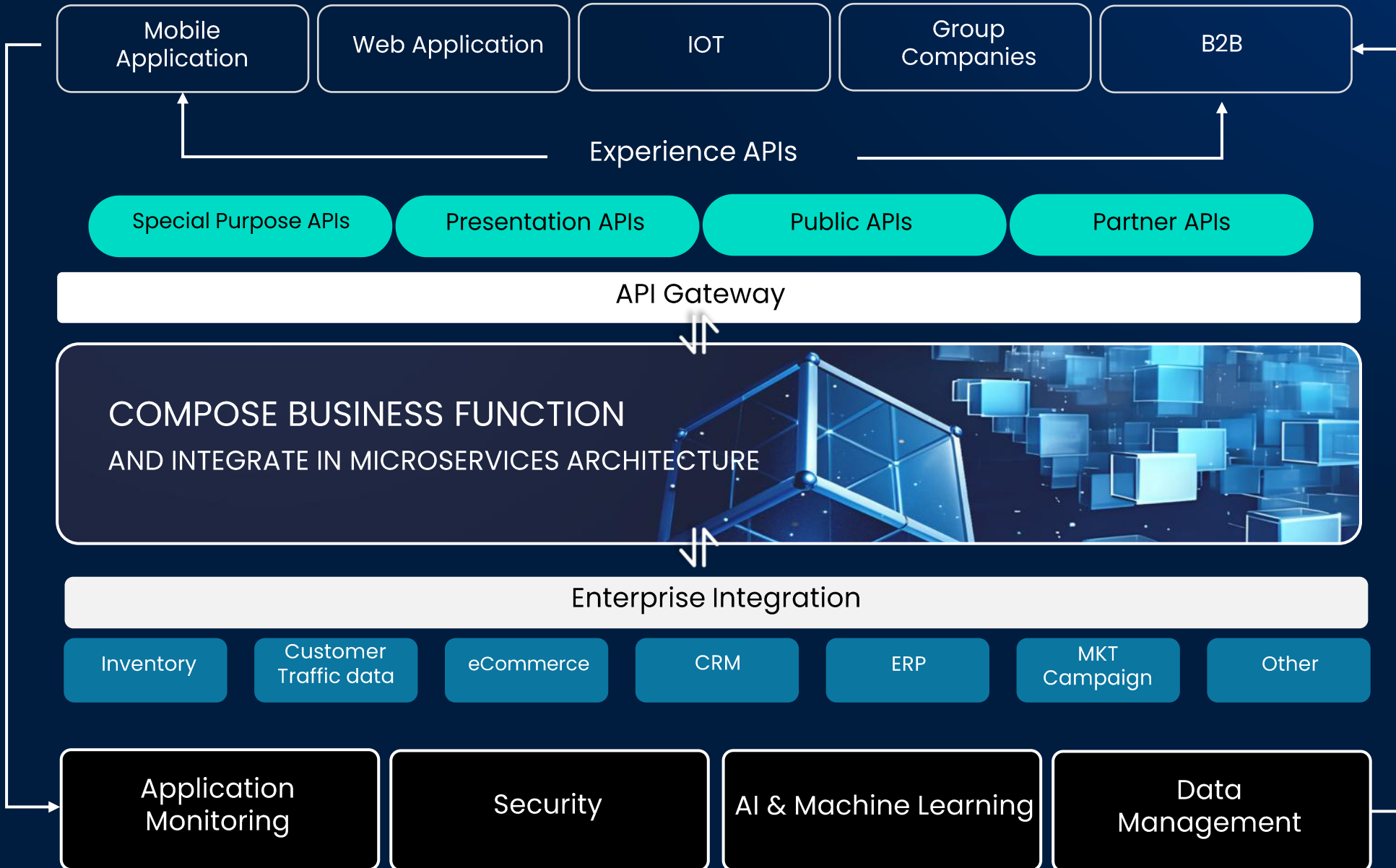
### WE ASSIST YOU TO SUCCEED THE TRANSFORMATION

- Reduce people cost and increase efficiency through IT Professional Services
- Turn-key project and outsourcing services

# < OUR SUCCESS / >



# BEST PRACTICE OF MICROSERVICES ARCHITECTURE UNLOCKING YOU THE POWER OF INTEGRATION AND SCALABILITY



Connect all of your interface and device

Connect and create your own digital ecosystem to leverage competitive edge

Connect your internal data and operation

Connect the next gen monitoring tools to secure your business

# Our Key Strength



## Transformation

Tailor-made solution,  
right with business challenge



## Optimization

Enhance operation and  
increase efficiency to your  
infrastructure



## Automation

Reduce operational challenge  
by reducing time and process  
through automation solutions

End-to-End IT Consulting & Service Provider

OUR COMMITMENT

GOOD SOFTWARE

GOOD RETURN

GOOD SERVICES

ส่งมอบซอฟต์แวร์คุณภาพ  
ที่สร้างผลลัพธ์ดี ๆ แก่ทุกภาคส่วน  
ให้บริการอย่างมืออาชีพ  
ด้วยความรับผิดชอบ ซื่อสัตย์ในข้อตกลง  
มุ่งมั่นในความสำเร็จและเติบโตไปด้วยกัน

# Q3 2025 Highlights



# \* Current Situation

## CHALLENGING CONDITIONS

### ONE-OFF PROVISION

A one-time provision was recognized for a major project delivered in Q1 and successfully closed in Q2.

