



FY2023

Opportunity Day



AGENDA

**Financial
Highlights 2023**

01

**Future Trend and
Strategic Direction
2024**

02

**Financial
Targets 2024**

03

The background features a dark, futuristic aesthetic with various financial data visualizations. On the left, a person's profile is visible, looking towards the right. The central and right portions are dominated by overlapping charts, including a candlestick chart with green and red bars, a line graph with multiple colored lines (blue, green, pink), and a bar chart with green bars. Text elements like "Index/Technology Select Sector" and "Fund 12.31%" are visible in a light blue font. The overall scene is lit with blue and orange tones, creating a high-tech, data-driven atmosphere.

g[▲]able

FINANCIAL 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



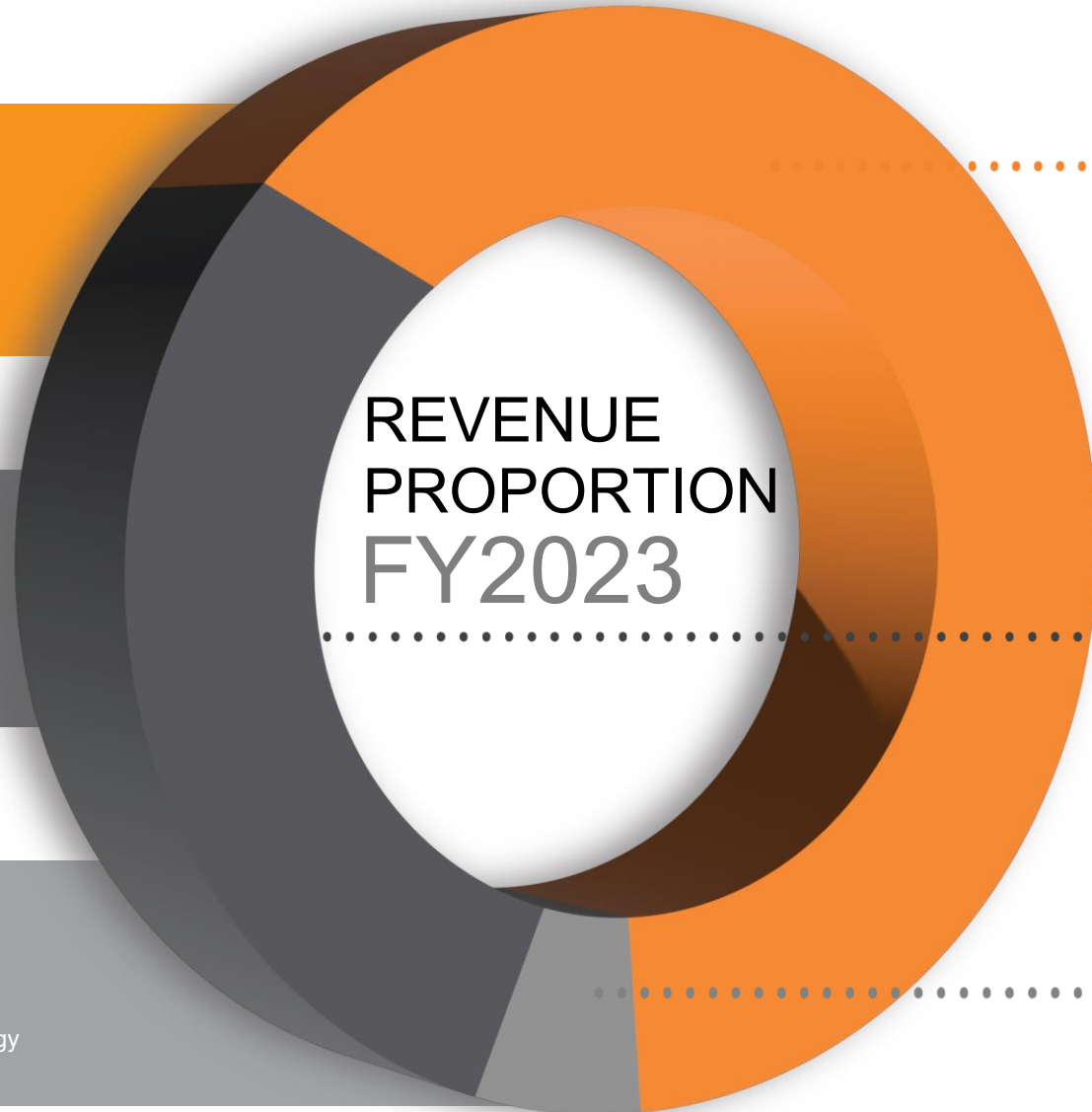
2. VALUE-ADDED DISTRIBUTION SOLUTION

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



3. SOFTWARE PLATFORM

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



1. ENTERPRISE SOLUTION AND SERVICES

74.4%

2. VALUE-ADDED DISTRIBUTION SOLUTION

23.3%

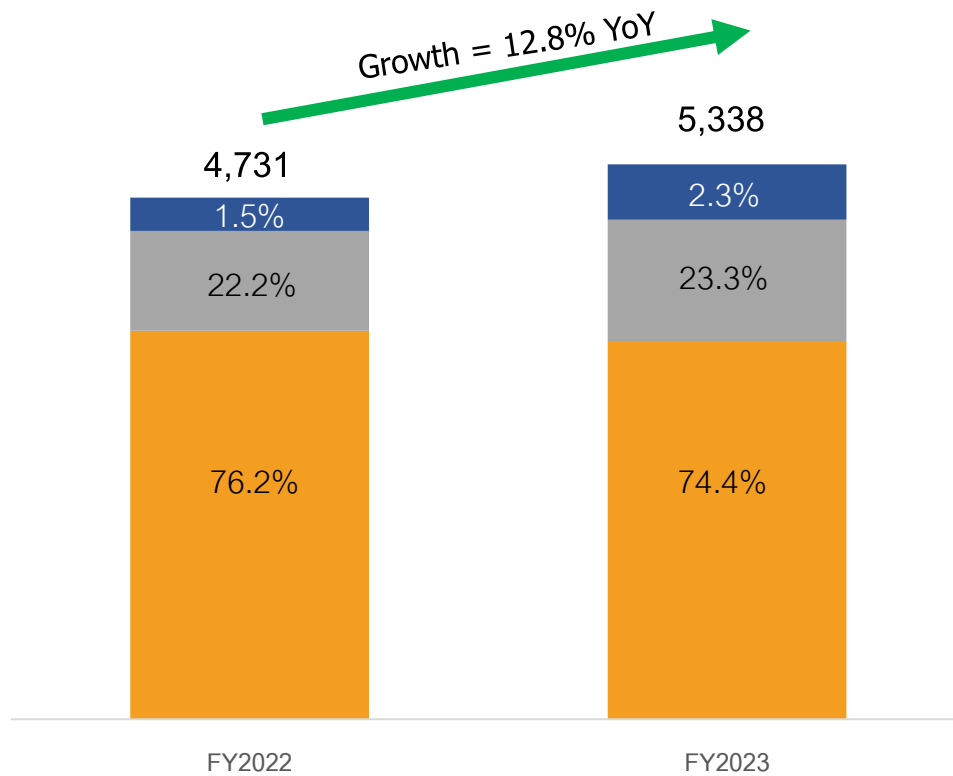
3. SOFTWARE PLATFORM

2.3%

G-ABLE'S PROVEN TRACK RECORDS - PROFITABILITY

Revenue From Sales & Services

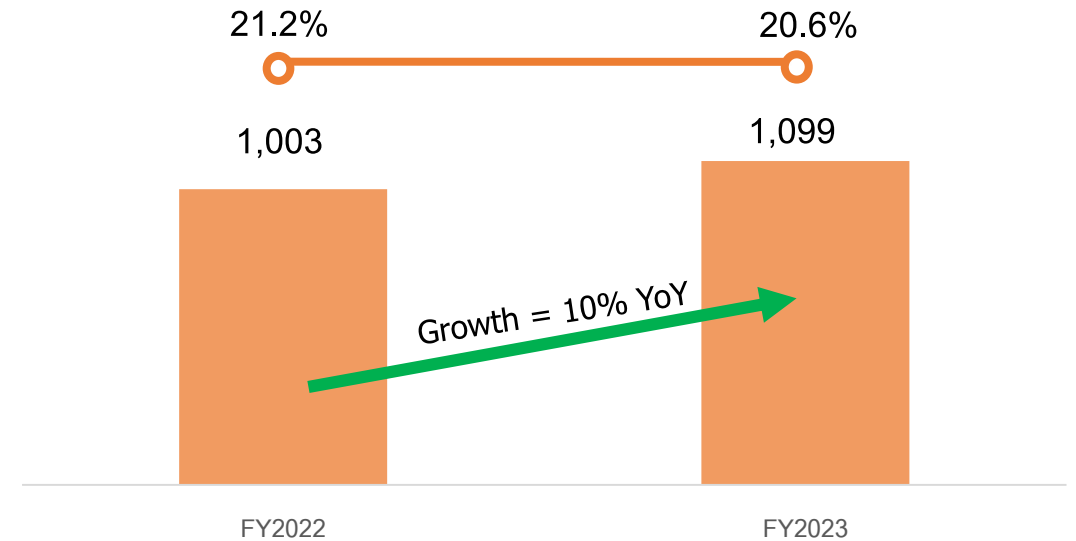
Million THB



Enterprise Solution & Services Value added distribution Software Platform

Gross Profit

Million THB

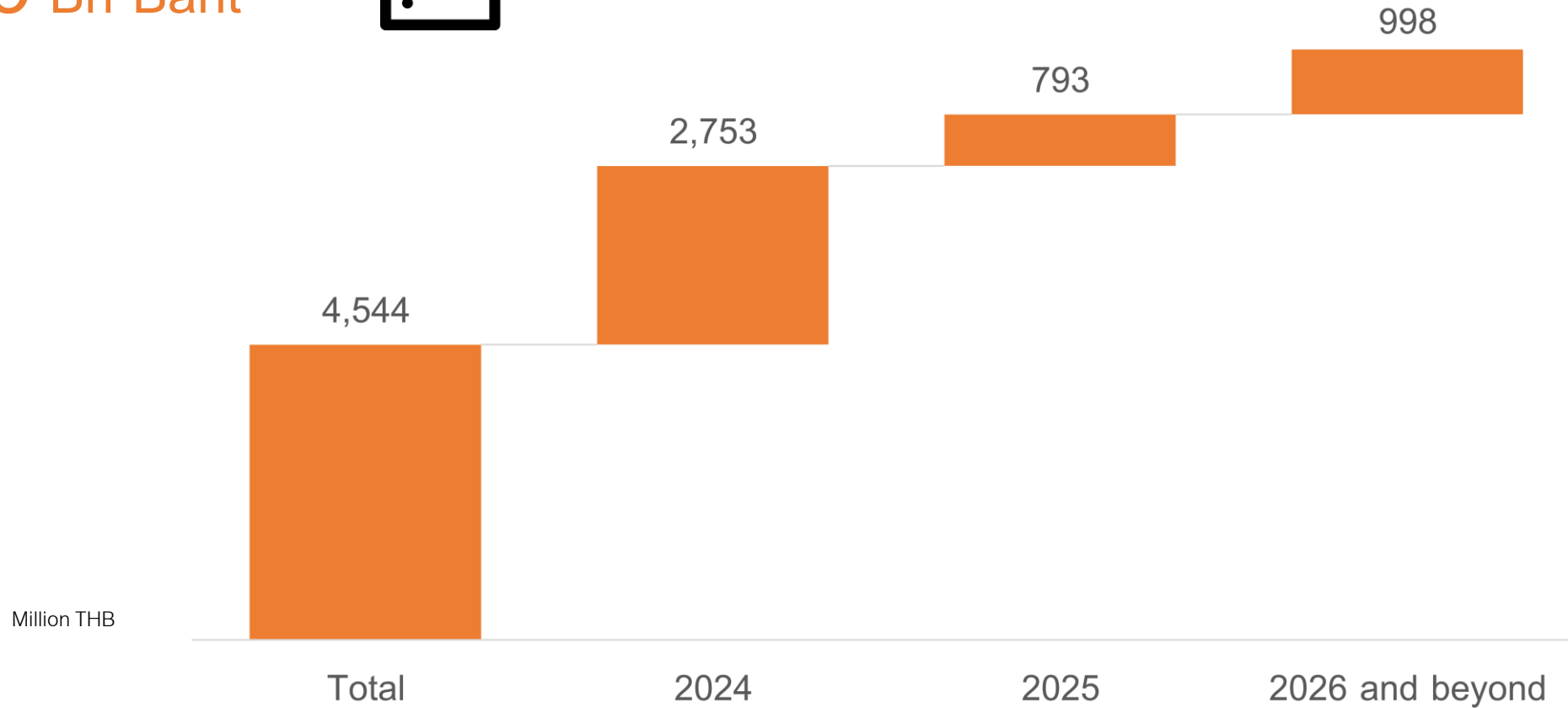
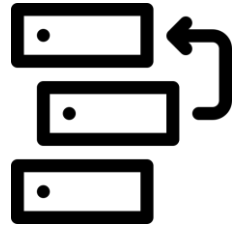


