



G-ABLE PUBLIC COMPANY LIMITED

FY2023

ANALYST  
PRESENTATION



A small orange triangle pointing upwards is positioned above the word 'AGENDAS'.

# AGENDAS

- 
- A large orange triangle pointing upwards is located on the left side of the slide.
- 
- A small orange triangle pointing upwards is located to the right of the list items.
- ▲ FINANCIAL HIGHLIGHTS 2023
  - ▲ TREND & FINACIAL TARGETS 2024

The background of the slide is a dark, abstract composition. On the left, there is a vertical orange gradient bar. The rest of the background is dark with various financial-themed elements: a faint silhouette of a person's head and shoulders on the left, a candlestick chart with green and red bars at the bottom, a line chart with multiple colored lines (blue, green, pink) and data points in the center-right, and some faint text like "Software Index/Technology Select Sector" and "Fund 12.31%" in the upper right. The overall aesthetic is high-tech and professional.

g<sup>▲</sup>able

# FINANCIAL HIGHLIGHTS

# FY2023 KEY HIGHLIGHTS

- ▲ All-time high revenue with sales and service incomes raised by 13% YoY
- ▲ Software platform's revenue rose by 71% YoY
- ▲ Gross profit increased by 10% YoY
- ▲ Gross profit margin maintained YoY despite the uncertainty in the market
- ▲ Without IPO related expenses & other incomes, net profit will increase from last year
- ▲ All-time high backlog of 4,544 Million Baht
- ▲ Controllable IBDE Ratio lowered to 0.02 times and solid cashflow over 1,300 Million Baht

# ALL-TIME HIGH REVENUE IN 2023

	FY2022		FY2023		% YoY
	M Baht	%	M Baht	%	
Total revenue	4,782	100%	5,358	100%	12%
Sales and service incomes	4,731	99%	5,338	100%	13%
Other incomes	50	1%	20	0%	-60%
Gross profit	1,003	21%	1,099	21%	10%
SG&A	712	15%	788	15%	11%
Selling and distribution expenses	327	7%	391	7%	20%
Administrative & other expenses	385	8%	397	7%	3%
Operating profit	342	7%	332	6%	-3%
EBITDA	408	9%	401	7%	-2%
Financial cost	8	0%	15	0%	87%
Income tax expenses	66	1%	64	1%	-2%
Profit for the period	268	6%	253	5%	-6%
Profit attributable to equity holders of the company	267		252		-6%



## 1. ENTERPRISE SOLUTION AND SERVICES

- ▲ Cloud and Data Center Modernization
- ▲ Cyber Security Solution
- ▲ Data and Analytics
- ▲ Digital Business and Application
- ▲ Managed Tech Services



## 2. VALUE-ADDED DISTRIBUTION SOLUTION

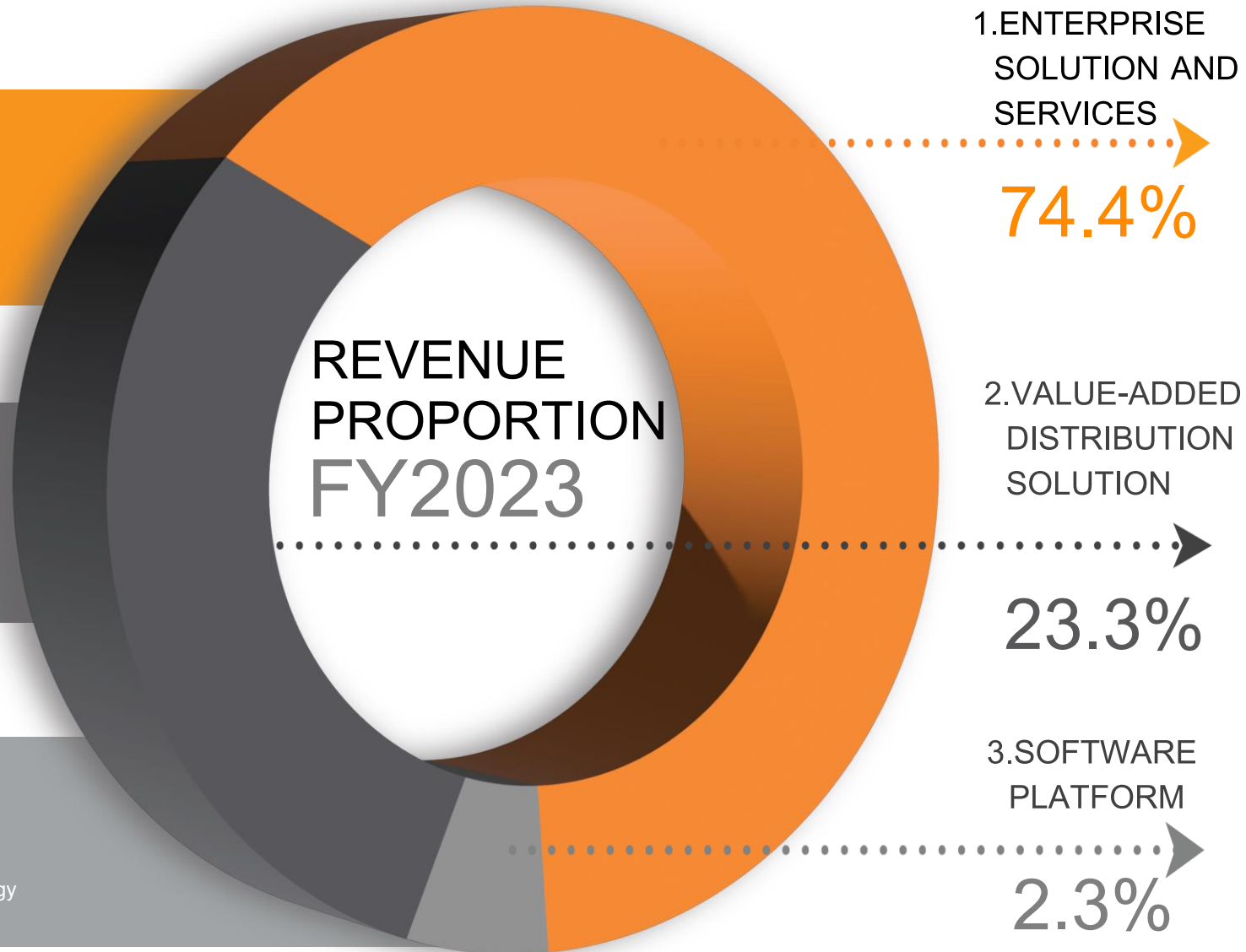
- ▲ Being a distributor of technology solutions – Oracle and Veritas

