



OPPORTUNITY DAY Q4'2025

Sirisoft Public Company Limited

20 Mar 2026

*“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 Q4 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

11

Years in service

330

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 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



OUR COMMITMENT

GOOD SOFTWARE

GOOD RETURN

GOOD SERVICES

ส่งมอบซอฟต์แวร์คุณภาพ
ที่สร้างผลลัพธ์ดี ๆ แก่ทุกภาคส่วน
ให้บริการอย่างมืออาชีพ
ด้วยความรับผิดชอบ ซื่อสัตย์ในข้อตกลง
มุ่งมั่นในความสำเร็จและเติบโตไปด้วยกัน

< 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

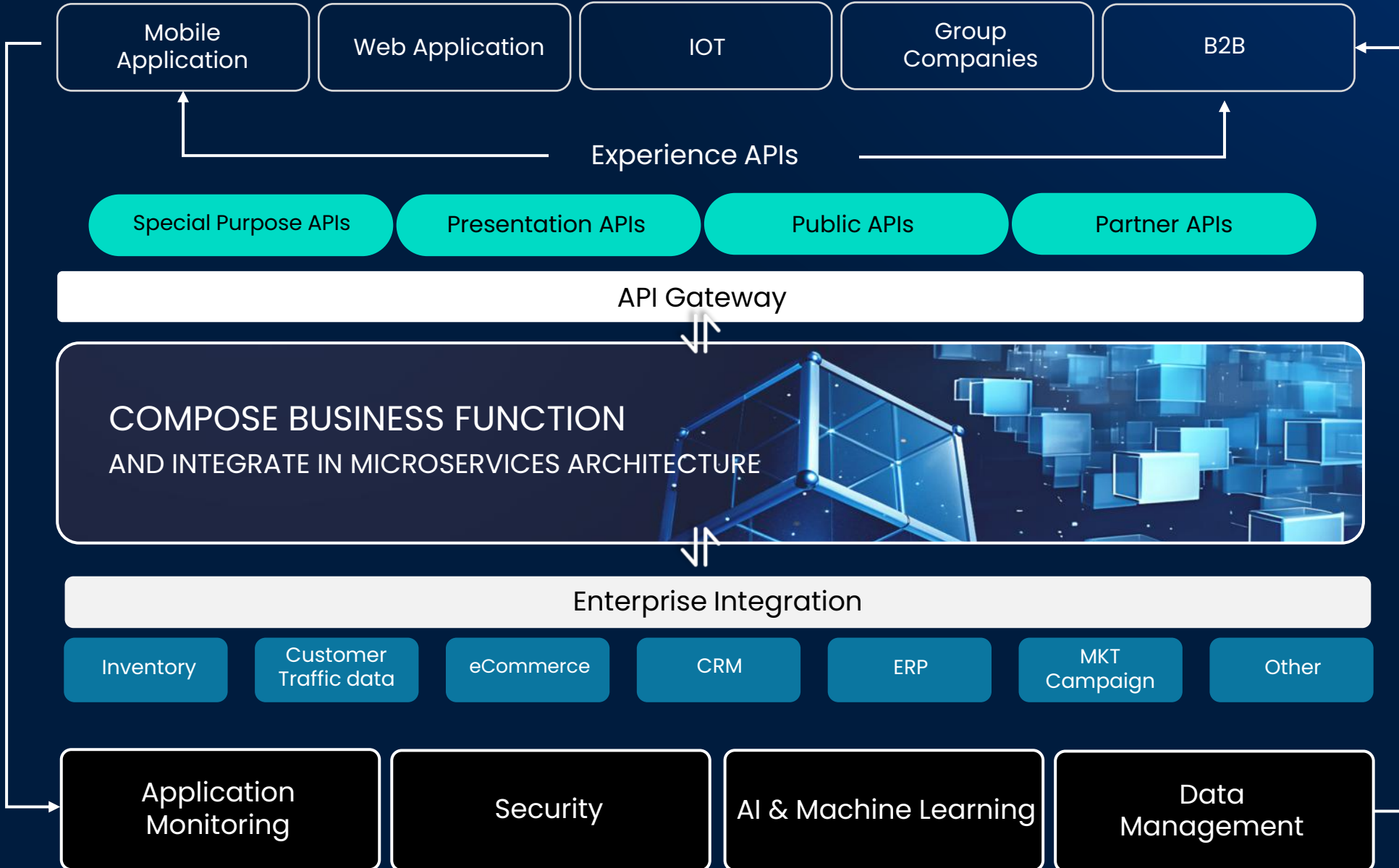
4

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

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

Q4 2025 Highlights



Current Situation

Stable Growth with Temporary Margin Pressure



CHALLENGING CONDITIONS

Market-wide pressure across the IT sector

Rising hardware, software, and IT service costs driven by supply chain constraints and increasing demand for digital infrastructure, resulting in **higher project delivery and procurement costs across the industry.**

Strong demand from the Government Sector

The government sector continues to be a key growth driver, supported by national initiatives such as **Thailand 4.0, Cloud-First Policy, and Digital Government.**

- Public sector projects provide a stable pipeline & long-term demand visibility
- Government digitalization supports enterprise software & infra spending

Project-specific cost adjustments (one-off)

During the year, the company recorded **one-off cost adjustments in two development projects**, including one recognized in Q4/2025

- Adjustments were mainly related to **project complexity and expansion into new solution domains**, resulting in higher initial delivery costs
- These items are **non-recurring and limited to specific projects**