Gross Profit %GP

ALL-TIME HIGH BACKLOG AS OF 4Q2023

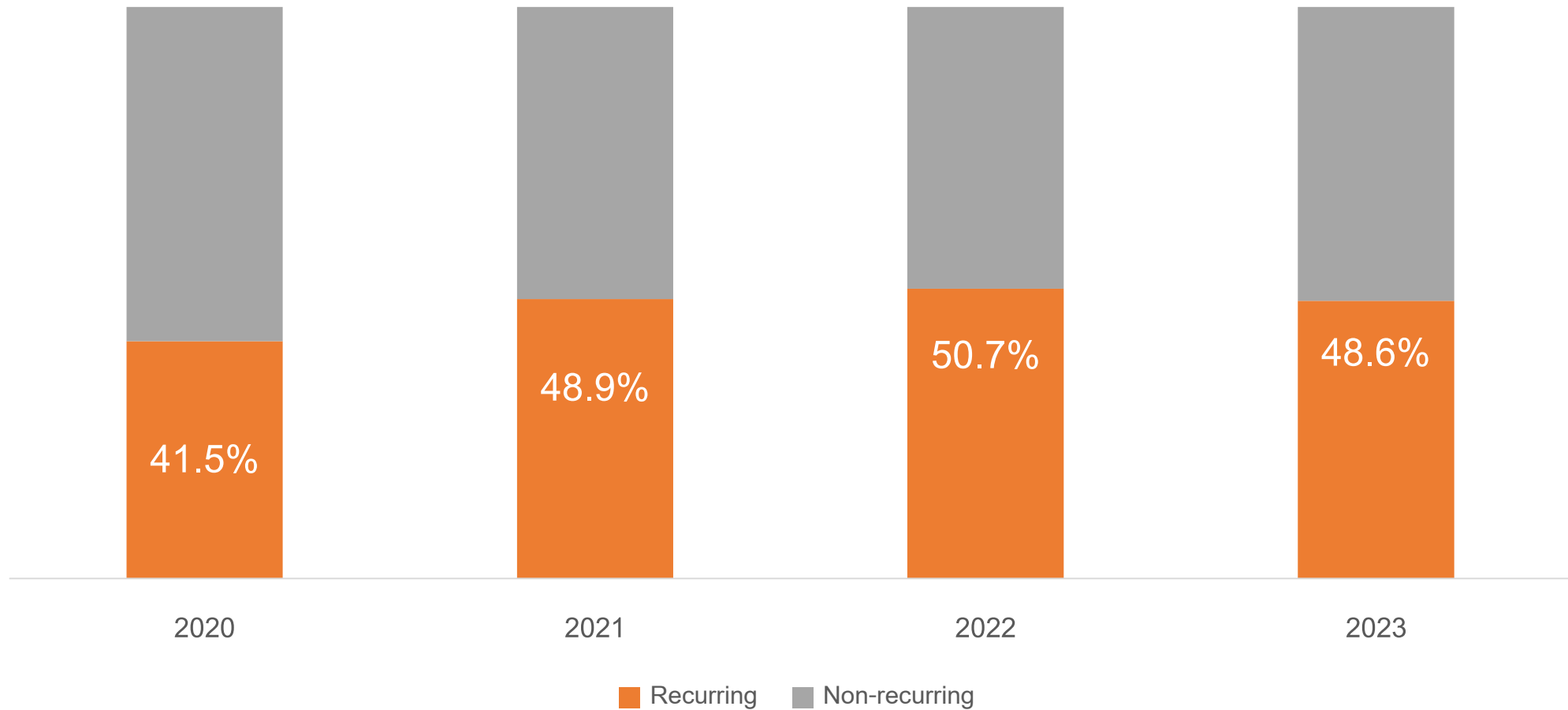
Backlog

4.5 Bn Baht



Million THB

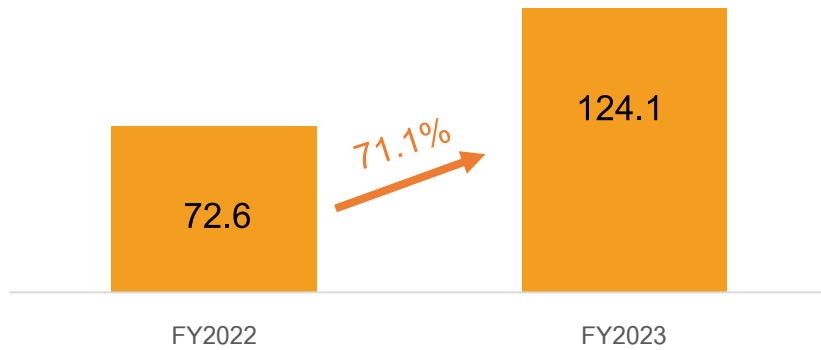
% Recurring to Revenue



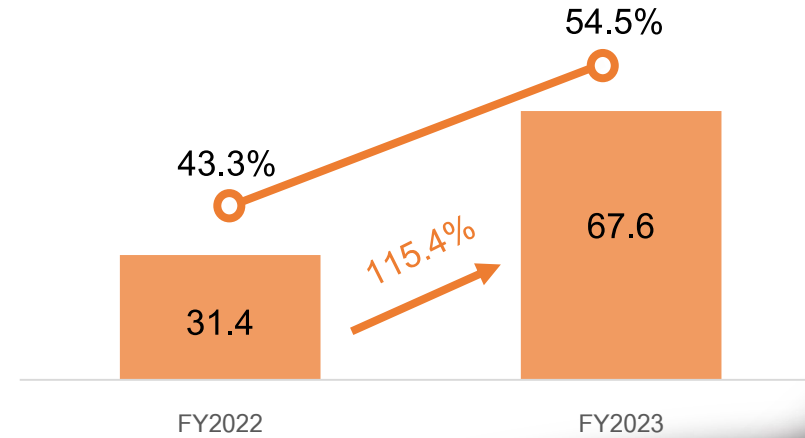
OUR SOFTWARE PLATFORM TO BE GROWTH ENGINE

Revenue

Million THB

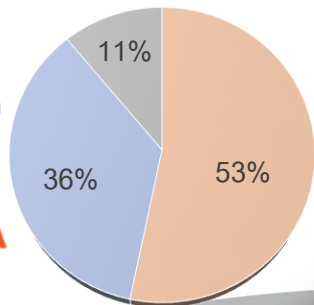


