



# EARNINGS CALL

# Quarter 1/2026

Sirisoft Public Company Limited  
28 May 2026

*“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 Q1 2026 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

**323**

No. of employees

**500**

No. of certifications

**80+**

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

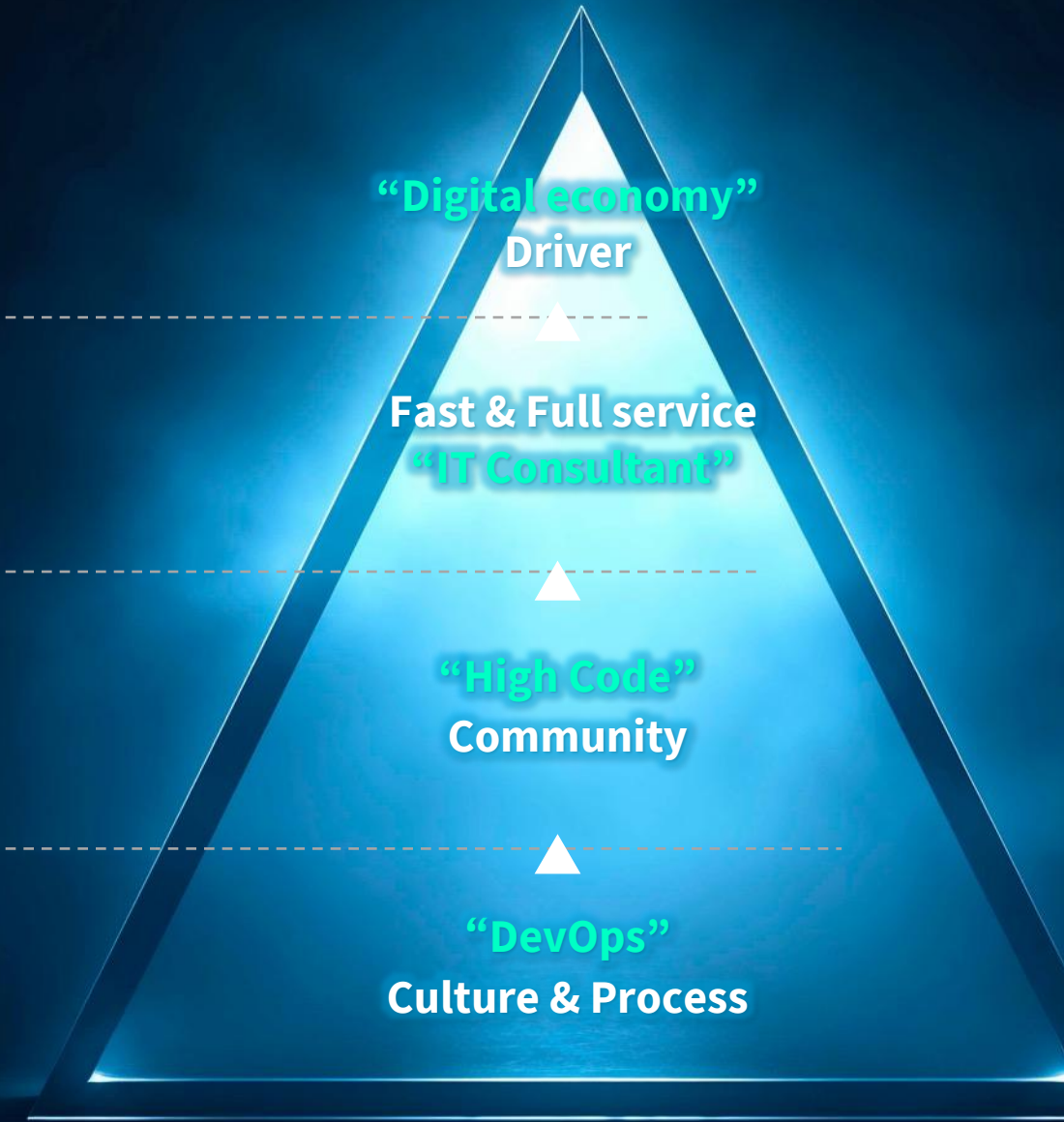
เติบโตเป็นผู้ให้คำปรึกษาด้านไอทีที่เป็นที่รู้จักในความสามารถด้านการพัฒนาซอฟต์แวร์ที่ครบวงจร รวดเร็วและพัฒนาได้อย่างต่อเนื่อง