FINANCIAL PERFORMANCE

TOTAL REVENUE GROWTH: 4%

Growth driven by **software licensing and maintenance services**, reflecting the company's shift toward **more stable and recurring revenue streams.**

RECURRING REVENUE GROWTH: 22%

Strong contract renewals and new customer acquisitions increased recurring revenue, improving **revenue visibility and business sustainability.**

NET PROFIT IMPACT*

Net profit was affected by **two one-off project adjustments recognized during the year.**

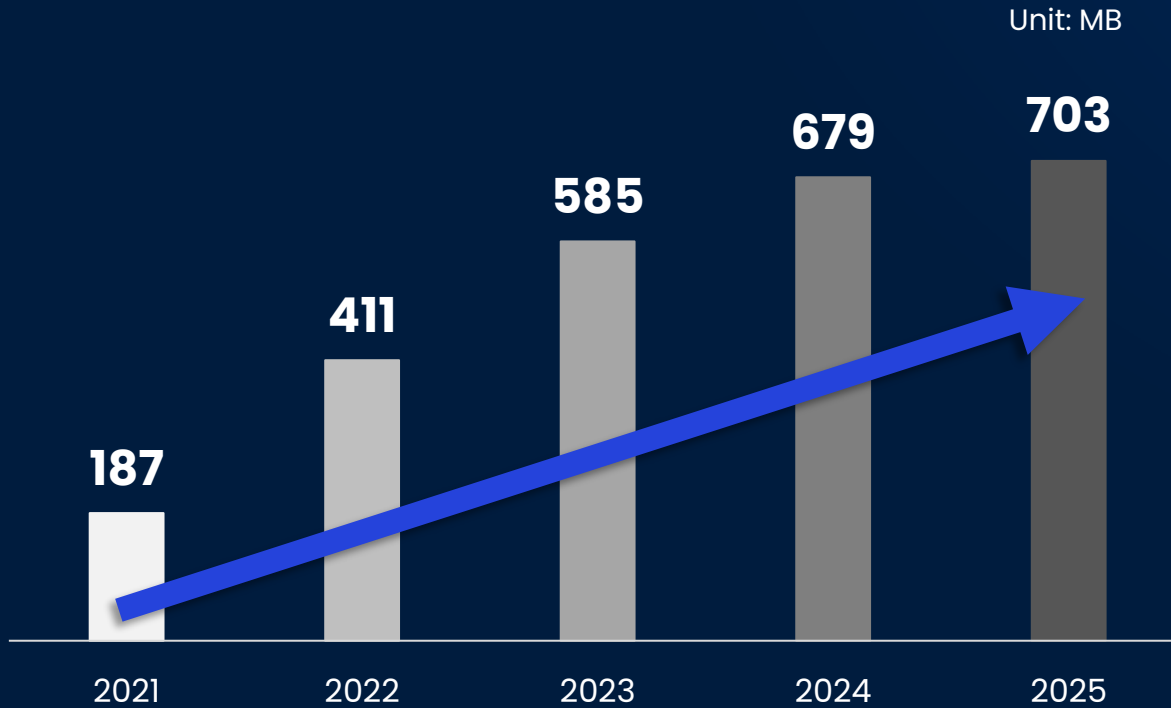
Excluding these non-recurring items, **SRS would have remained profitable**, reflecting the underlying strength of the company's core business.

* Excludes one-off adjustment related to two specific projects

Consistent Revenue Expansion

Strong momentum continues...

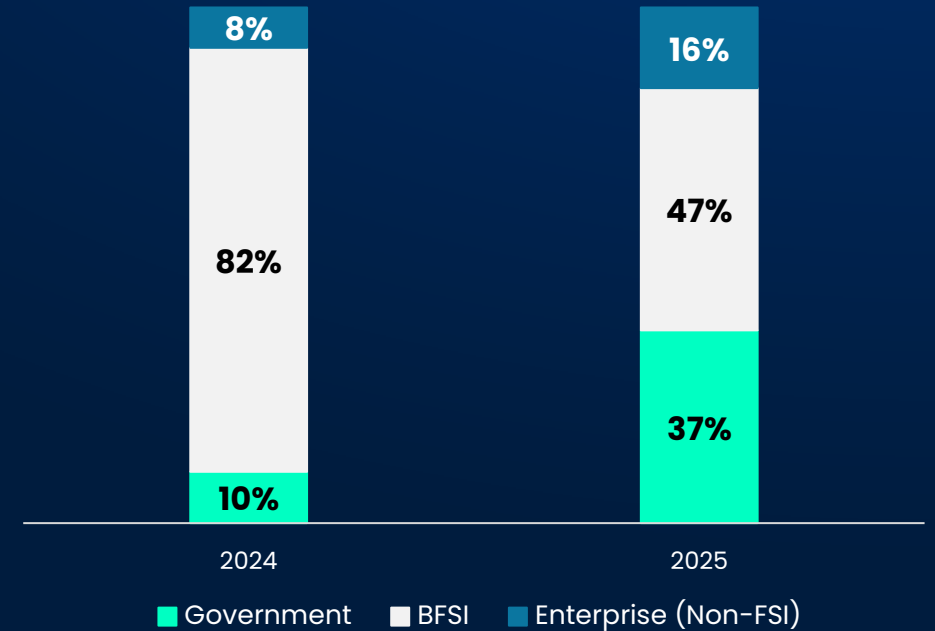
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39% CAGR (2021-2025)

Despite a challenging market environment, SRS **continues to achieve consistent revenue growth**, highlighting the resilience of its business and sustained demand.