ORACLE VERITAS



## 3. SOFTWARE PLATFORM

- ▲ Simplified Big Data Platform
- ▲ Digital Property Management Platform and Operation management
- ▲ One-Stop Service Marketing Technology

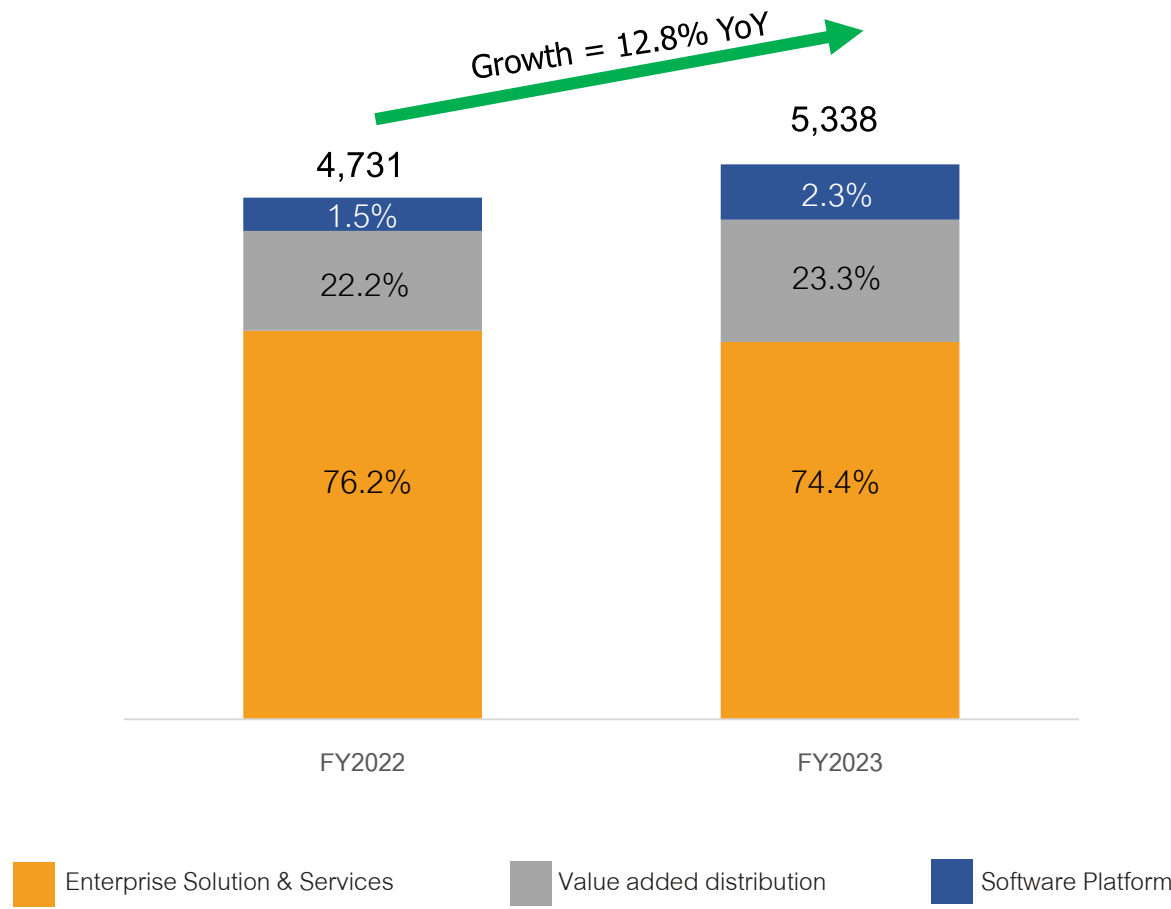