## 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

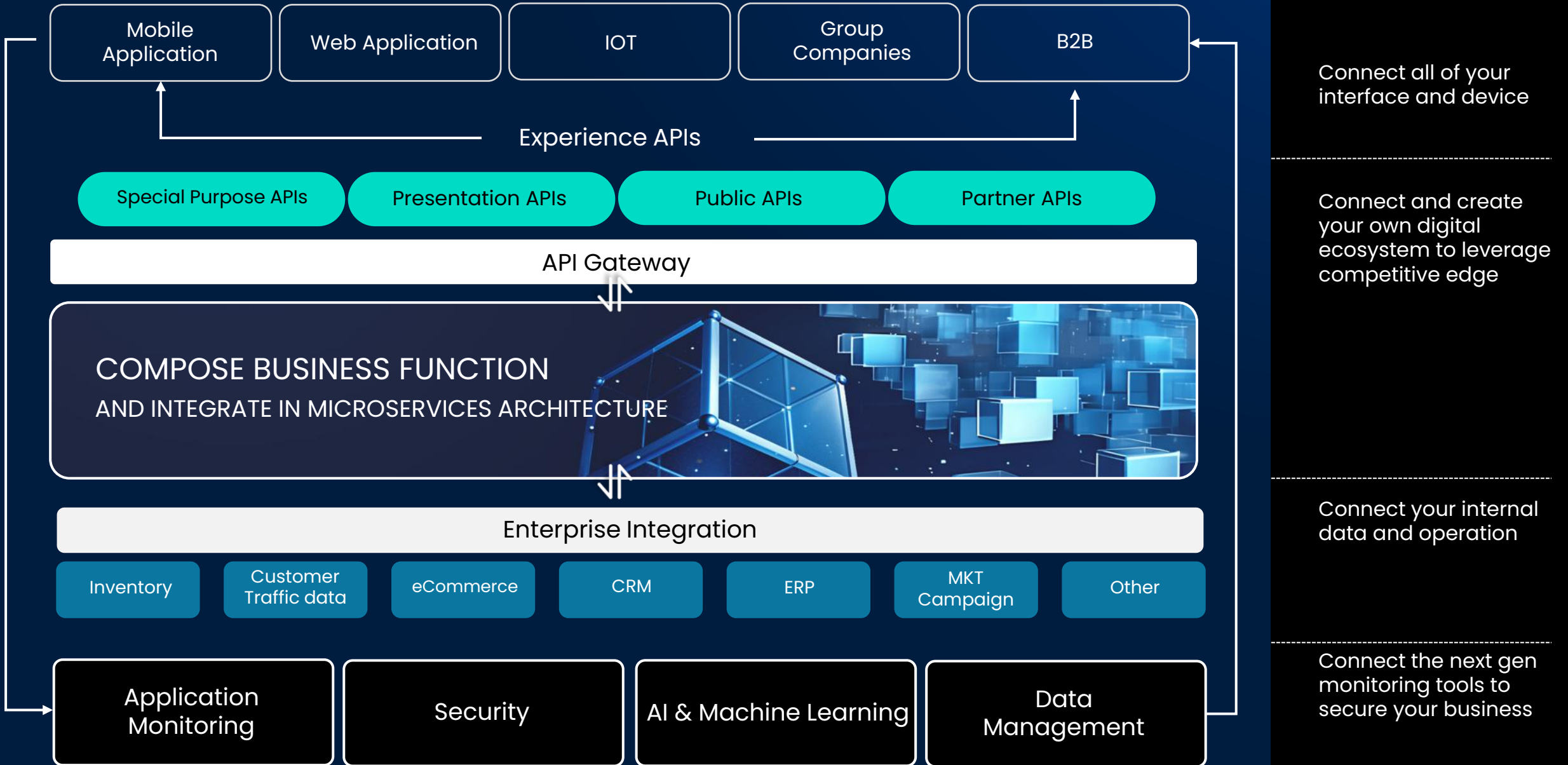
## IT Professional Services

### 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



# 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

# Q1/2026 Highlights



# Breakout Growth, Expanding Profitability



Margin Expansion, Return to Profit

## GROWTH DRIVERS

### Breakout Q1'2026 Performance

Revenue reached **217 MB (+53% YoY, +9% QoQ)**, with gross margin expanding to **23% and a return to net profit** — marking a clear inflection point for the business.

### Strong demand from the Government Sector

The government sector remains a key growth driver, supported by national initiatives and digitalization mandate continues to fuel enterprise software and infrastructure spending

### Robust Backlog Reinforces Visibility

Revenue backlog as of Q1'2026 stands at **1,018 MB (+38% YoY)**, anchoring forward revenue visibility.