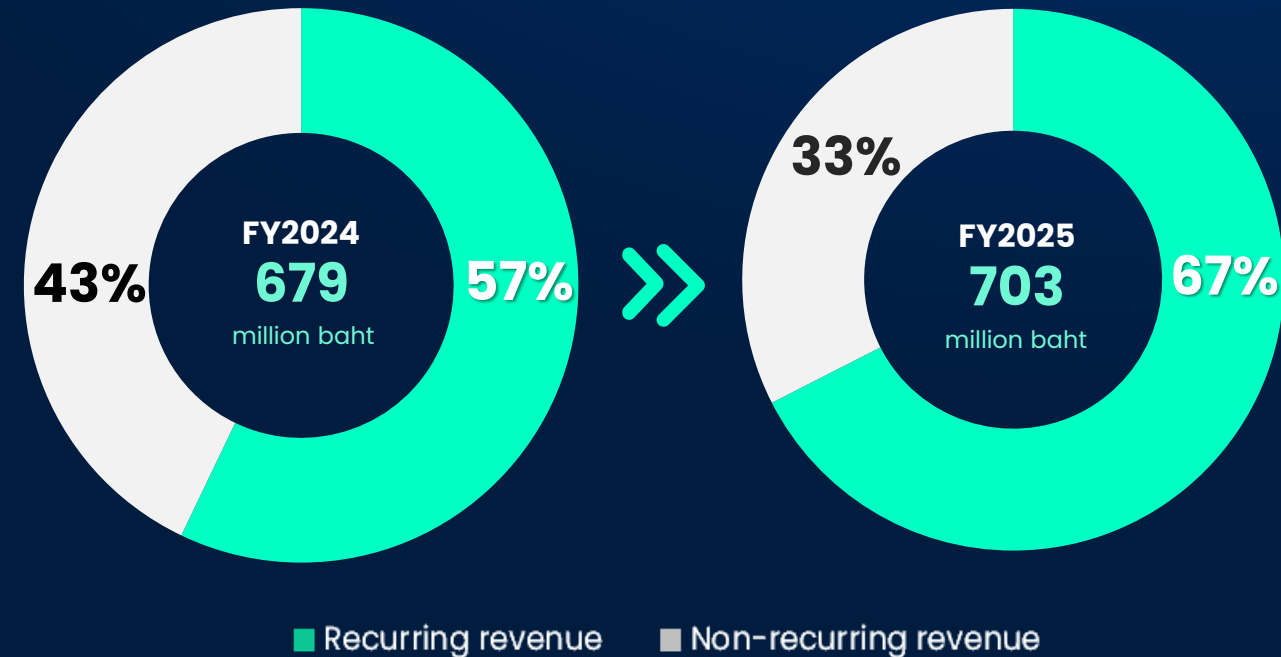
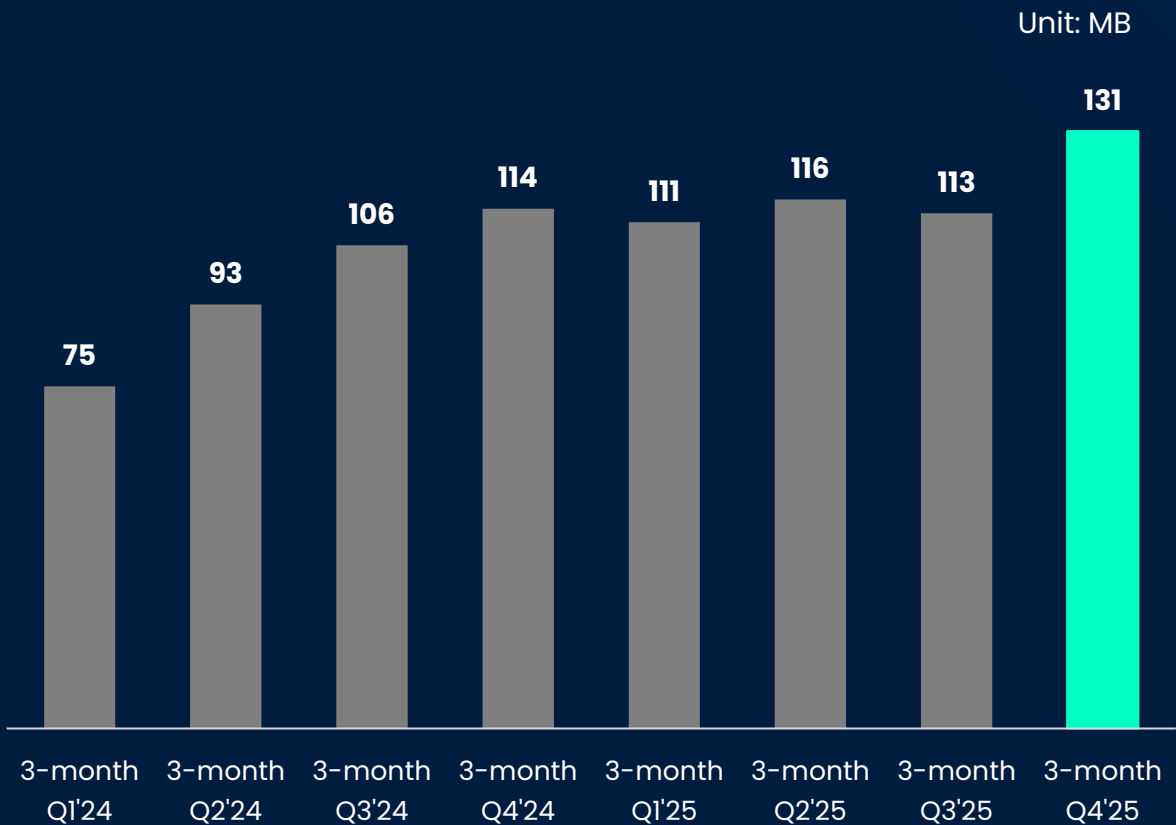
Strategic Expansion Beyond BFSI into Public and New Industries



The Company has successfully diversified its customer portfolio, with strong growth in the government segment to 37% of total sales and continued expansion into new industries, reflecting a strategic shift beyond BFSI.