# G-ABLE'S PROVEN TRACK RECORDS - PROFITABILITY



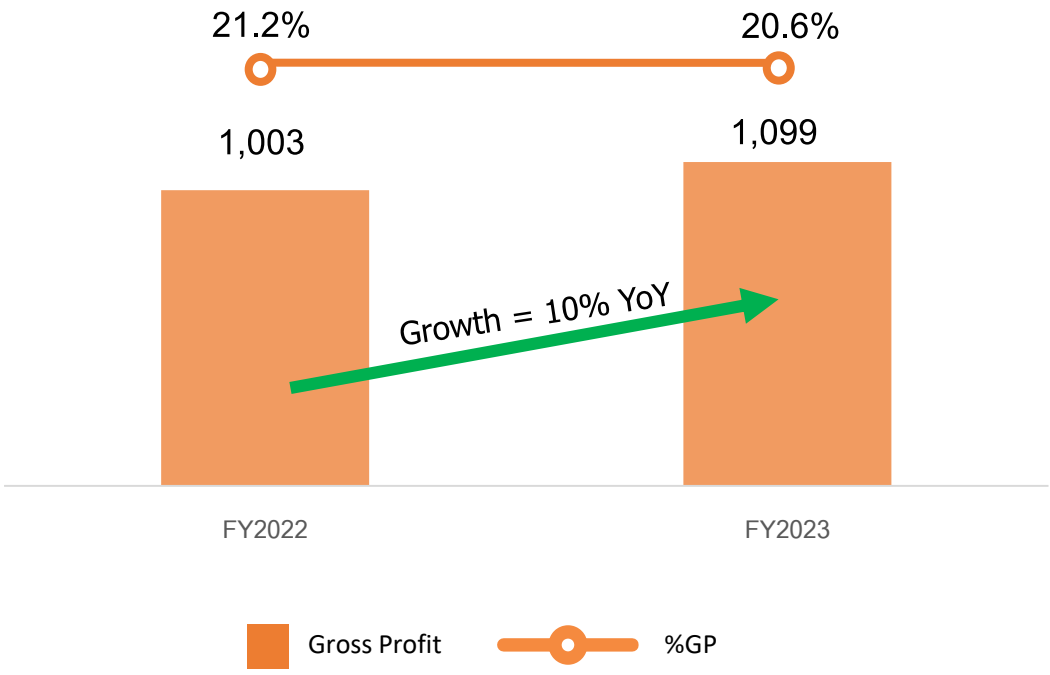
## Revenue From Sales & Services

Million THB



## Gross Profit

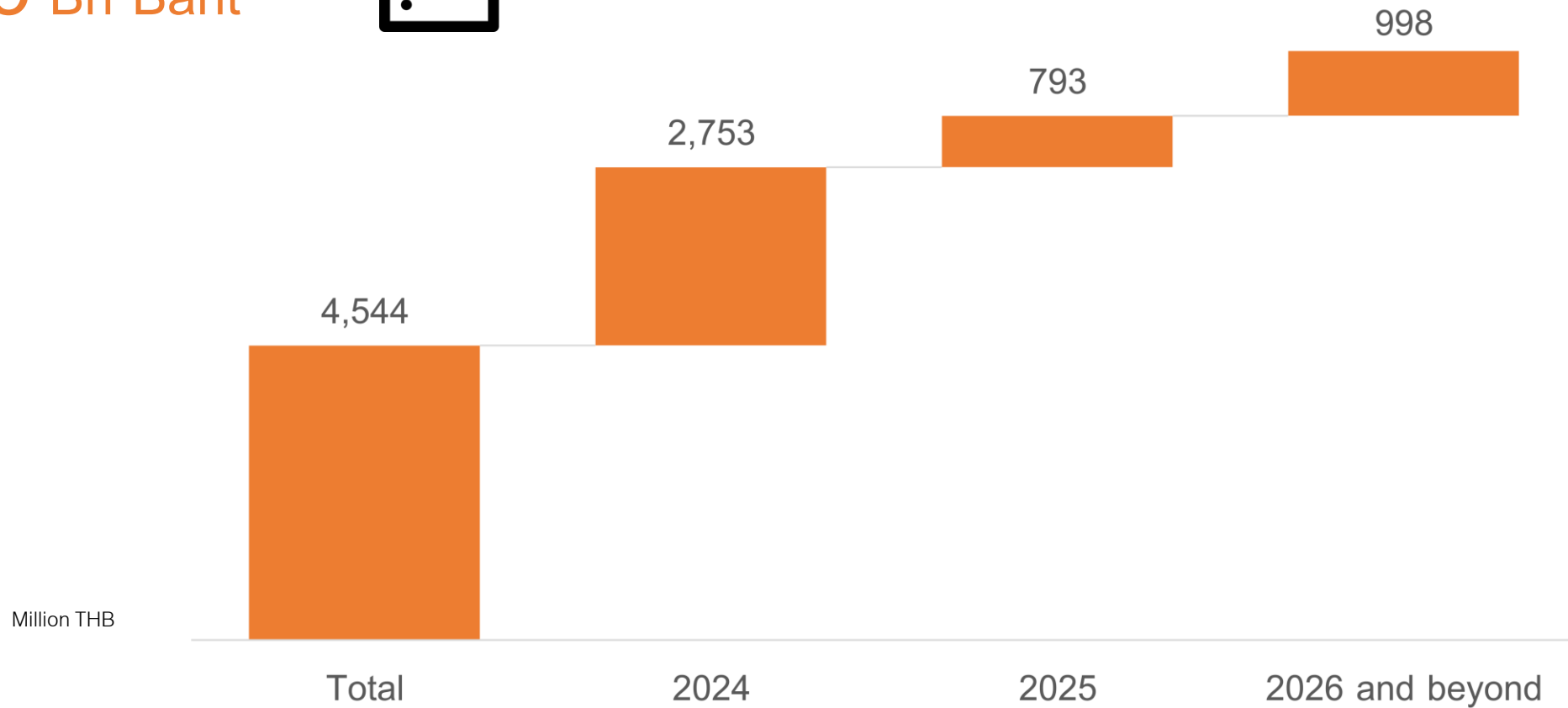
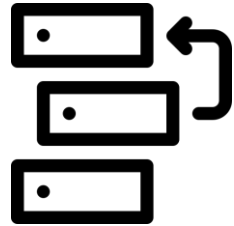
Million THB