- Growth led by **software development services**, reinforcing competitiveness
- Healthy mix of **license, maintenance, and services** underpins recurring revenue base

## FINANCIAL PERFORMANCE

### TOTAL REVENUE: +53% YoY

Q1'2026 revenue of **217 MB** grew **+53% YoY and +9% QoQ**, led by strong project wins and continued momentum across all major customer segments.

### GROSS MARGIN EXPANSION TO 23%

Gross profit grew **+89% YoY and +44% QoQ**, with **margin expanding from 17% to 23%** — reflecting improving project mix and operating leverage.

### RETURN TO NET PROFIT

SRS returned to profitability in Q1'2026, with net profit improving **+110% YoY and +113% QoQ**.

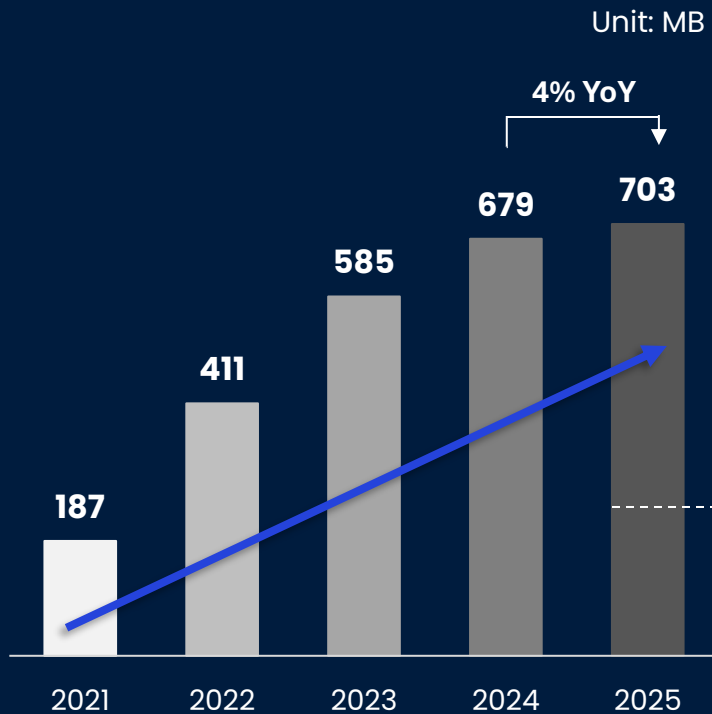
The rebound reflects **operational discipline and absence of prior one-off charges**, demonstrating the underlying earnings power of the core business.

# Consistent Revenue Expansion



Strong momentum continues...

## Strong Start, Growing Momentum



2.3x

Book-to-Bill

+38%

Backlog growth

217

Q1'26 achieved ~31% of FY2025 revenue

Q1'26

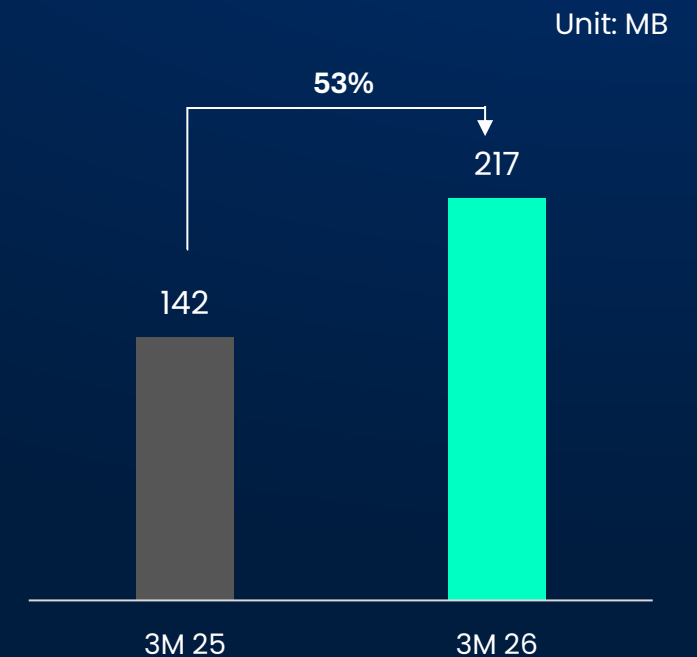
## 39% CAGR (2021-2025)

We delivered **four consecutive years of strong revenue growth**, scaling nearly 4x since 2021 and underscoring durable demand and a proven growth engine.

## Healthy Demand Momentum and Revenue Visibility

Growth momentum continues to strengthen, supported **by robust order intake and expanding backlog**, reinforcing sustainable revenue visibility and execution confidence.