Recurring Revenue

Shift towards high-quality, predictable revenue



■ Recurring revenue ■ Non-recurring revenue

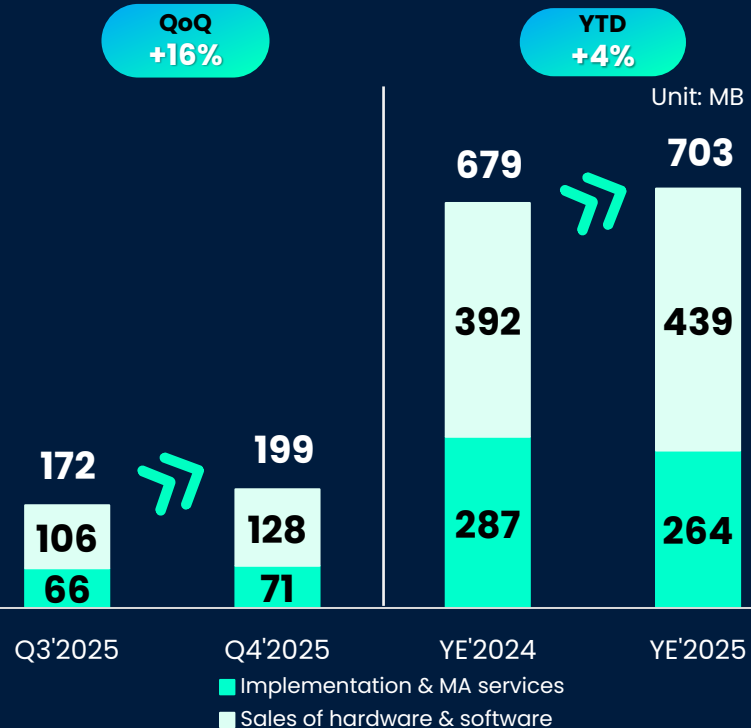
Recurring revenue consists of revenue from Subscription License, MA services and Outsourcing