# ALL-TIME HIGH BACKLOG AS OF 4Q2023

Backlog

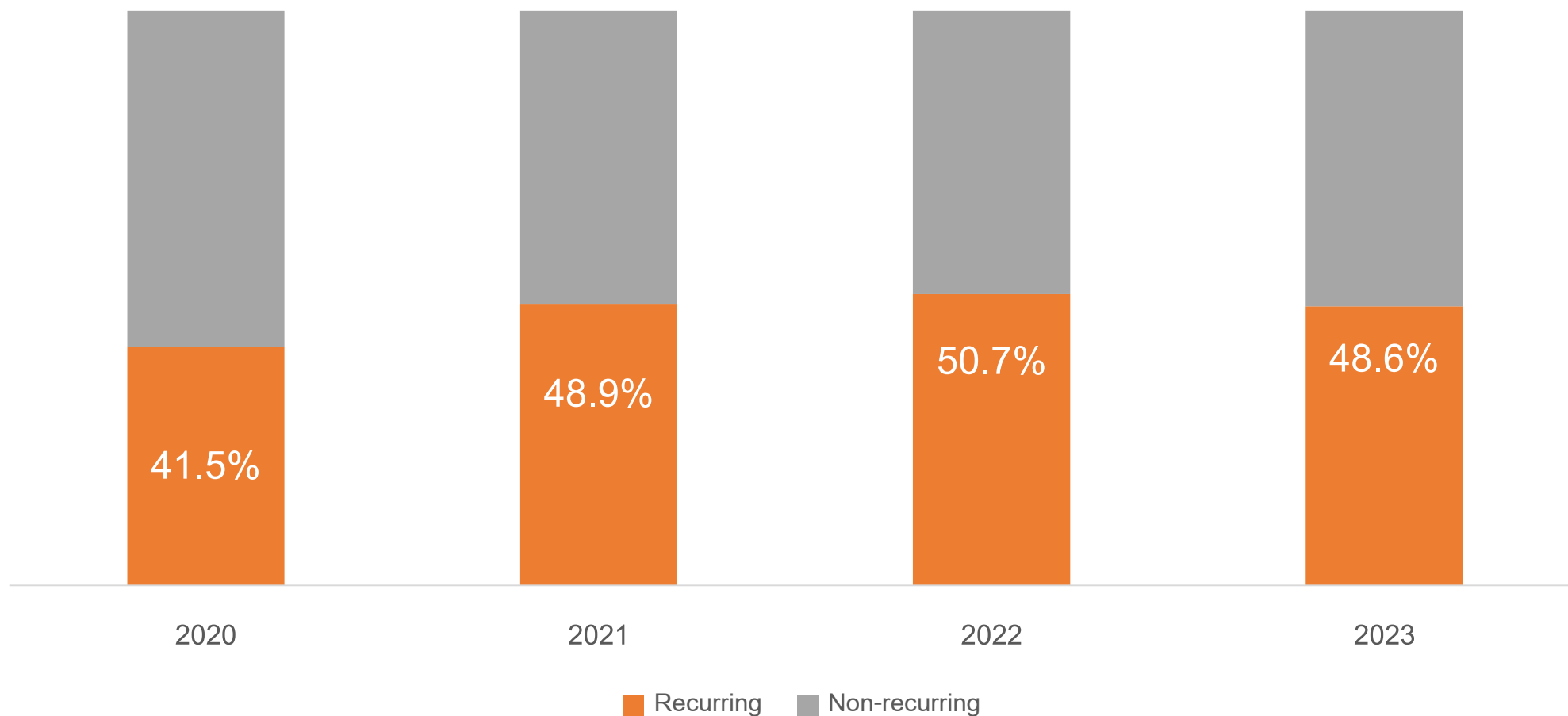
4.5 Bn Baht





# CONSISTENT AND STRONG RECURRING INCOME

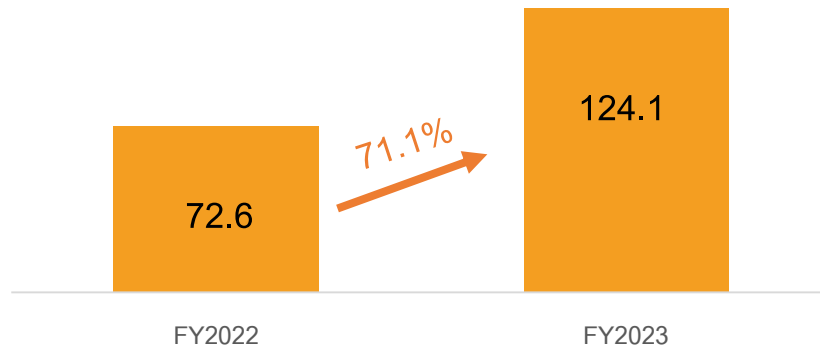
## % Recurring to Revenue



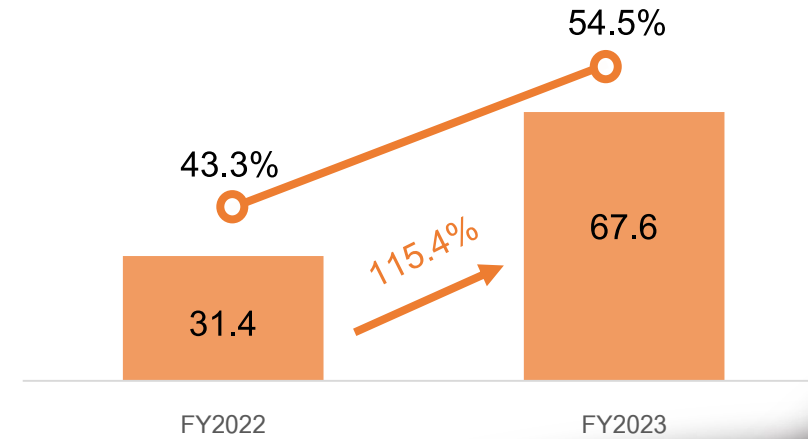
# OUR SOFTWARE PLATFORM TO BE GROWTH ENGINE