## Consistent Growth Supported by Diversified Customer Expansion



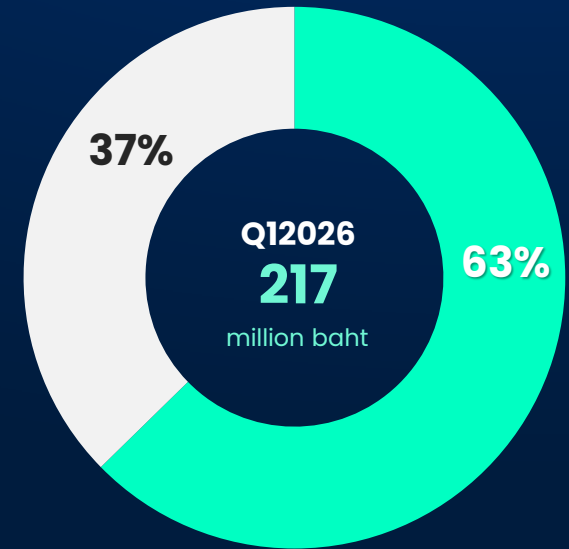
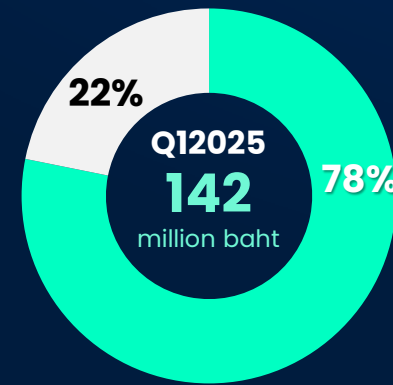
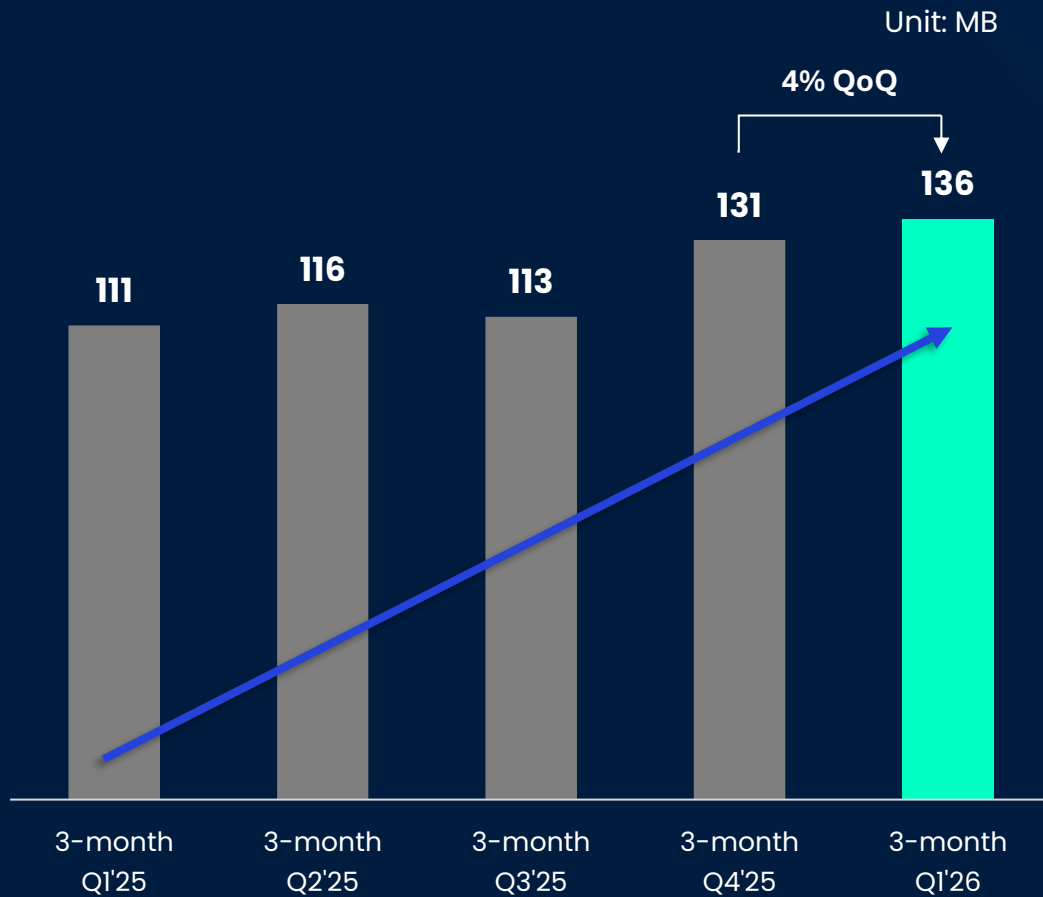
Strong revenue growth reflects the Company's ability to **capture opportunities across multiple sectors**. Continued expansion beyond BFSI broadens the customer base, enhances revenue quality, and supports sustainable long-term growth.