Gross Profit



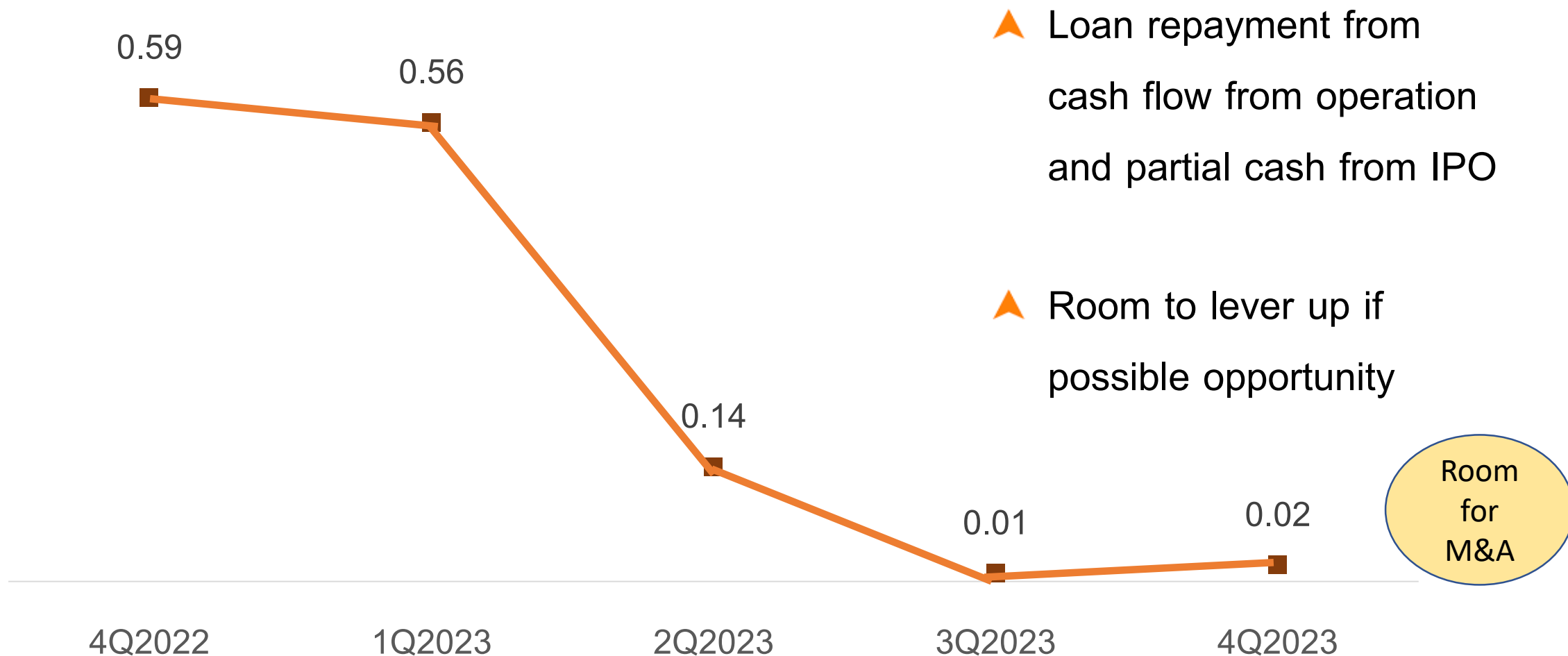
Mverage

FY2023
Software Platform's
Revenue Contribution









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&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

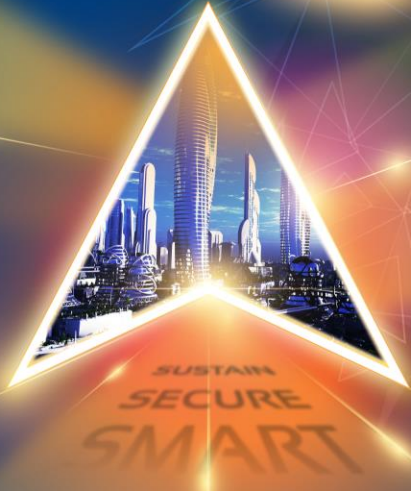


g[▲]able

**FUTURE TREND &
STRATEGIC DIRECTION 2024**

g able
Possible. Simple.