Continued Growth, Margin Recovery Ahead

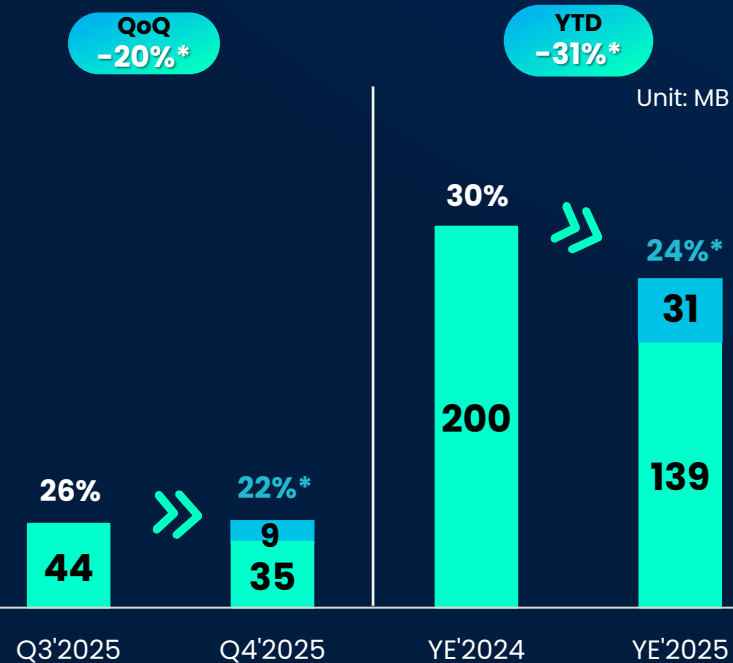


Scale benefits and efficiency gains to drive profitability improvement

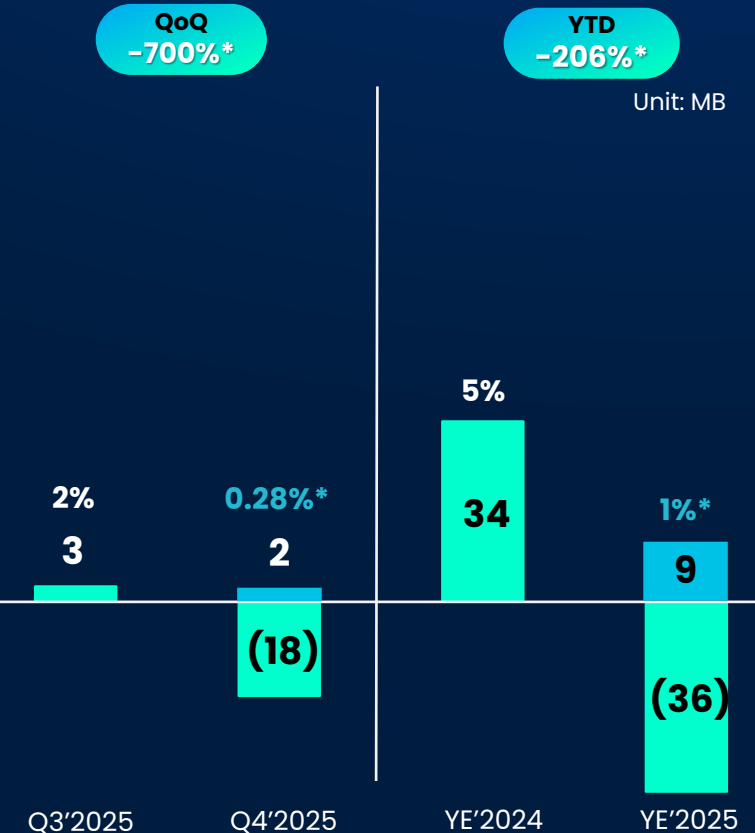
Revenue



Gross Profit



Net Profit



*Based on reported financial statement
 *Excludes one-off adjustments

Solid Balance Sheet, Positioned for Growth



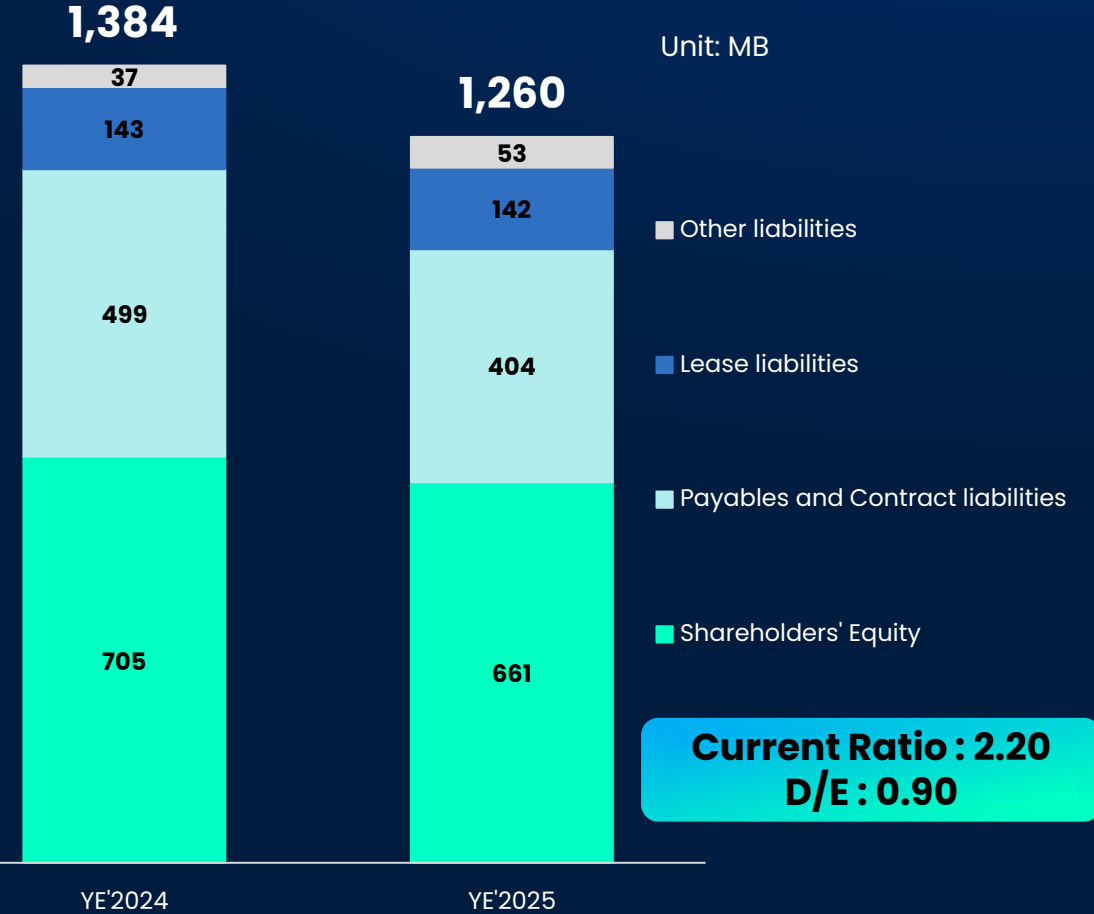
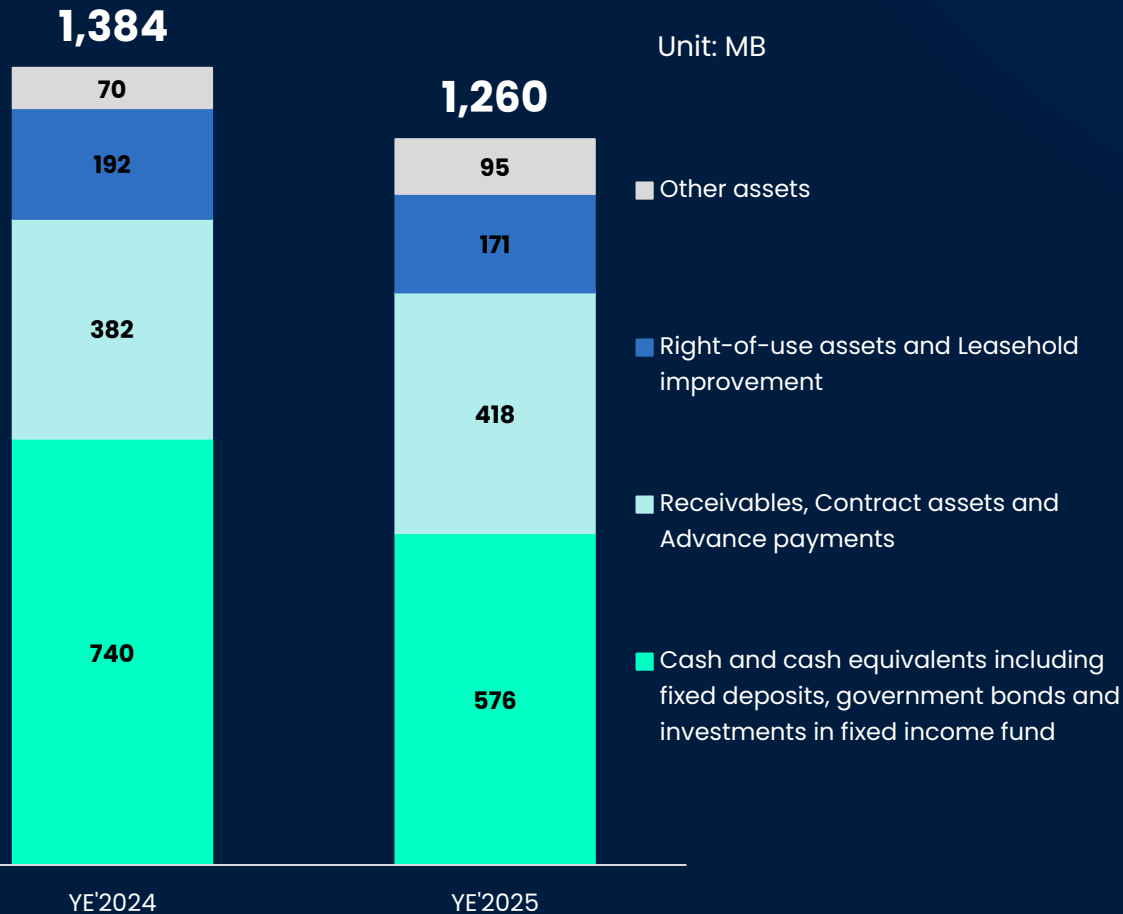
Zero interest-bearing debt enhances capacity for future investment and expansion