# Recurring Revenue at All-Time High

Recurring revenue reached all-time high, complemented by strong project wins driving total revenue +53% YoY

Unit: MB

4% QoQ



■ Recurring revenue ■ Non-recurring revenue

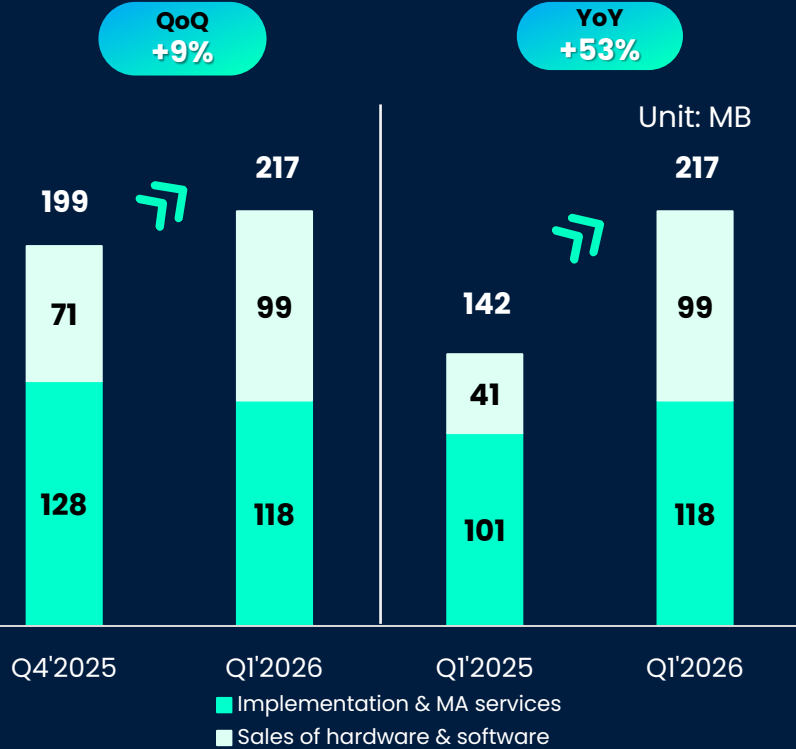
Recurring revenue consists of revenue from Subscription License, MA services and Outsourcing