ENABLE THE FUTURE

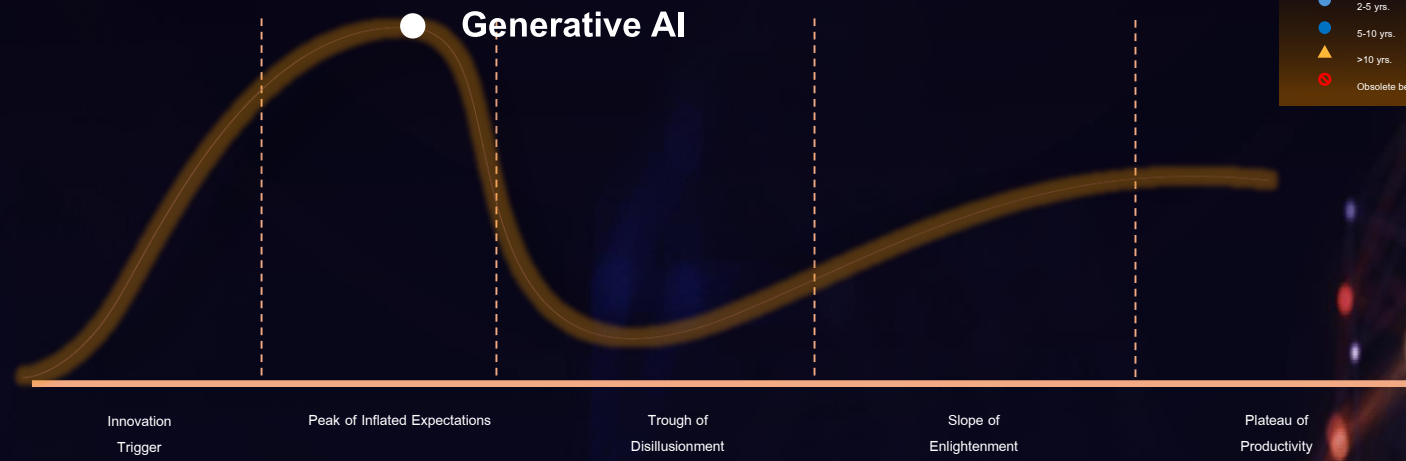


Sustainable = Smart + Secure

AI



Hype Cycle for GenAI



Plateau will be reached:

- <2 yrs.
- 2-5 yrs.
- 5-10 yrs.
- ▲ >10 yrs.
- ⊘ Obsolete before plateau

Source : Gartner

TOOL 🔍

AI



AI will infuse
everything that we do.