### ACCELERATE BUSINESS DIVERSIFICATION

- **public-sector** expansion is gaining strong traction, supported by quick wins and a robust large-project pipeline that strengthens our 2026 outlook.
- **private-sector** growth is progressing well, with early momentum in key industries such as healthcare and retail.

### RECURRING REVENUE ACCELERATION

Through our Government Data Center and Cloud Service ("GDCC") Cloud partnership, we are unlocking new recurring revenue streams and enhancing long-term resilience, with impacts expected from Q4 2025 onward

## FINANCIAL PERFORMANCE

### TOTAL REVENUE GROWTH: 3%

Supported by consistent demand for software licenses and maintenance services, which remain core revenue drivers. This growth helped offset the decline in development project revenue, reflecting a strategic shift toward more stable and recurring income streams.

### RECURRING REVENUE GROWTH: 24%

Achieved through strong contract renewals and new customer acquisitions, particularly in software licensing and maintenance. This increase pushed recurring revenue to a higher proportion of total revenue, reinforcing a predictable and sustainable business model that enhances long-term visibility.

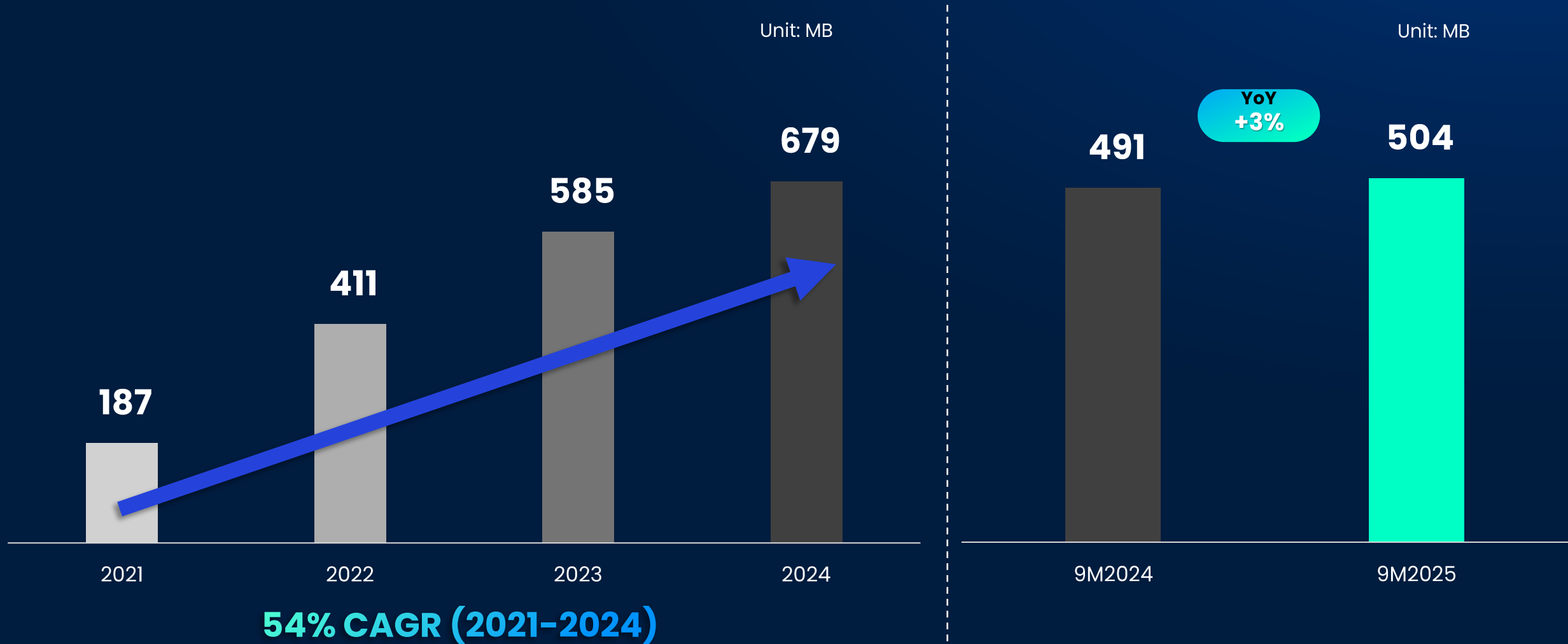
### NORMALIZED GP MARGIN: 25%\*

Due to short-term cost pressure, but margin will recover driven by high-value services, recurring revenue, and improved cost efficiency.