# Breakout Quarter: Profitable Growth at Scale

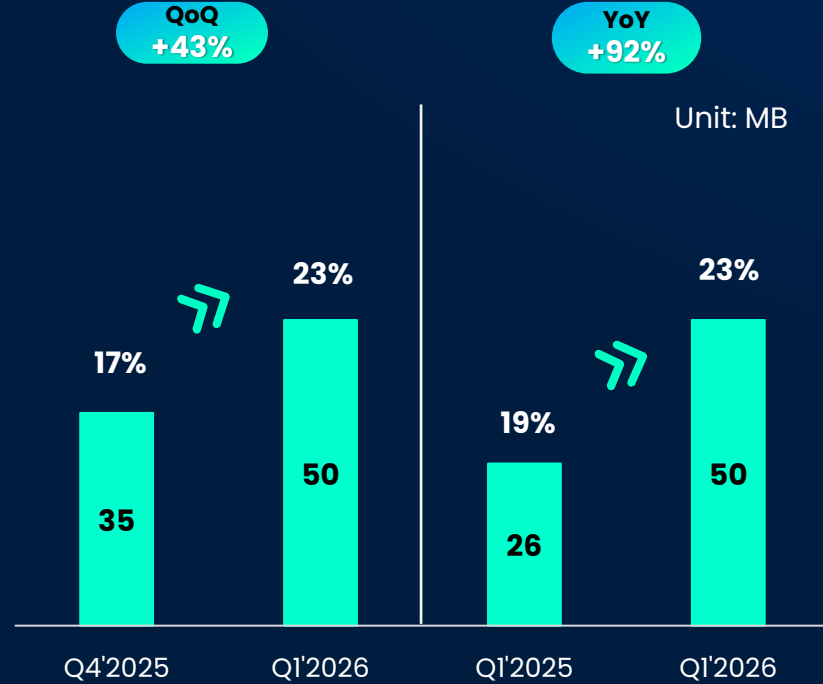


Revenue +53% YoY, margin expanded to 23%, and return to net profit in Q1'2026

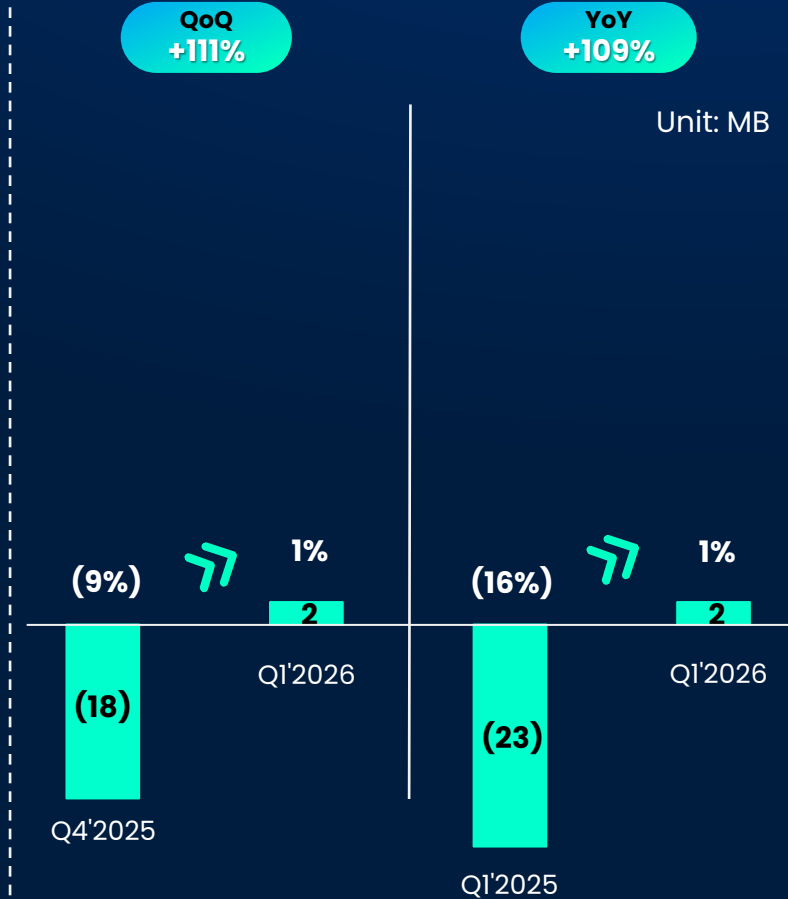
## Revenue



## Gross Profit



## Net Profit



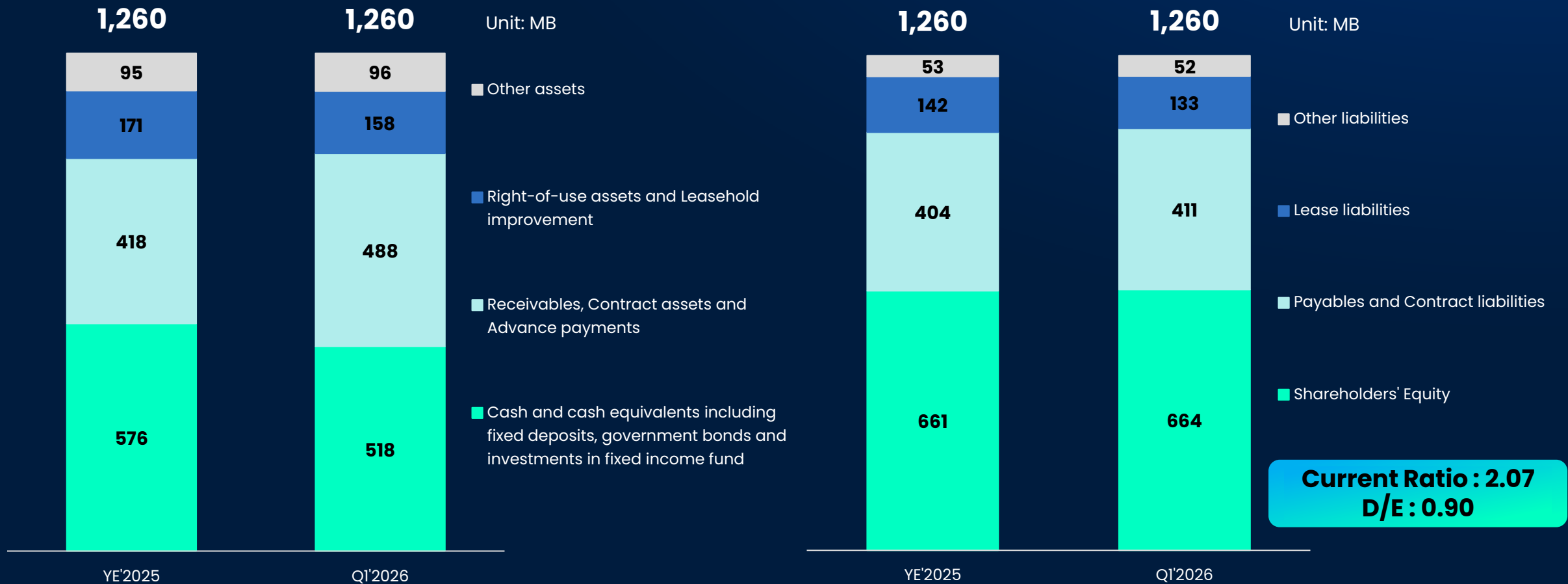
# Solid Balance Sheet, Positioned for Growth