1993

World Wide Web



2007

iPhone



2022

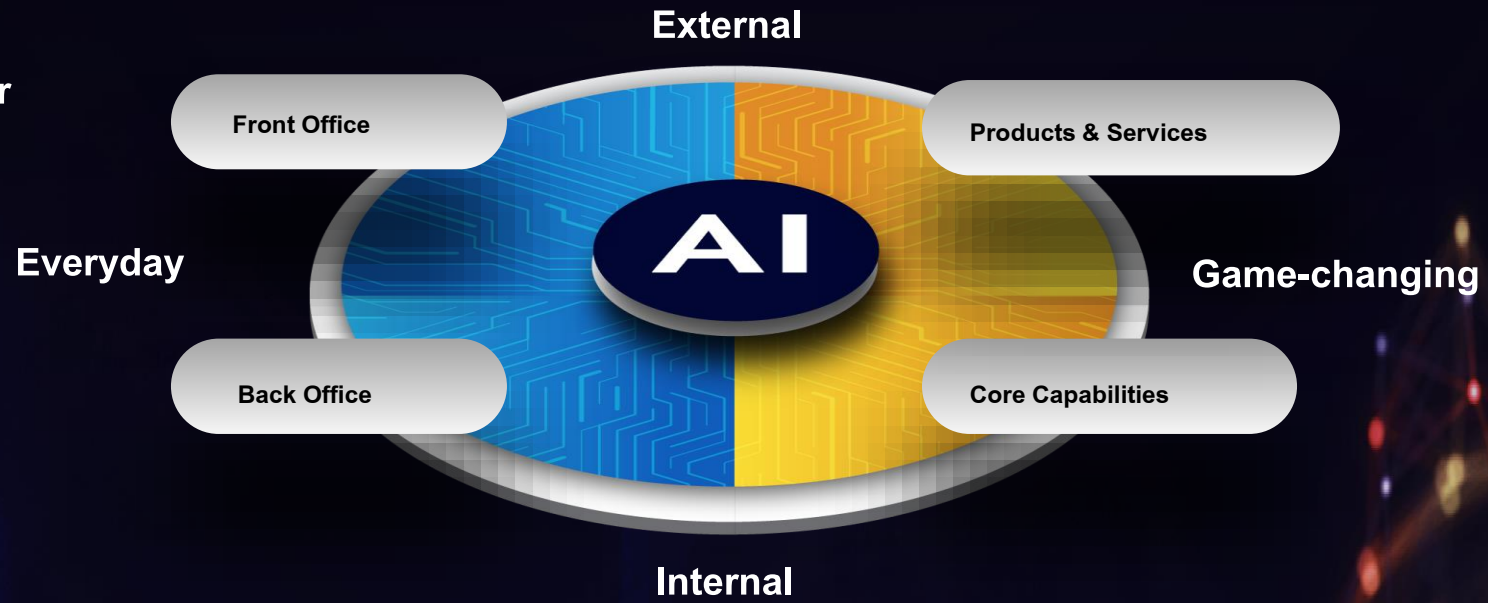
Chat GPT



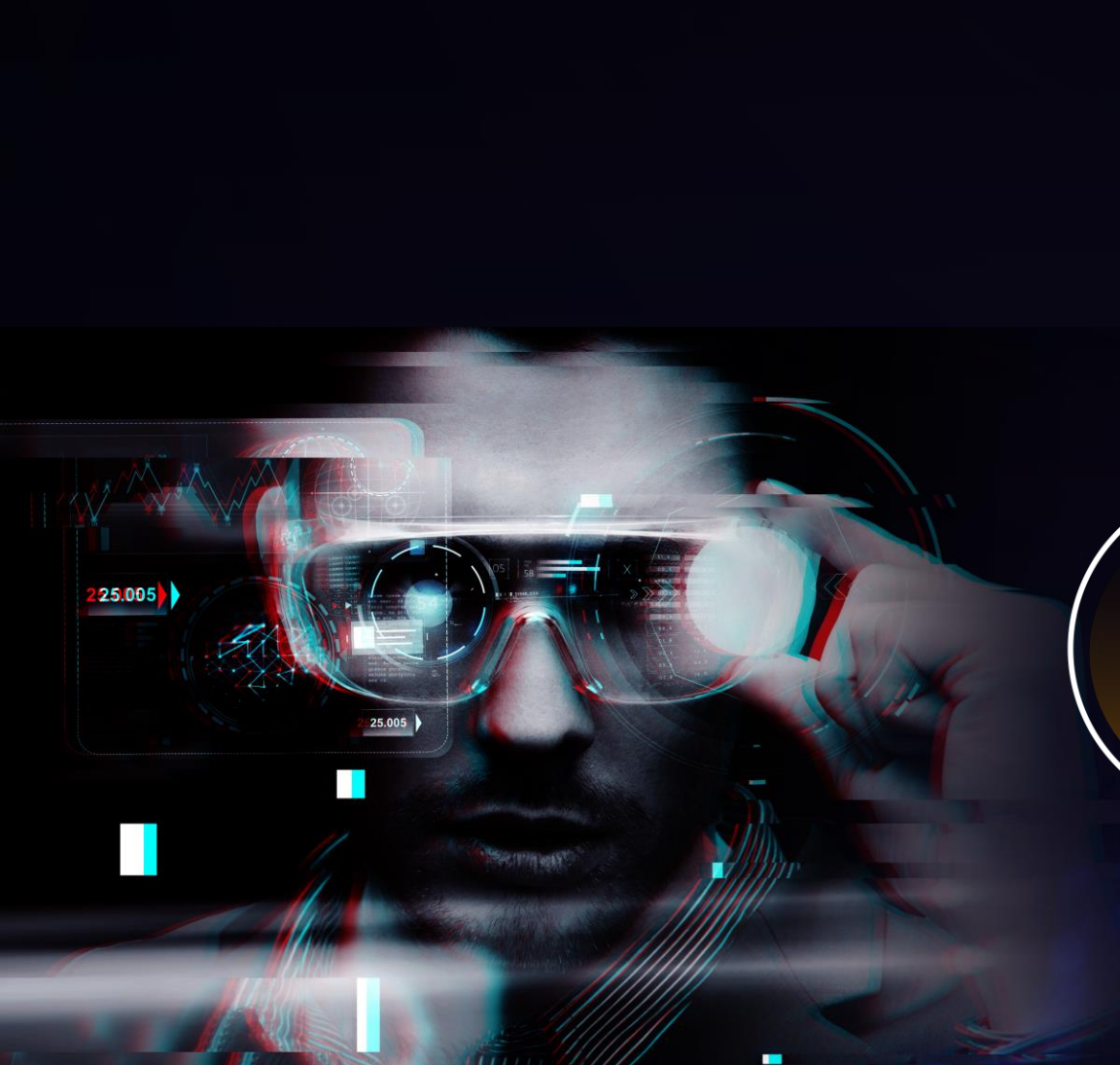


AI enable Smart Business

AI Opportunity Radar



Source : Gartner



of CIOs and Tech Leaders

**Have an AI vision
statement in place**

Source : Gartner



**CIOs and
Tech Leaders**



4%

Currently have
AI-ready data

Source : Gartner

CIOs and
Tech Leaders

96%

Aren't ready



4%

Currently have
AI-ready data

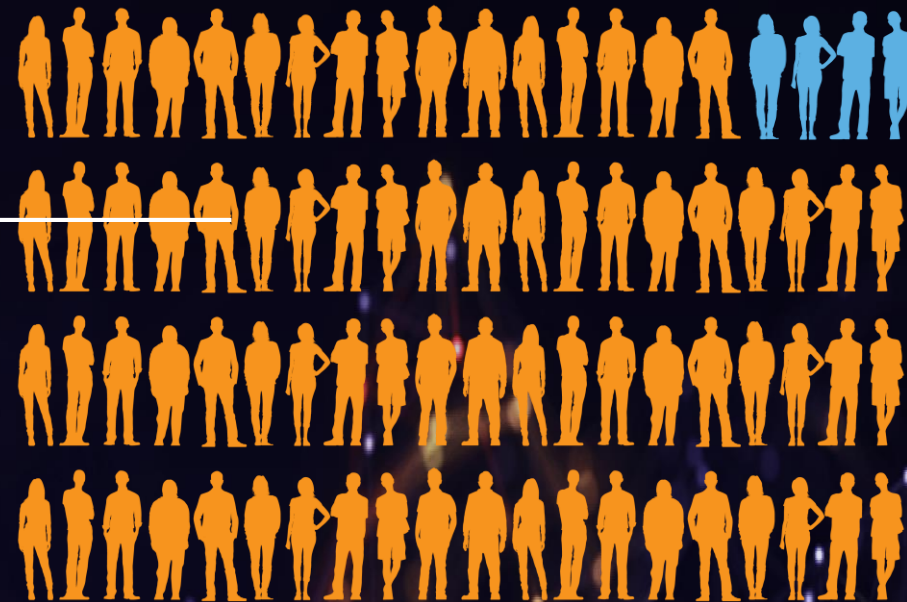
Source : Gartner

CIOs and
Tech Leaders

96%

Aren't ready

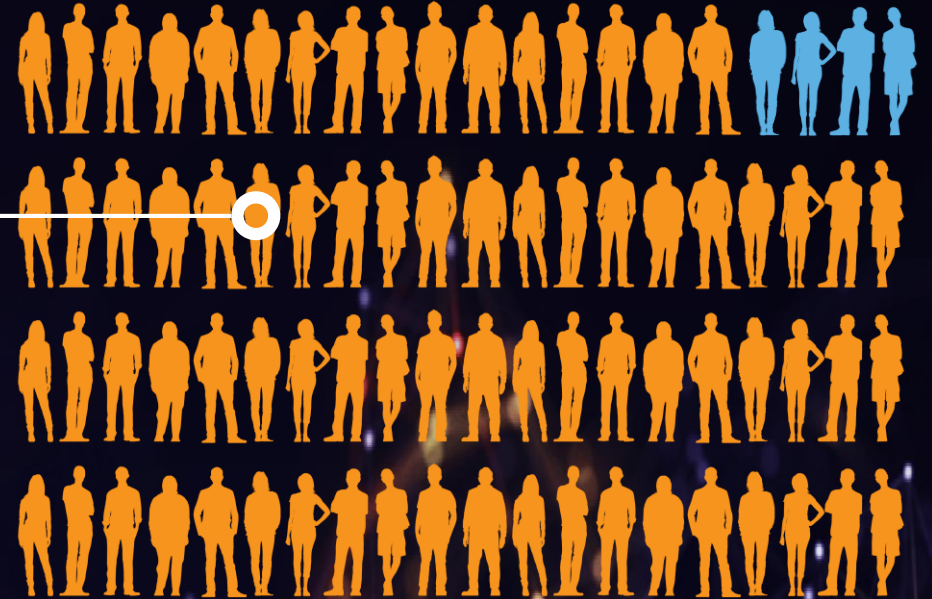
OUR BIG
OPPORTUNITY



A large orange circle with a white arrow pointing to the right, containing the text "AI Ready Organization".

AI
Ready
Organization

**OUR BIG
OPPORTUNITY**





AI
Ready
Organization

The diagram features a large orange circle on the left. Inside the circle, the text 'AI Ready Organization' is centered. A white arrow points from the right side of the circle towards the text 'OUR BIG OPPORTUNITY'.

**OUR BIG
OPPORTUNITY**



g[^]able

The logo is enclosed in a white, rounded rectangular frame. The text 'g^able' is in white, with a small white triangle above the 'a'.