\* Excludes one-off adjustment related to a single project, resolved in Q2'25

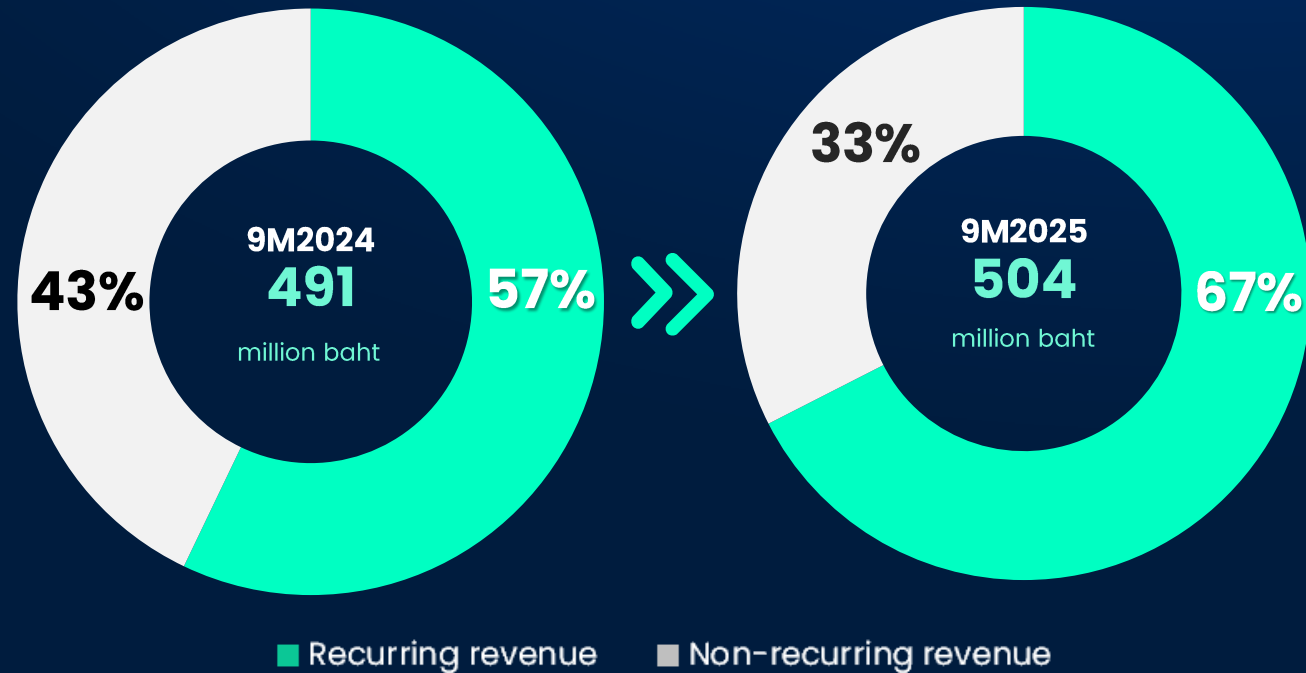
# Consistent Revenue Expansion

Strong momentum continues...



# Recurring Revenue

Shift towards high-quality, predictable revenue



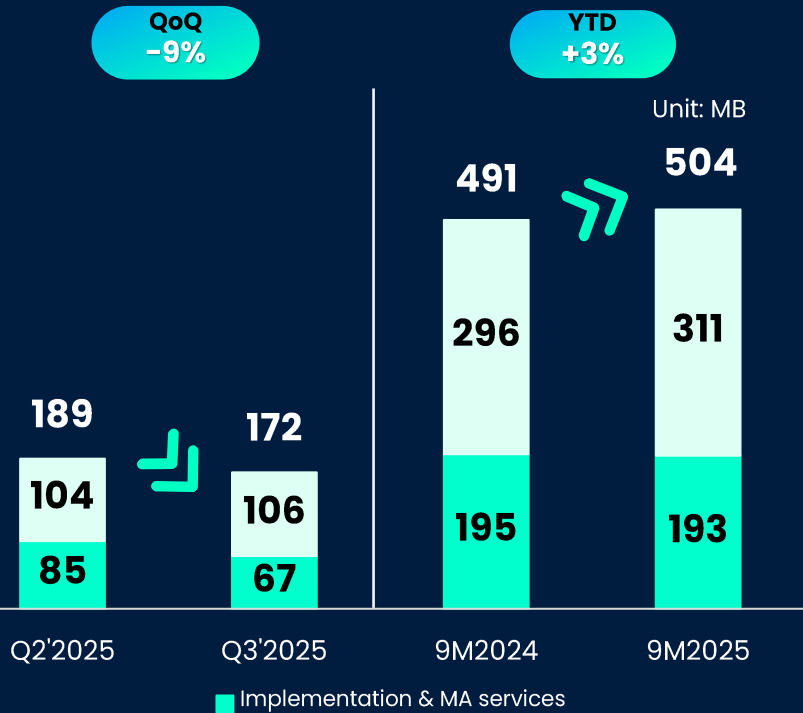
Recurring revenue consists of revenue from Subscription License, MA services and Outsourcing