## Revenue

Million THB



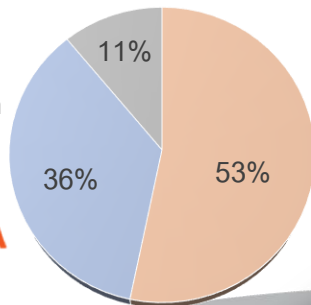
## Gross Profit



FY2023  
Software Platform's  
Revenue Contribution



### Mverage

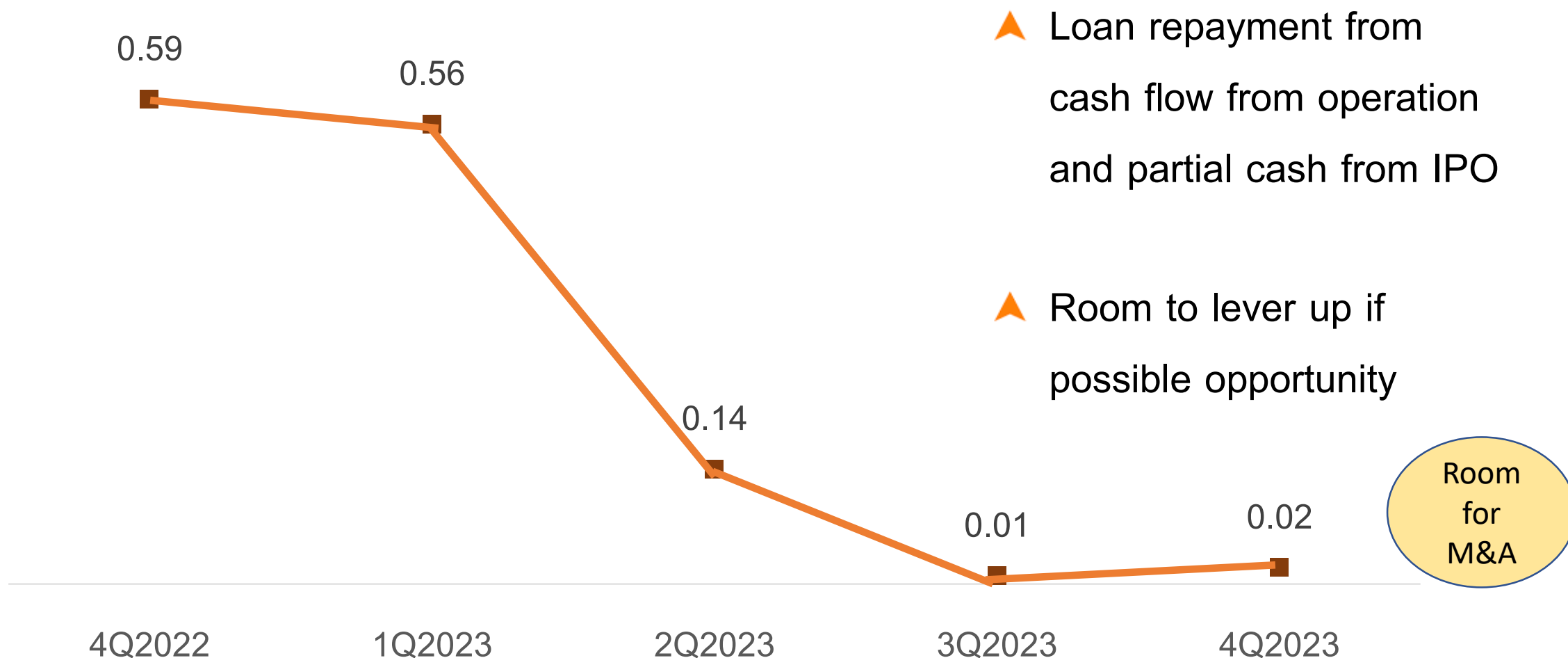


BLENDATA









MORE  
TO COME!

# 2023 IBDE RATIO: VERY LOW INTEREST DEBT



# 2023 KEY FINANCIAL HIGHLIGHTS

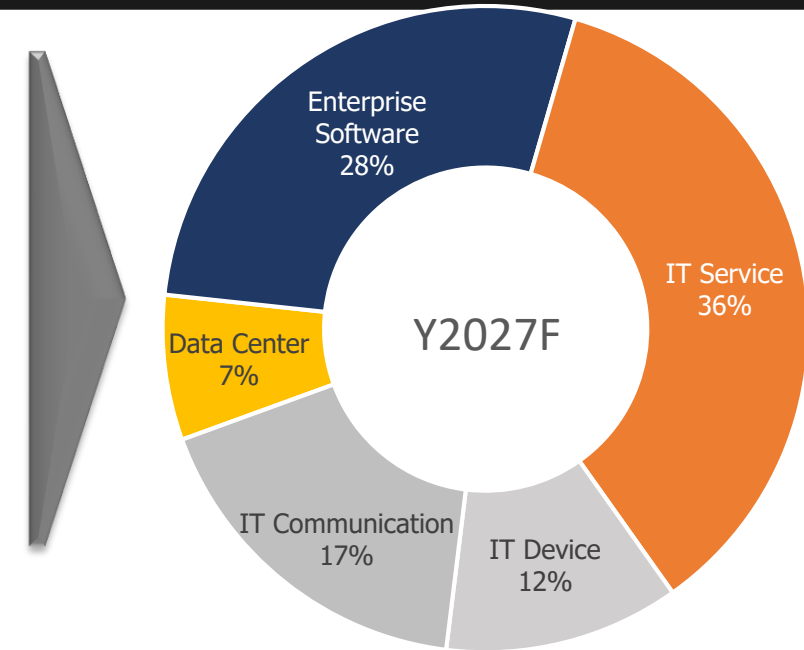
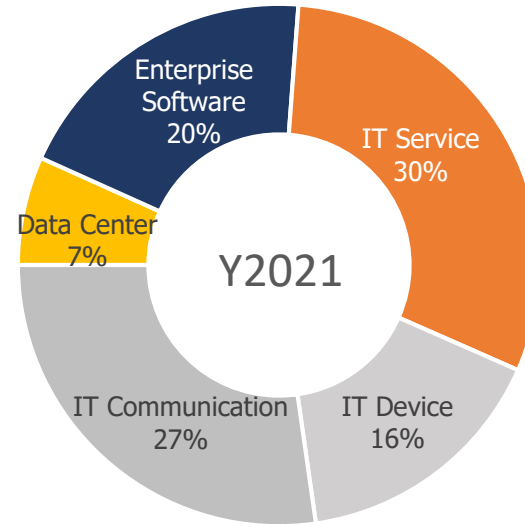
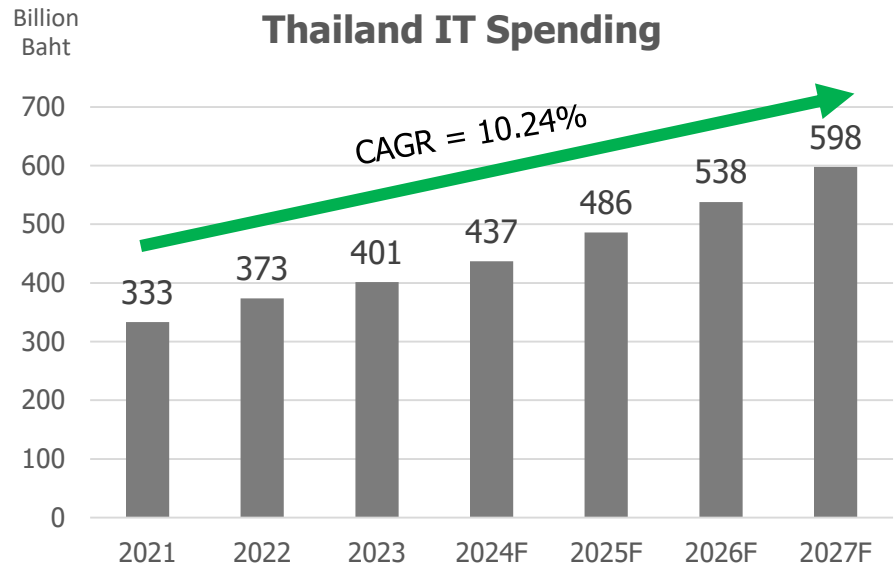
	2022 Actual	2023 Target	2023 Actual
 <i>Sales and service incomes</i>	4,731 M Baht	8 – 15% Growth	5,338 M Baht Up 12.8%
 <i>% Recurring incomes</i>	50.7%	> 50%	48.6%
 <i>% Gross profit</i>	21.2%	18 – 22%	20.6%
 <i>% SG&amp;A to revenue</i>	14.9%	14 – 15%	14.7%
 <i>Backlog</i>	4,051 M Baht	4,000 – 5,000 M Baht	4,544 M Baht
 <i>IBDE ratio</i>	0.6 Times	< 0.5 Times	0.02 Times