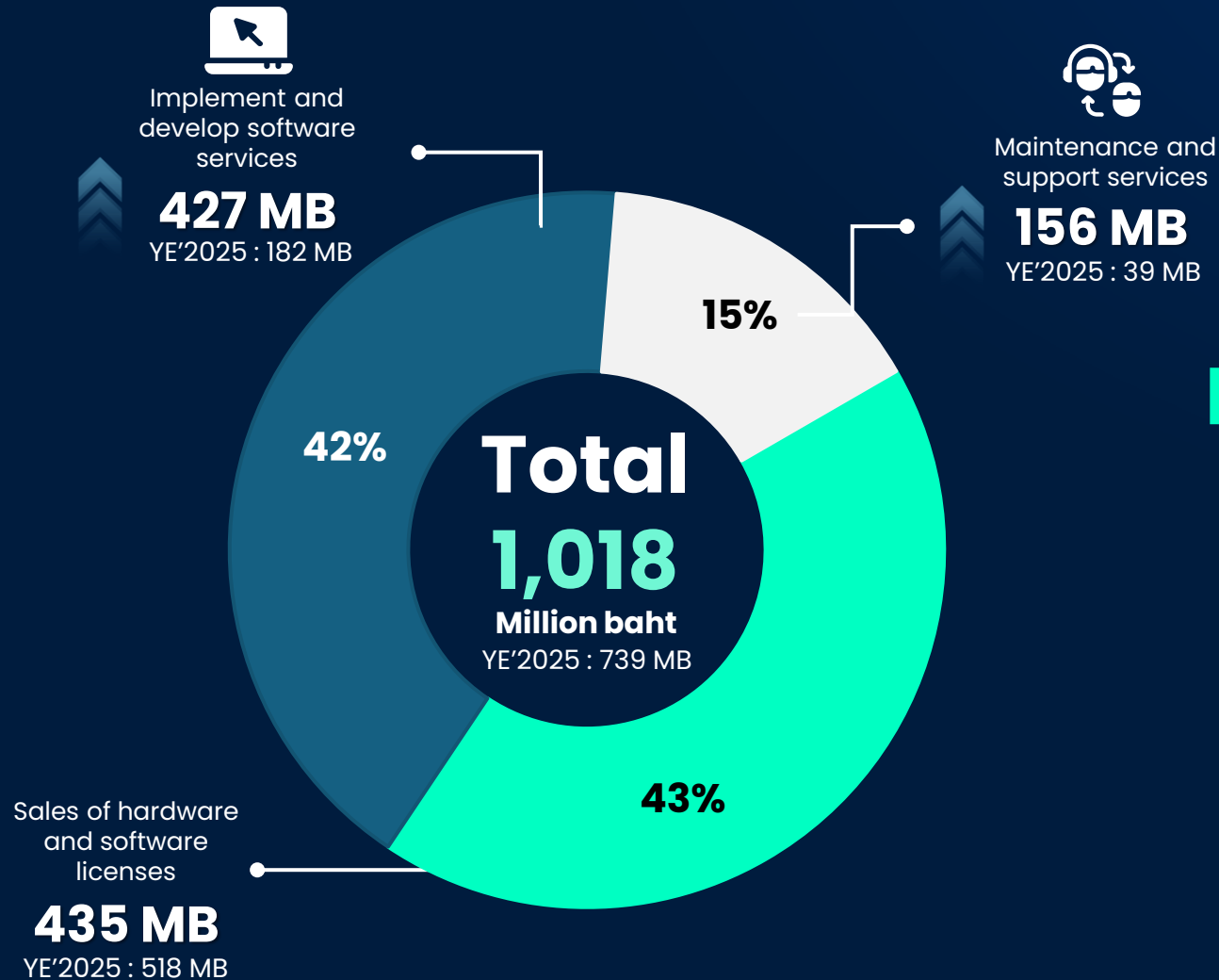
Debt-free structure and strong equity base unlock capacity to invest, scale, and capture new opportunities