# Continued Growth, Margin Recovery Ahead

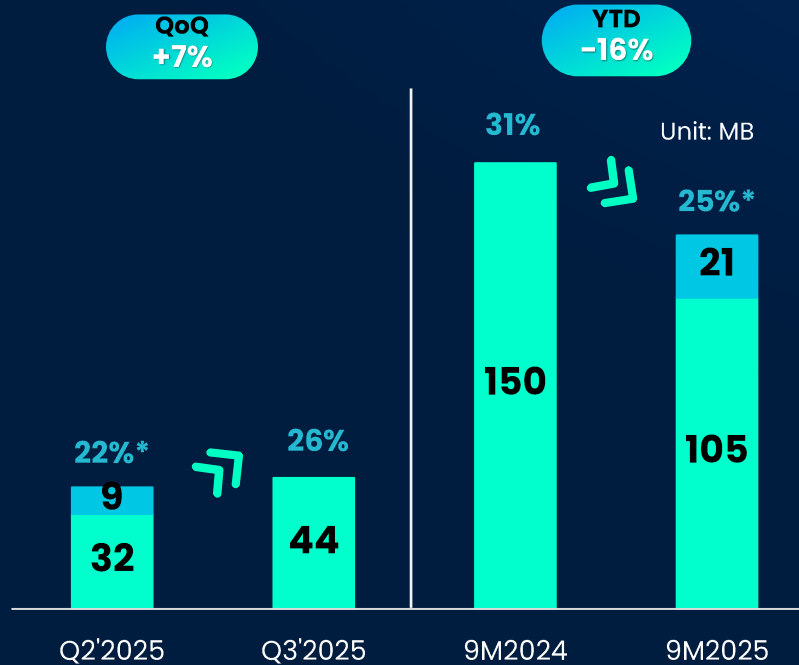


Scale benefits and efficiency gains to drive profitability improvement

## Revenue



## Gross Profit



## Net Profit

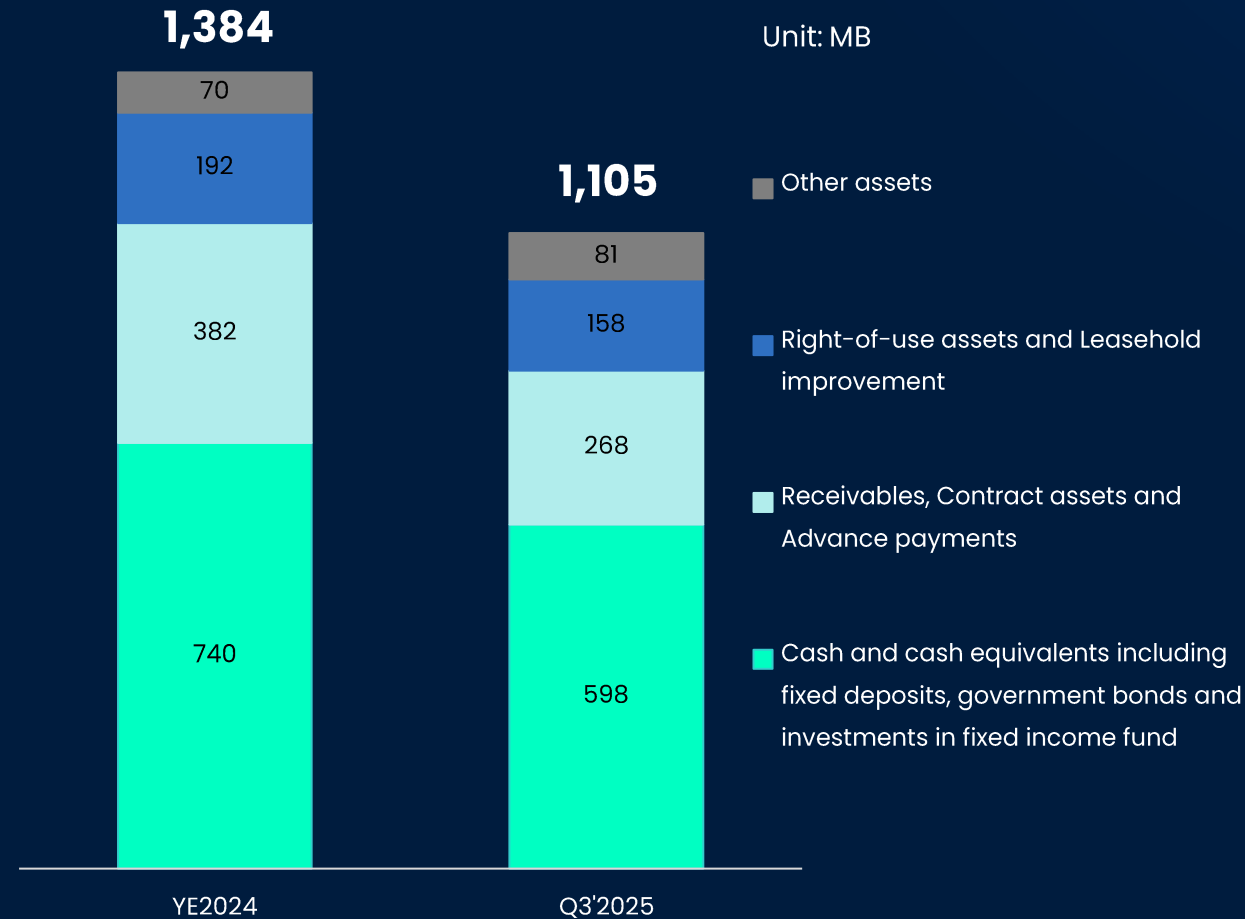


# Solid Balance Sheet, Positioned for Growth

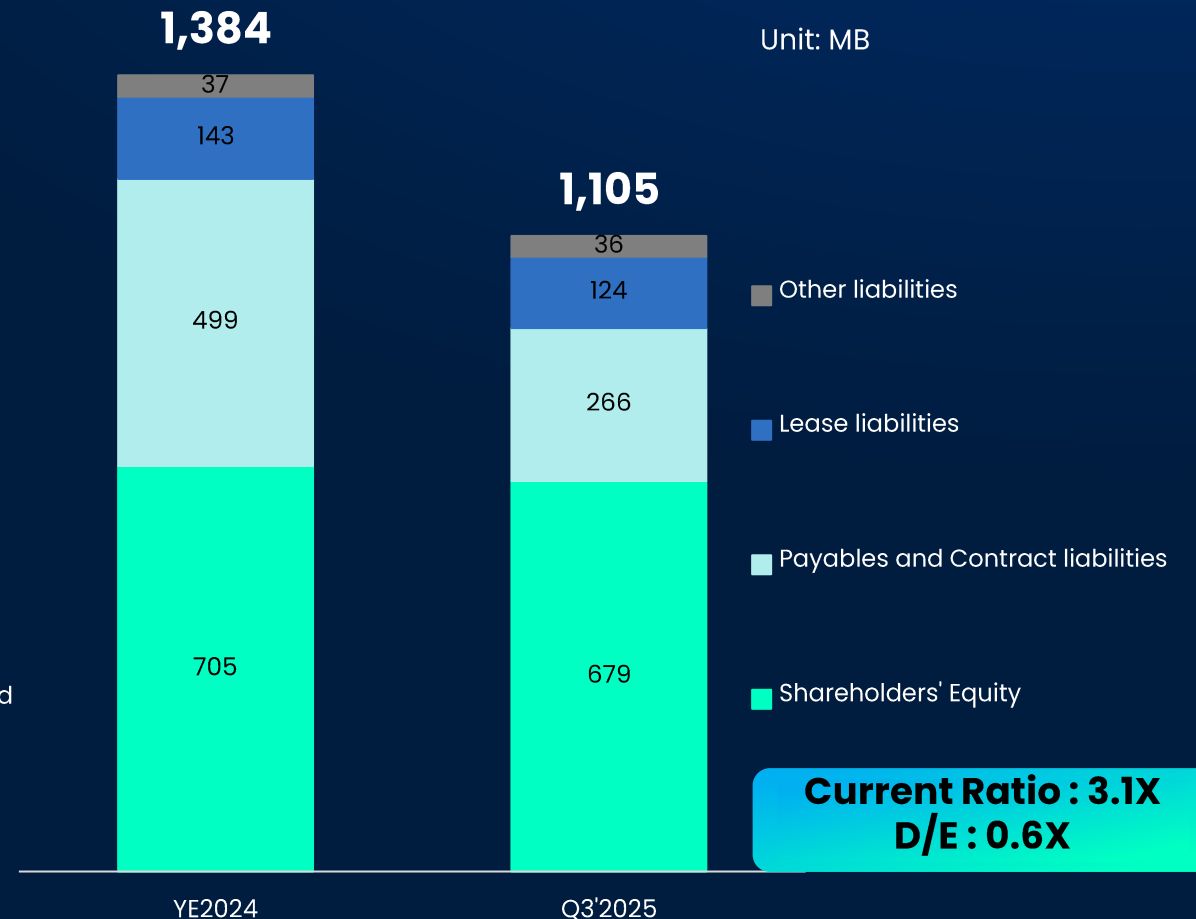


Zero interest-bearing debt enhances capacity for future investment and expansion

## Assets



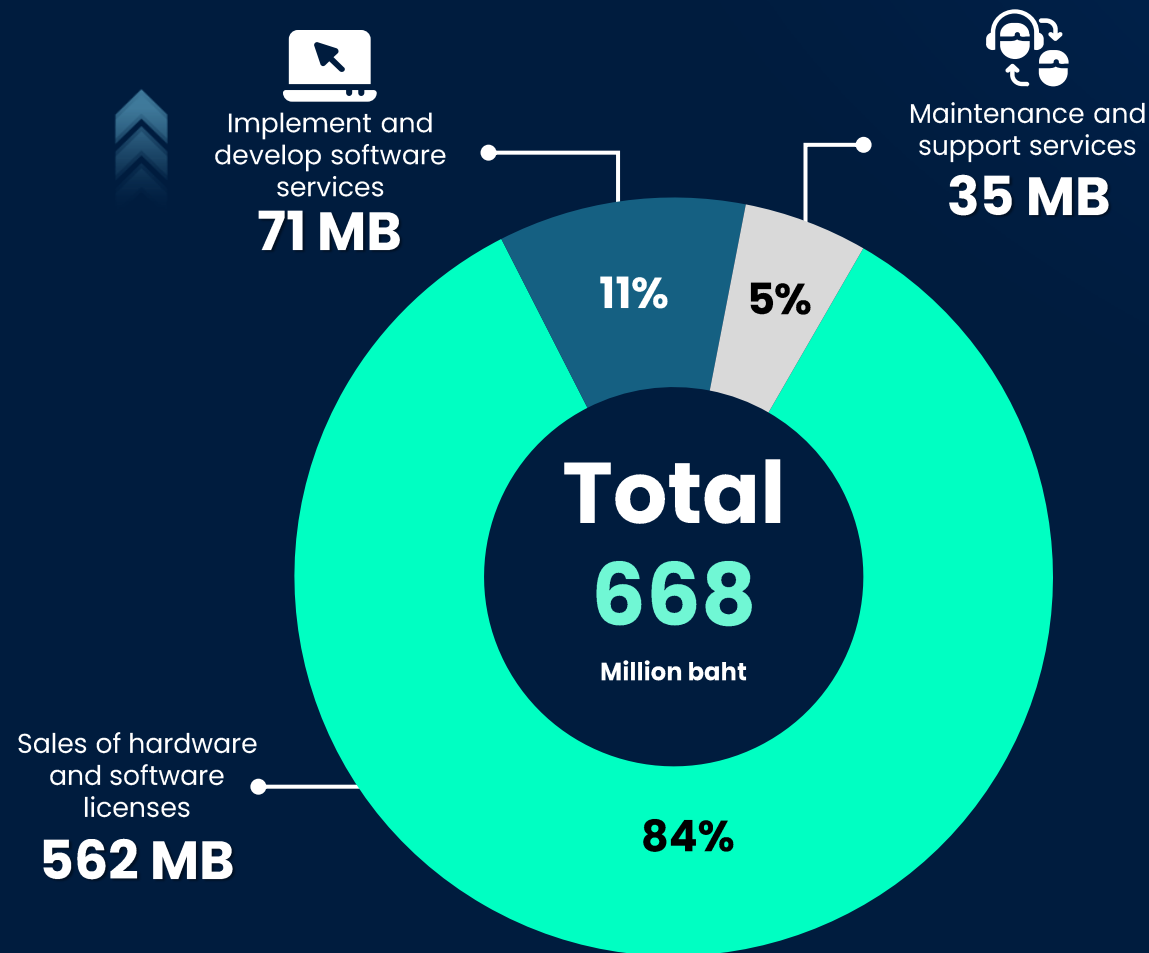
## Liabilities & Equity



**Current Ratio : 3.1X**  
**D/E : 0.6X**

# Revenue Backlog as of Q3'2025

Solid recurring revenue with growing services backlog