Assets

Liabilities & Equity

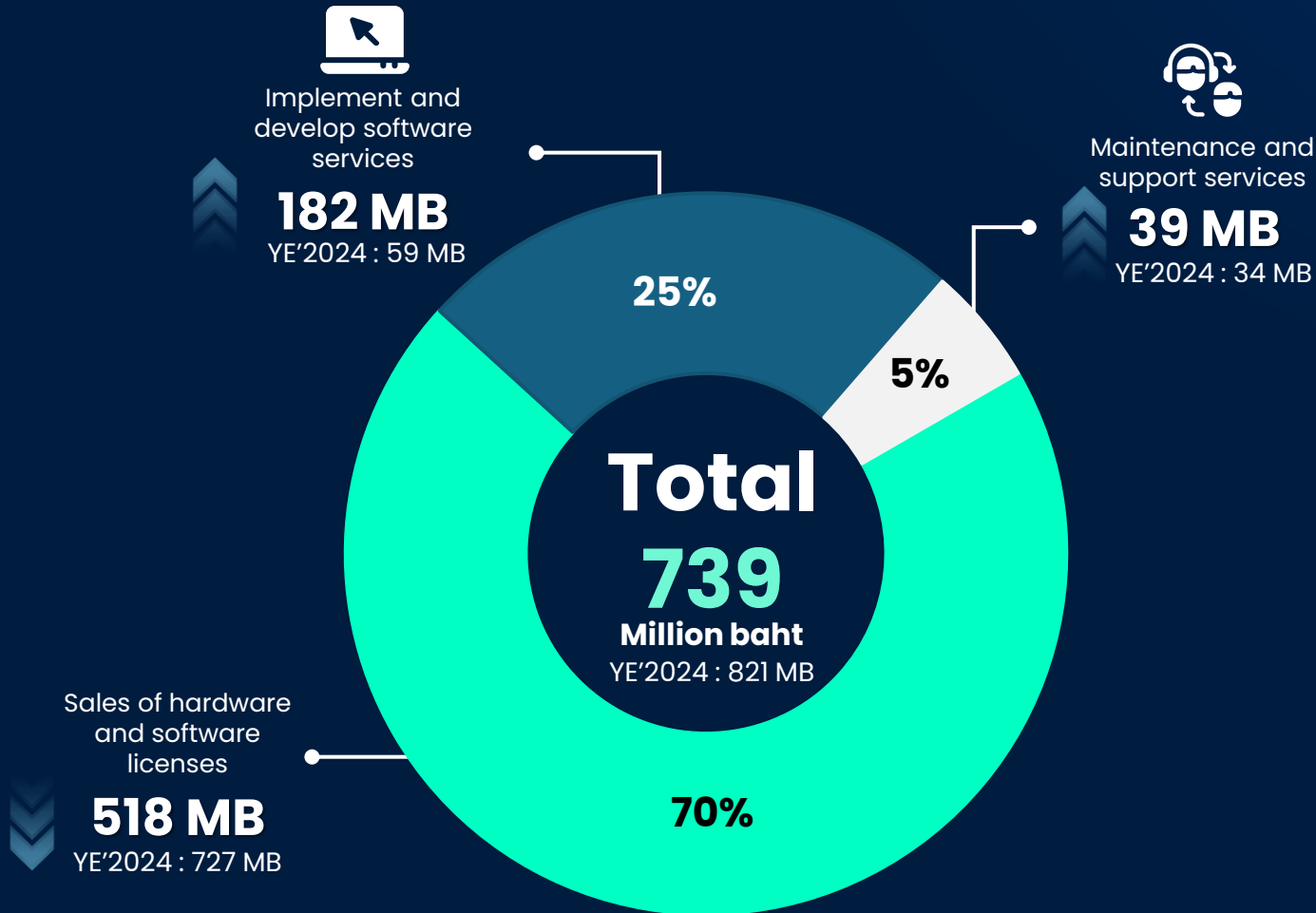
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Current Ratio : 2.20
D/E : 0.90