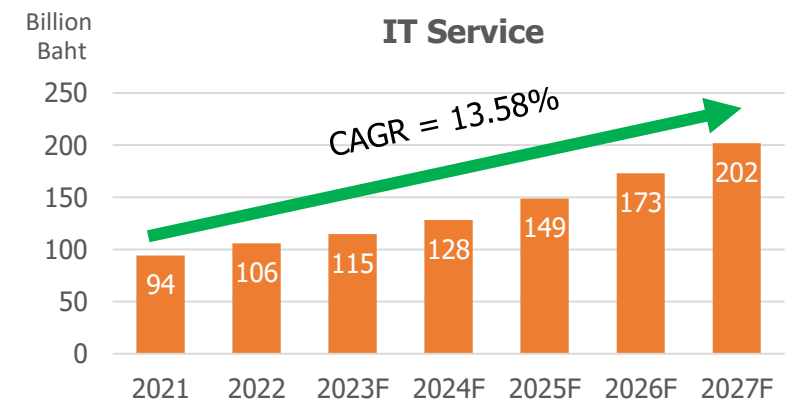
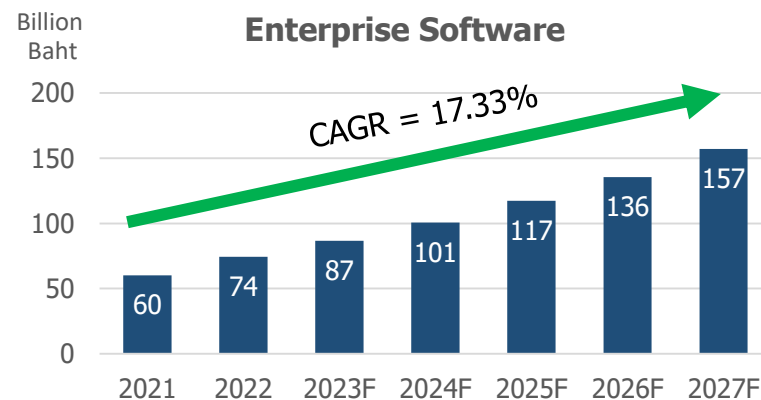
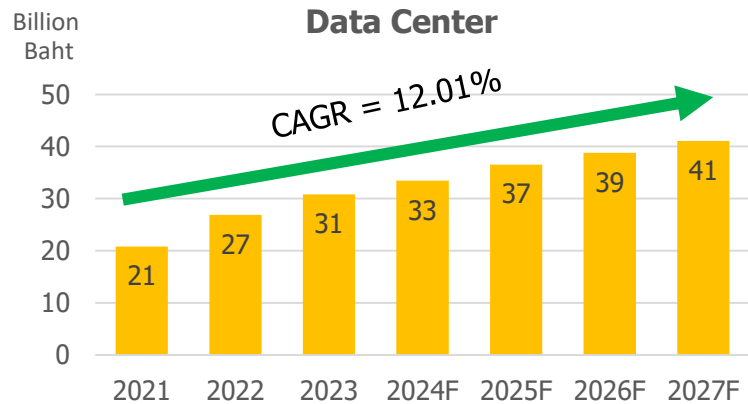
g<sup>^</sup>able