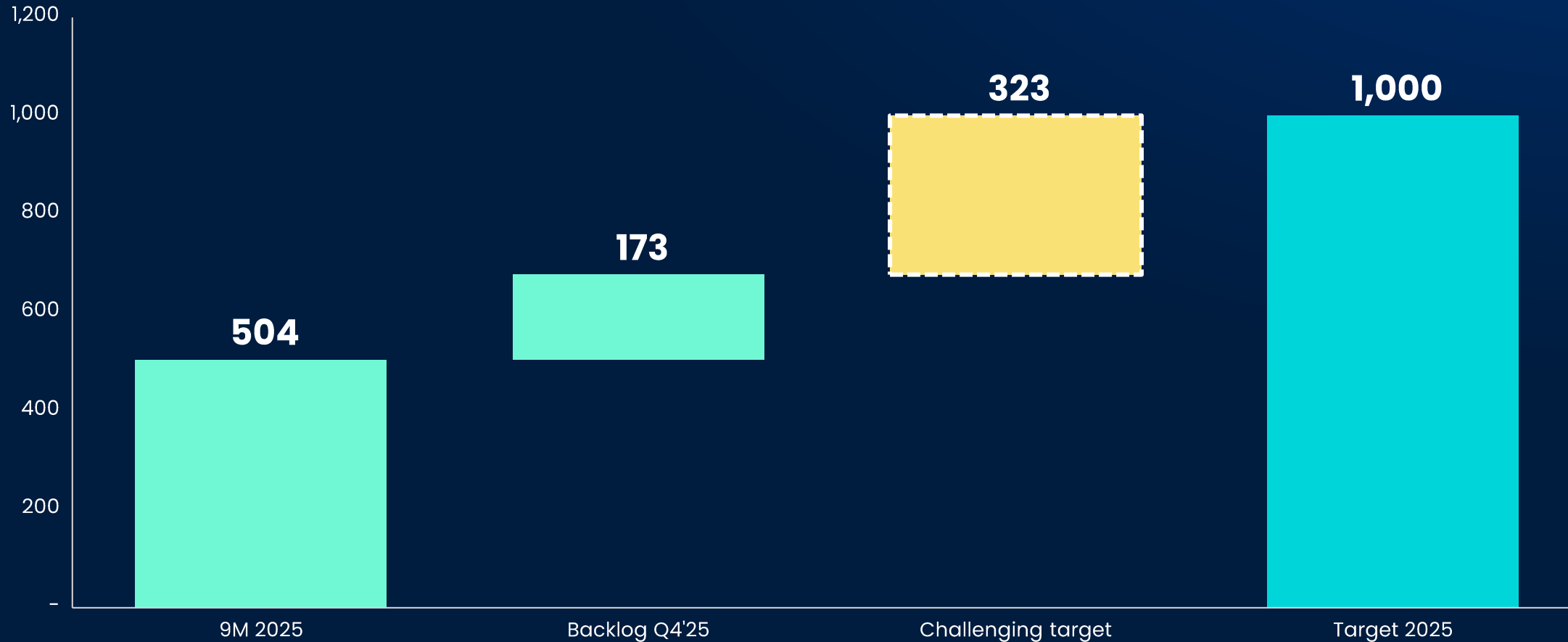


## Stable backlog

with increasing contribution from software development services, strengthening revenue visibility and long-term competitiveness.

# Challenging Targets Ahead, Accelerated Delivery in Focus

Unit : MB



# 2026 Outlook



# \* Our Key Focus

## MARKET FOCUS AND OPERATIONAL EFFICIENCY

- ✓ **Capitalize on our cloud-first initiatives**, with the GDCC program unlocking high-impact cloud and data services opportunities and securing large-scale government projects
- ✓ **Expand offerings and introduce complementary solutions** to strengthen client engagement and unlock greater value.
- ✓ Leverage **AI** to **optimize workforce** deployment and **refine processes** to achieve peak productivity.
- ✓ Embrace transformative trends like **AI and sustainability** to deliver cutting-edge solutions for evolving client needs.

## DRIVING SCALE AND CO-CREATING VALUE THROUGH PARTNERSHIPS

- ✓ Create **collaborative ventures** to drive innovation and expand into new market segments
- ✓ **Building a recurring revenue framework**, these initiatives will secure predictable earnings and strengthen our growth outlook.

# From vision to action

Advancing Thailand's digital economy with innovation created by Thai developers, for Thailand.