Revenue Backlog as of Q4'2025



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

2026 Outlook



Our Strategic Focus



Strengthening the Core and Building the Next Growth Engines

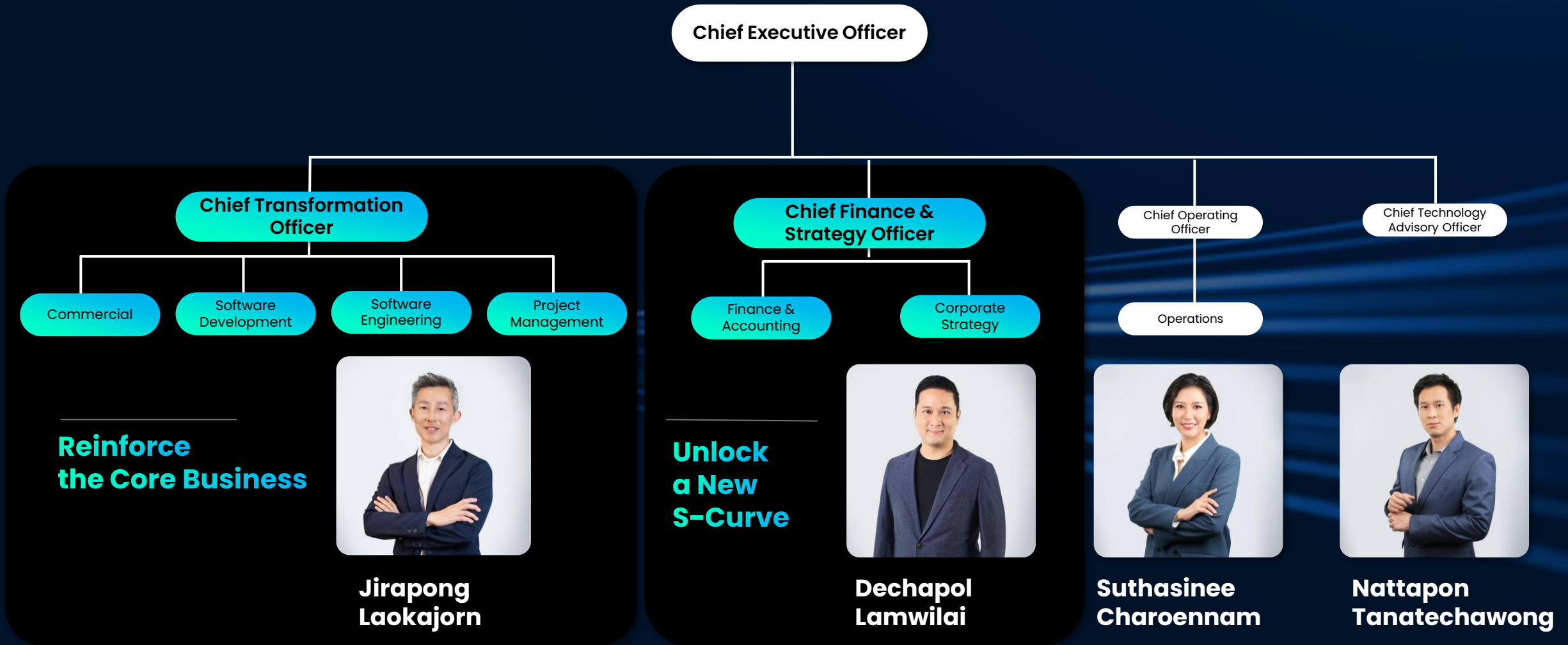
Strengthening Core Execution & Profitability (Core Business)

- ✓ **Drive AI-driven organizational transformation** to enhance engineering capabilities, delivery standards, and scalable execution
- ✓ Focus on **high-value cloud, data & AI, and digital transformation projects** across **government, regulated industries, and high-growth private sectors** (e.g., energy, healthcare, and retail)
- ✓ **Elevate project governance and delivery excellence** to support larger-scale and higher-complexity engagements

Expanding Growth Through Platforms & Partnerships (New S-curve)

- ✓ **Build platform-led and AI-driven solutions** to capture new revenue opportunities
- ✓ **Create strategic partnerships** to expand solution ecosystem and accelerate market expansion
- ✓ **Develop new growth businesses** across priority sectors
 - **Digital Economy & GovTech**
 - **Energy & Green Tech Solutions**
 - **Smart Infrastructure (Smart City & AIoT)**