# TREND & FINANCIAL TARGETS 2024

# THAILAND'S IT SPENDING

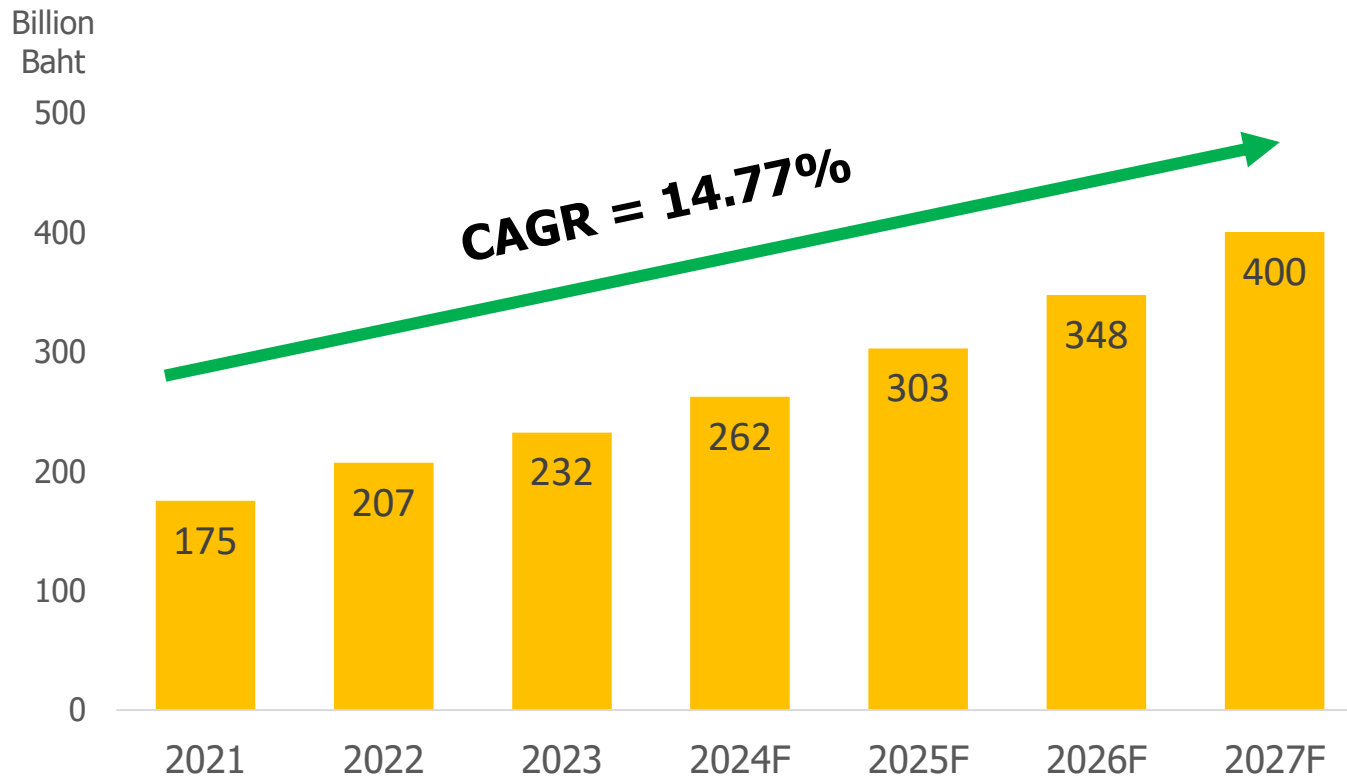


## G-able Related Solution



# THAILAND'S IT SPENDING

## Thailand's IT Spending Related to G-Able



Source : Gartner

\*Data center, Enterprise Software and IT service related to G-Able's business

## BY INDUSTRIES

+24%

Services

+15%

Education

+14%

Financial Service

+13%

Energy & Manufacturing







+10%

Telecommunication

+16%

Others

# 2024 KEY FINANCIAL TARGETS

	2023 Actual	2024 Target
 <i>Sales and service incomes</i>	5,338 M Baht	5 – 15% Growth
 <i>% Recurring incomes</i>	48.6%	> 50%
 <i>% Gross profit</i>	20.6%	20 – 22%
 <i>% SG&amp;A to revenue</i>	14.7%	14 – 15%
 <i>Backlog</i>	4,544 M Baht	4,500 – 5,500 M Baht
 <i>IBDE ratio</i>	0.02 Times	< 0.5 Times



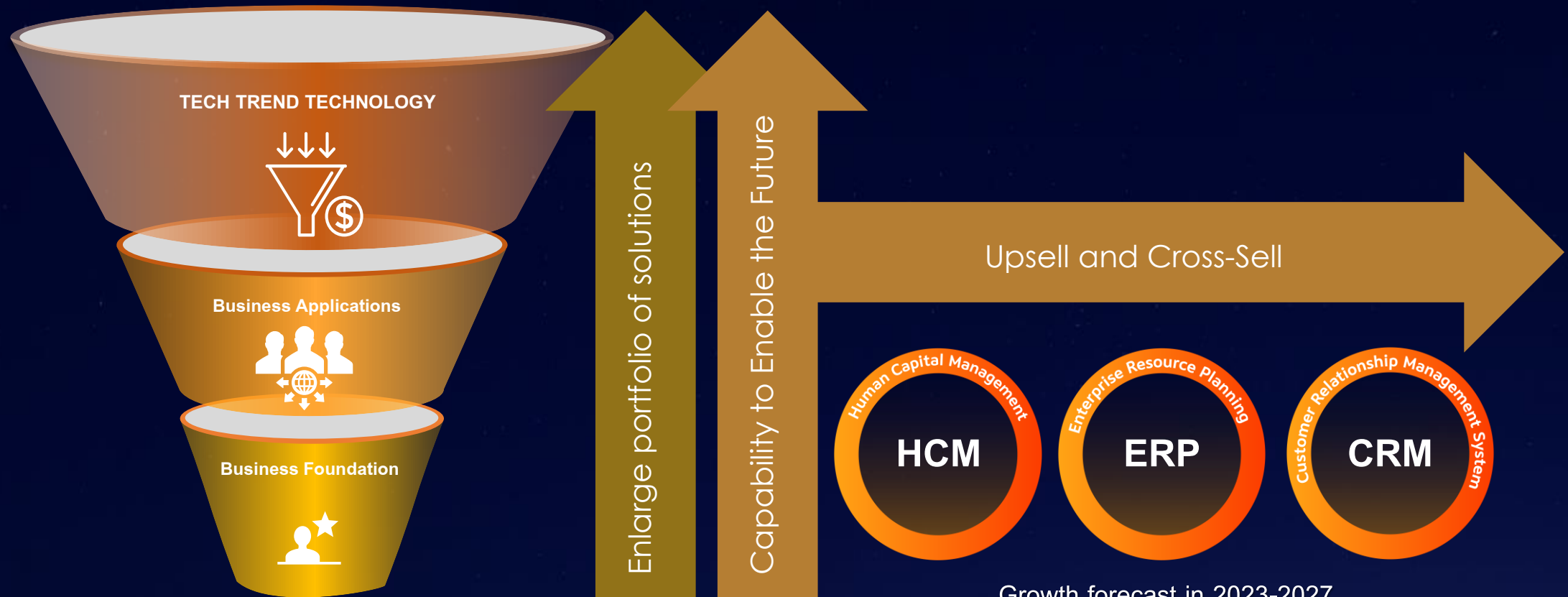
## *GAIN UPSIDE FROM AI TRANSFORMATION JOURNEY*



## GROWTH ENGINES ENPANSION IN SEVERAL DIMENSIONS



# 2024 AND BEYOND : BUILDING SUSTAINABLE GROWTH



Growth forecast in 2023-2027

Double Digit Growth

Source : Gartner



# 2024 AND BEYOND : BUILDING SUSTAINABLE GROWTH



Average Solution  
Growth forecast  
2023-2027

**CAGR 18.2%**

Source : Gartner

Global Largest HCM

**65**

Million Users

SET100

**1.0 Million** Employees

Source : SET 2022

<1,000	1,000-3,000	3,000-5,000	5,000-10,000	>10,000
7,423 Employee	41,311 Employee	82,793 Employee	67,489 Employee	867,589 Employee
17 Companies	24 Companies	21 Companies	10 Companies	27 Companies