**Safe City**  
ระบบจัดการอุปกรณ์

**จัดการอุปกรณ์**  
รายการอุปกรณ์ที่เฝ้าระวังในระบบ

ID อุปกรณ์	ประเภท	รุ่น	ตำแหน่ง	สถานะ	สถานะ NVR	หมายเหตุ
NVR-001	NVR	Hikvision DS-7616NI-K2	อาคาร A ชั้น 1	●Online	●Normal	ทำงานปกติ
DVR-002	DVR	Dahua XVR5104HS-4KL-X	อาคาร B ชั้น 2	●Online	●Normal	ทำงานปกติ
NVR-003	NVR	Hikvision DS-7732NI-K4	อาคาร C งานจอดรถ	●Offline	●Error	จัดตั้ง - ตรวจสอบการเชื่อมต่อ
DVR-004	DVR	Uniview NVR301-04L-B-P4	อาคาร A ชั้น 3	●Online	●Normal	ทำงานปกติ
NVR-005	NVR	Hikvision DS-7608NI-K1	ประตูหลัก	●Online	●Normal	ทำงานปกติ

แสดง 5 อุปกรณ์ จากทั้งหมด 5 อุปกรณ์ ● Online: 4 ● Offline: 1



## AIP For Climate-Resilient Agriculture

**รู้ทันฟ้า ปรับทันภัย เกษตรกรไทยยั่งยืน**

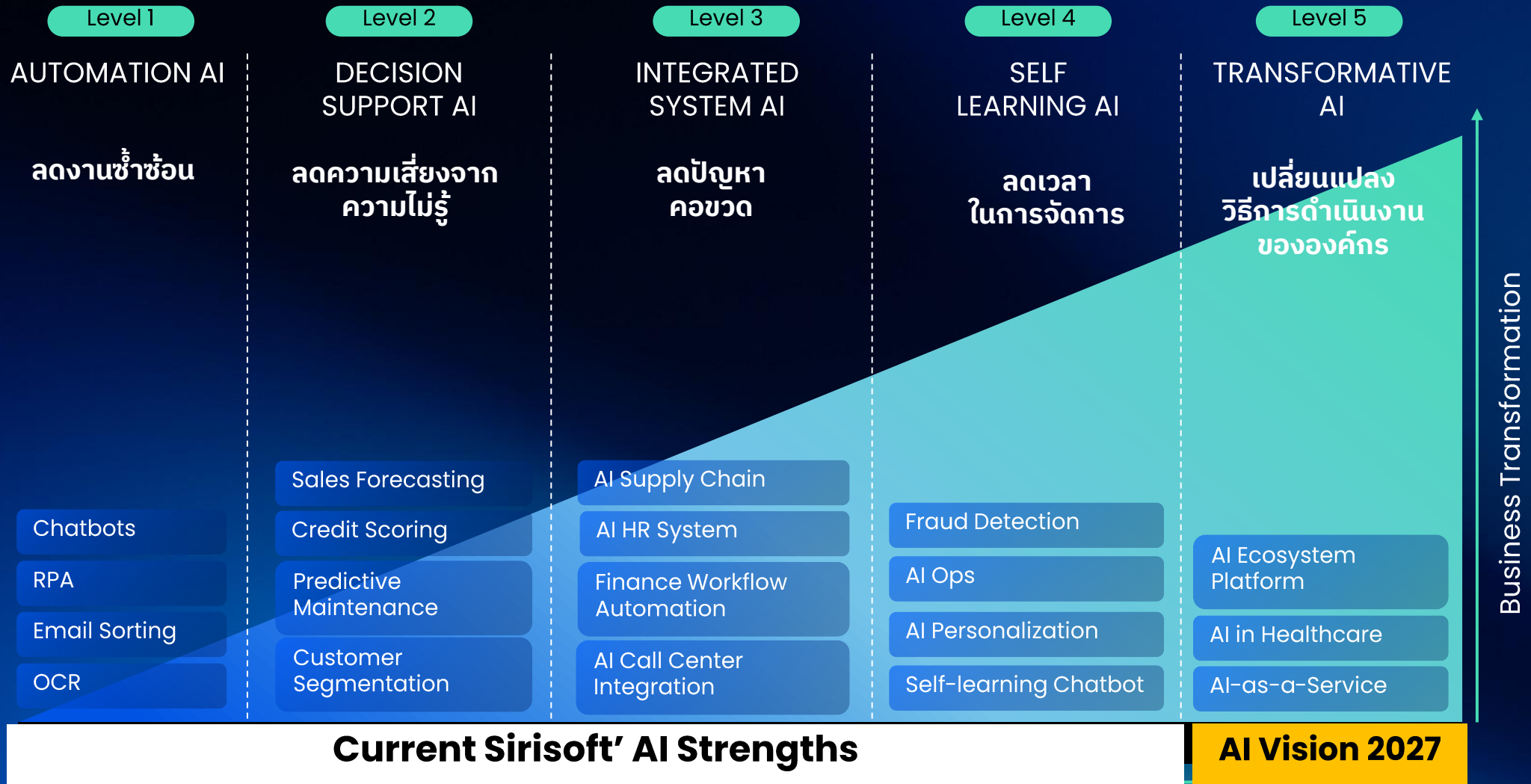
การเปลี่ยนแปลงสภาพภูมิอากาศที่รุนแรงขึ้น ส่งผลกระทบต่อการผลิตในภาคการเกษตร การทำความเข้าใจต่อความเสี่ยงด้านการเปลี่ยนแปลงสภาพภูมิอากาศที่มีต่อพื้นที่เกษตรกรรม จึงเป็นเรื่องสำคัญที่ต้องวางแผนรับมือและแนะนำให้เกิดการปรับตัวต่อการเปลี่ยนแปลงสภาพภูมิอากาศ