RESHAPING THE ORGANIZATION TO GET READY FOR THE NEXT CHAPTER OF GROWTH



CORE BUSINESS TRANSFORMATION

Leverage AI to Transform

Drive Productivity, Quality, and Scalability

Everyday AI
to drive more
productivity

Customer-Facing
to elevate client experience

Game-Changing
to optimize process
and scale delivery

Internal Operations to
streamline operation

AI proposal & presales support

Meeting summarization automation

AI-assisted email

AI-driven solution innovation for clients

GenAI for rapid prototyping & PoC development

Personalized user experience design

AI reporting

Resource & delivery optimization

Workflow and approval automation

AI code generation & developer copilot

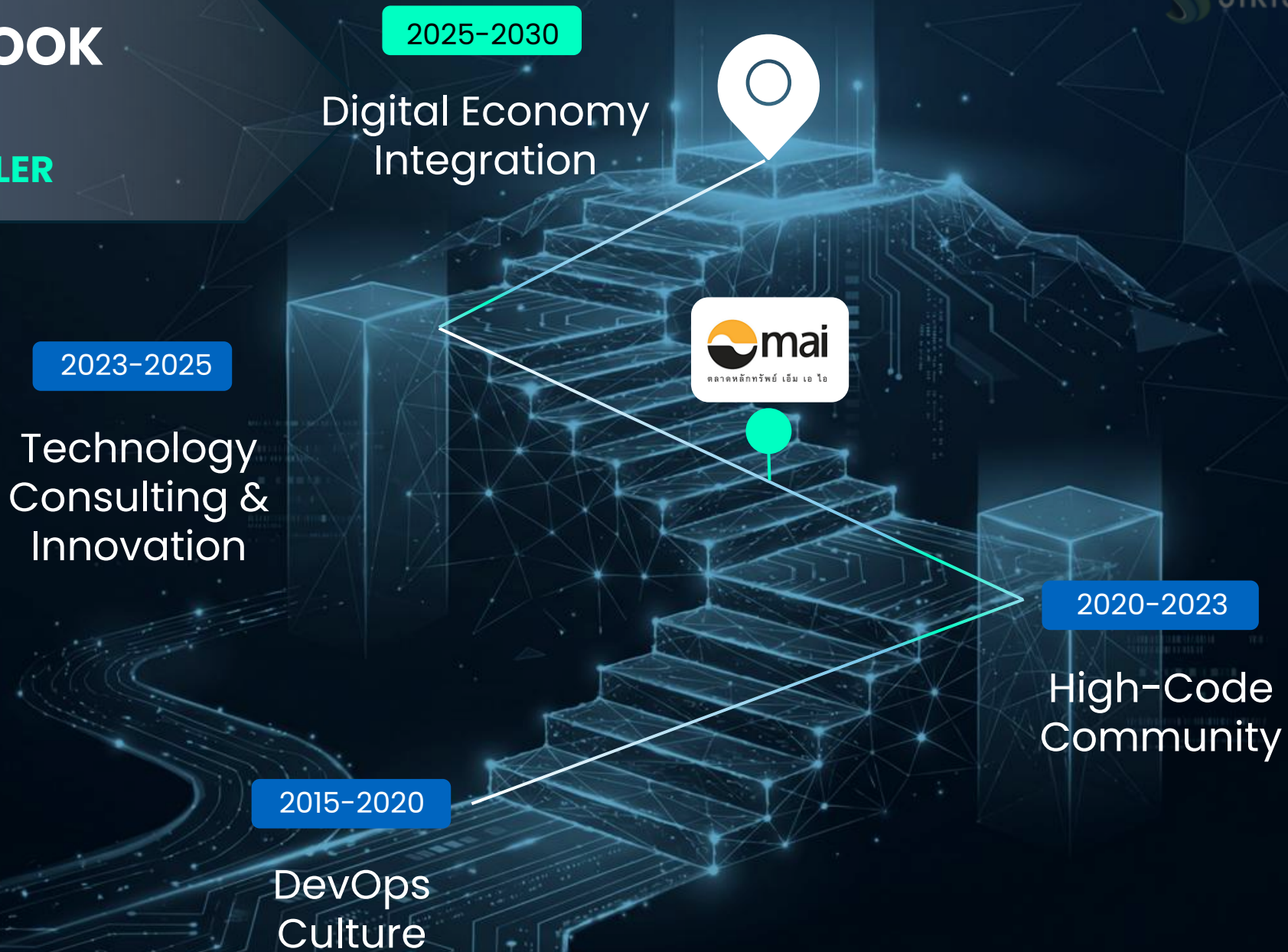
Automated testing & debugging

Demand forecasting & process optimization

Predictive maintenance / anomaly detection

STRATEGIC OUTLOOK FOR 2026-2030

DIGITAL ECONOMY ENABLER



NEW GROWTH ENGINE

DIGITAL ECONOMY PLATFORM

Growth Strategy

GovTech

Defense Tech

Smart Infrastructure
(Smart City & AIoT)

Energy & Green Tech



Digital Economy

Core Capabilities

Digital Transformation

Banking

Insurance

Retail

Healthcare

Government

Manufacturing

Telco

Energy

DevOp & Microservice

Cloud, Big Data & AI

Cybersecurity

Mission

GOOD SOFTWARE, GOOD RETURN, GOOD SERVICES

Vision

**TO BE THE QUALITY-DRIVEN PROFESSIONAL LEADER IN IT SERVICE CONSULTING
WITH A COMMITMENT TO FAIRNESS AND INTEGRITY**

Q&A



Sirisoft's website



Company Snapshot



YE'25 MD&A



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