## Assets

## Liabilities & Equity



# Revenue Backlog as of Q1'2026



## Backlog up +38% YoY

driven by stronger software development services, reinforcing 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)

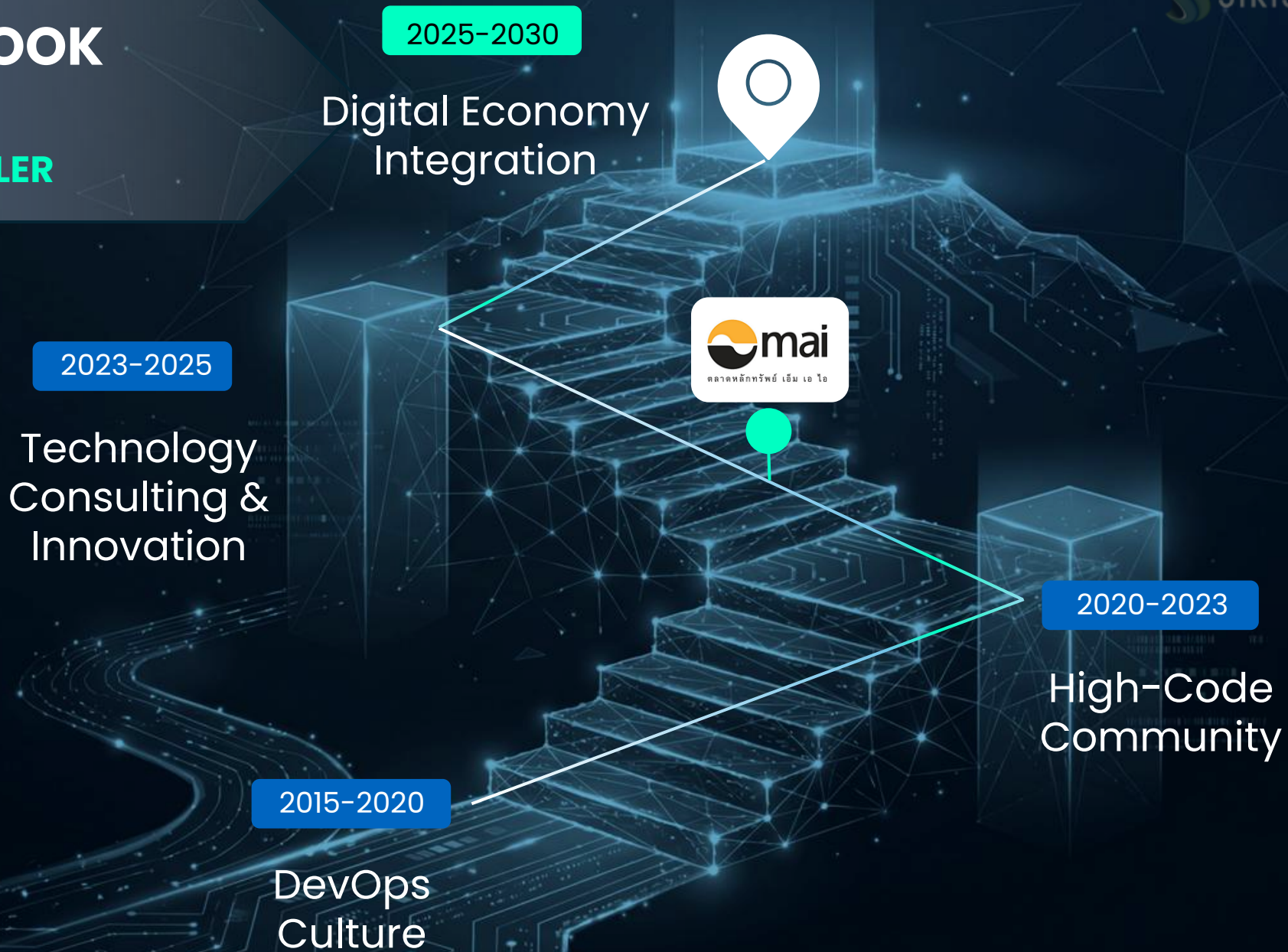
- ✓ **Drive AI-driven organizational transformation** to enhance engineering capabilities, delivery standards, and scalable execution
- ✓ Focus on **high-value cloud, data & AI, and digital transformation projects** across **government, regulated industries, and high-growth private sectors** (e.g., energy, 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)**

# 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



## Q1'26 MD&A



## Contact IR

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