ด้วยเหตุนี้ สกอก. และหน่วยงานที่เกี่ยวข้อง ได้พัฒนา AIP คือ กระบวนการประยุกต์ใช้ข้อมูลอย่างชาญฉลาด เพื่อการกำหนดนโยบายที่นำไปปฏิบัติได้จริง เป็นตัวช่วยกั้นกรองและวิเคราะห์ข้อมูล โดยเฉพาะอย่างยิ่ง Big Data เพื่อให้มนุษย์มองเห็นภาพได้ชัดเจนมากยิ่งขึ้น สามารถนำเสนอแนวทางหรือแผนงานได้หลากหลาย ทันสถานการณ์ มีความสมดุล และถูกต้องแม่นยำ

**THEOS-2 ช่วยเกษตรกรทั่วไทย**

# Sirisoft's Strategic AI Roadmap

From readiness to full-scale AI transformation





# End-to-End Cybersecurity for Modern Enterprises

We don't just deliver cybersecurity tools, we provide comprehensive practices and advanced solutions that safeguard your entire stack, from infrastructure to applications and operations.

IT Solutions

DevSecOps

Data Loss Prevention

EDR/XDR Solutions

AI Security

Zero Trust Security

Centralized Security Management

Platform

SAFE CITY : SMART CITY PLATFORM

PATCH AUTOMATION PLATFORM

Consulting

Security health check

Full-stack Observability

Data Governance

# From Efficiency to Safety : Developing AI that Shapes the Future of Cities



AI helps cities optimize energy, water, and transportation. With IoT sensors and analytics, they can predict maintenance, cut downtime, and improve services.



AI enables faster, better care. Real-time data supports doctors with diagnostics and treatment planning, while citizens get proactive and personalized healthcare.



AI boosts security with real-time monitoring and alerts. By analyzing data from cameras, sensors, and multiple sources, cities can respond quickly to risks and protect communities.

# From Compliance to Sustainability : Enterprise Platform for Carbon Footprint



**Data  
Integration**

**Regulatory &  
ESG Reporting**

**AI-driven  
analytics**

# Driving AI Transformation from Infrastructure to Applications

## Accelerate Your AIOps Path

From basic log management to AI-driven business growth

01

Logs Consolidation

Started with app and infras logs

02

Logs Standardization

Log Analytics with custom dashboards

03

End-to-End Observability

AIOps for customer experience and improved governance

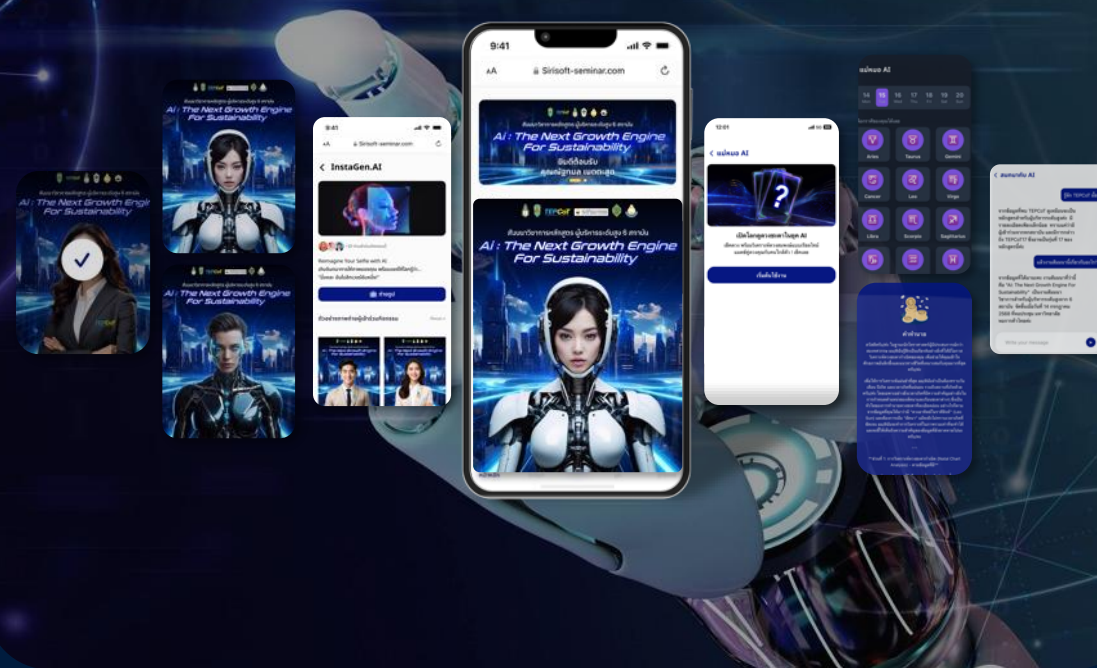
04

Drive Business Growth

Forecasting with Gen AI Chatbot and auto log recognition

## AI-driven Applications

Making Events Effortless and Enjoyable with AI



# Q&A



## Sirisoft's website



## Company Snapshot



## Q3'25 MD&A



## Contact IR

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