TOTAL EMPLOYED IN THAILAND

**39.8 Million** Employees (Nov 2022)

Source : Department of Employment

Top 7 Industries

Agriculture	Manufacture	Retail	Hotel	Govt	Construct	Transport
12.3 Mil	6.7 Mil	6.6 Mil	2.8 Mil	2.0 Mil	2.1 Mil	1.5 Mil

*WE ARE ACTIVELY DISCUSSING SEVERAL DEALS IN PIPELINE FOR ACQUISITIONS AND JOINT VENTURES.*

## Investment Thesis

1. **Good** tech good product
2. **Good** Win-Win Synergy
3. **Good** and reasonable value

SMART  
BUSINESS  
APPLICATION

CYBER  
SECURITY

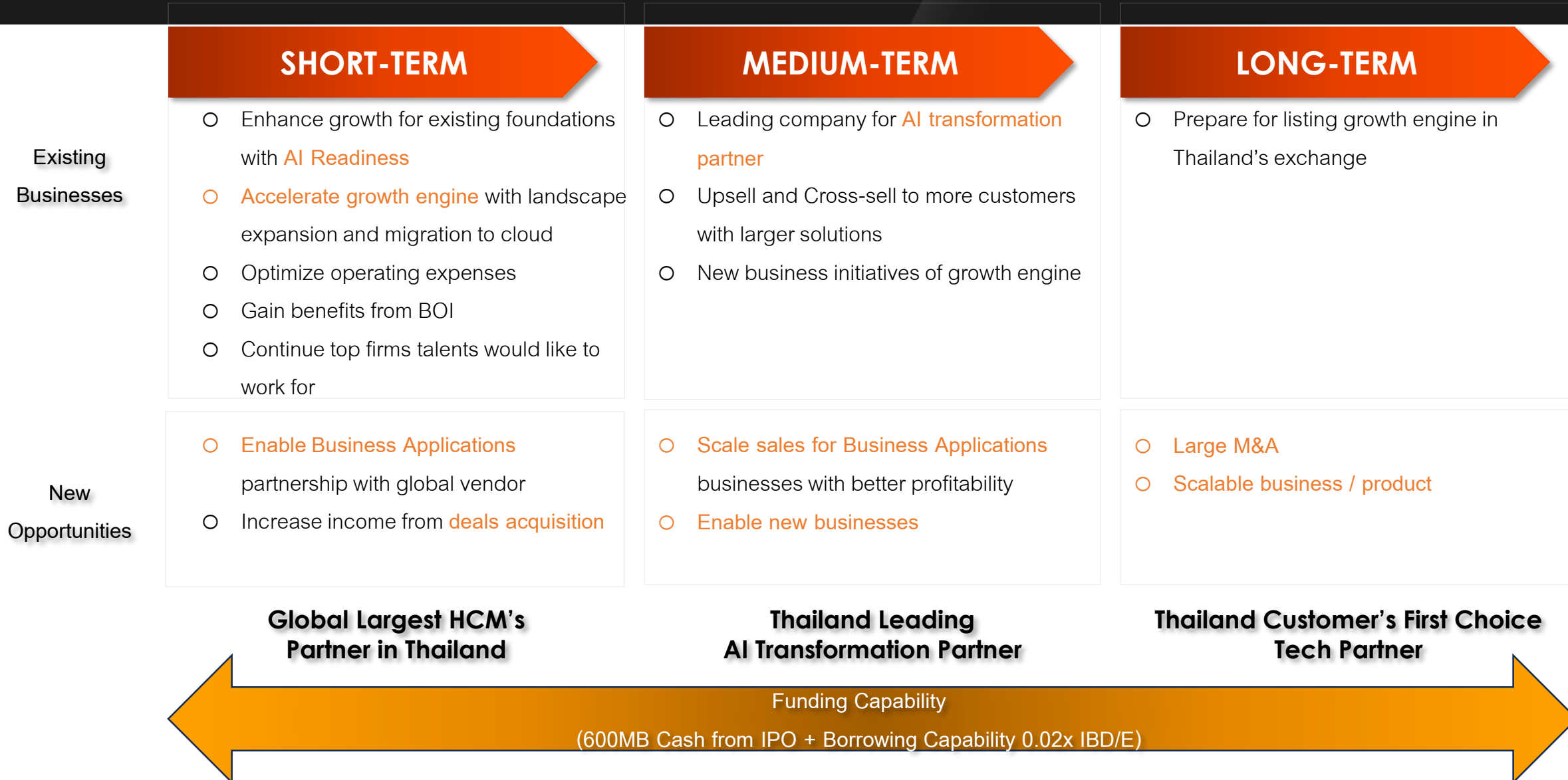
PLATFORM  
ENGINEERING

CONSULTING  
PARTNER

INDUSTRIES  
TRANSFORMATION  
SOLUTIONS

ADVANCED  
TECHNOLOGY

# 2024 AND BEYOND : BUILDING SUSTAINABLE GROWTH



- The company's intention has always been to provide investors with a good dividend as well as capital growth
- Our stated policy has been to pay a dividend when the Board thought it was appropriate and prudent

The Board intends to propose to shareholders at the AGM that a dividend should be paid in the amount of 0.2890 Baht per share or 80% dividend payout ratio

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## CONTACT US

G-ABLE PUBLIC COMPANY LIMITED

Investor Relations Department

[ir@g-able.com](mailto:ir@g-able.com)

02-781-9000