IT foundation

Data analytics

Big data platform

AI-READY

Data

AI

Ready

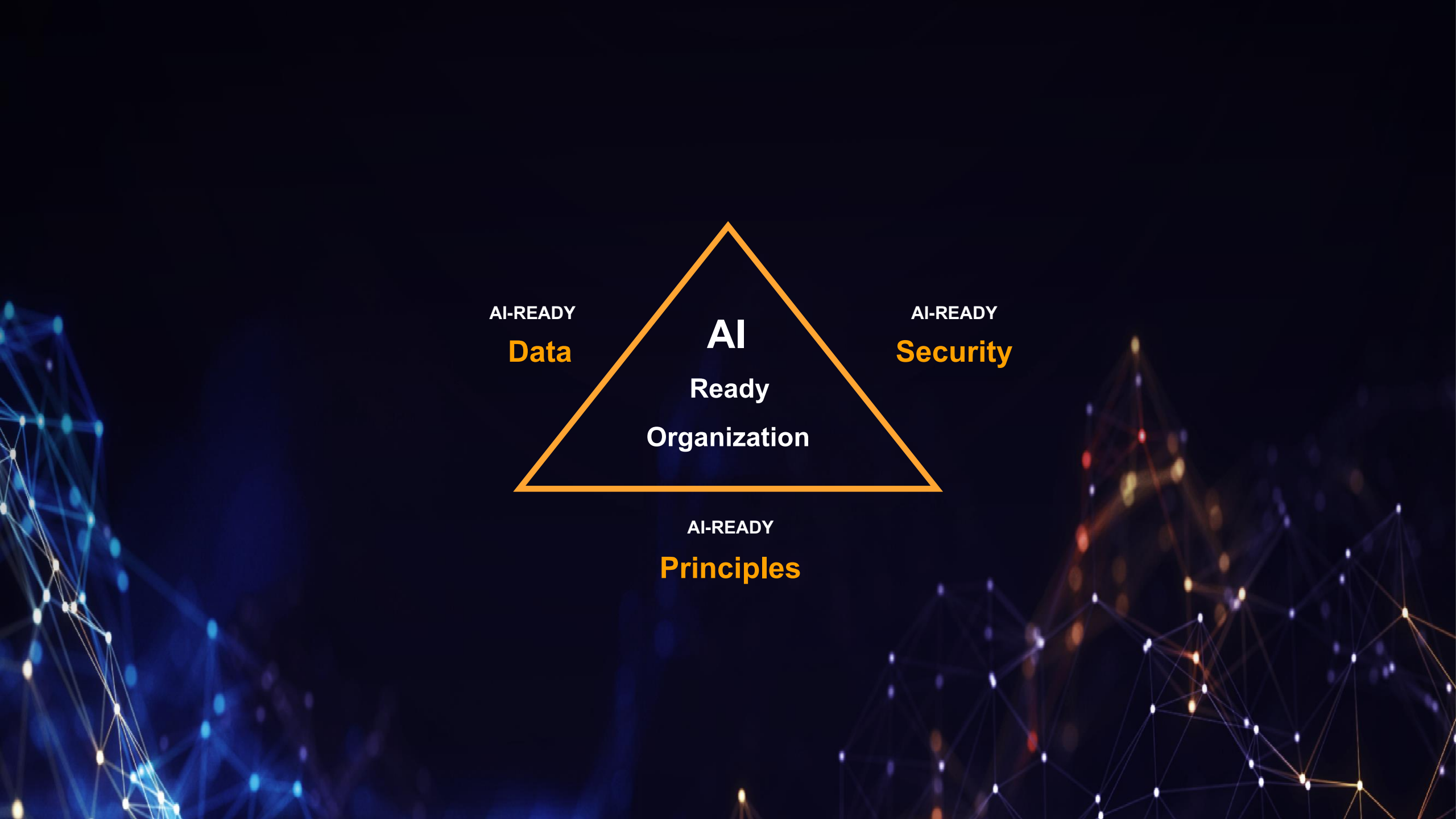
Organization

AI-READY

Security

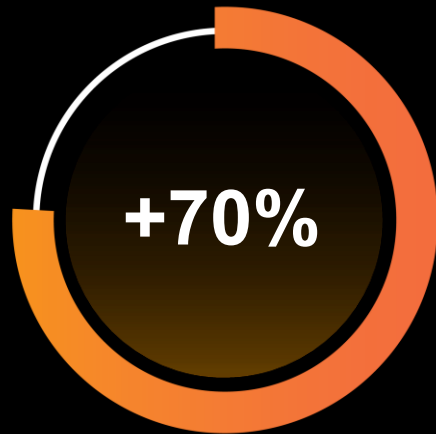
AI-READY

Principles





The dark side of AI



Of CIOs agree
**Security is their
#1 AI-related
responsibility**



Source : Gartner



Security consulting
service

Managed security
Service

Security Event
Management & Monitoring

Endpoint security

Identity security
management



End-to-end Cybersecurity Solutions



Security consulting
service

Security consulting
service

Data & content
security

Application security

Infrastructure Security
Protection security

AI-READY

Data

AI

Ready

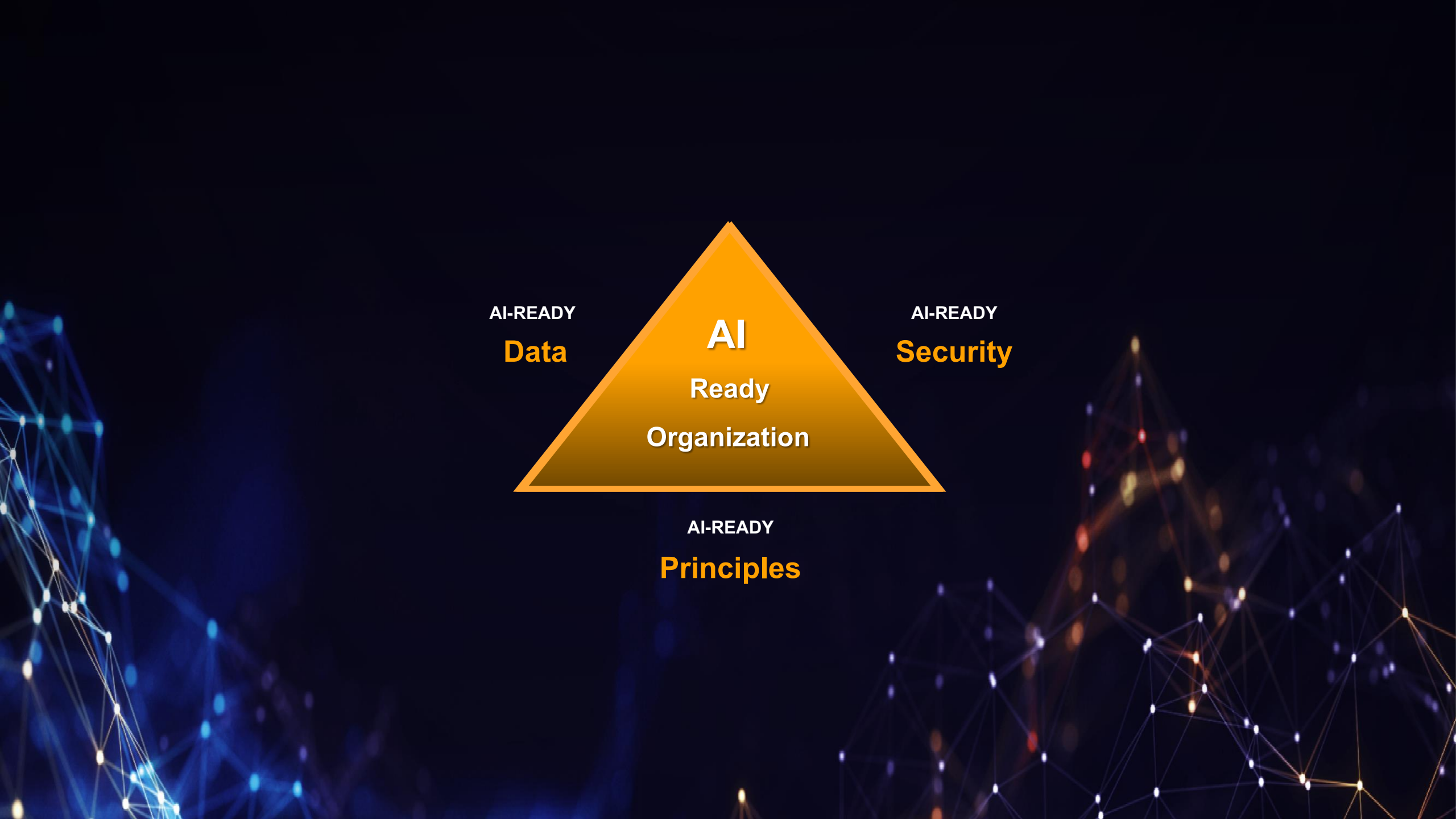
Organization

AI-READY

Security

AI-READY

Principles





Advance Business Apps.



Finance | HR | Marketing

A long-term **winning formula**
for sustained growth.

Sustainable = Smart + Secure

A nighttime city skyline with various skyscrapers illuminated. A prominent beam of light, transitioning from yellow at the base to orange at the top, originates from the bottom center and points upwards towards the text.

g[▲]able

Business Direction & Strategy in 2024



1st Strategy

Grown core business with
AI Ready demand

AI-READY DATA

AI-READY SECURITY

Smart

Secure



Data analytics



Cloud and data center



Cybersecurity solution



Digital business and application



Managed tech services





2nd Strategy

Expand into Business Application with potential

One of the largest HCM
in the World with
65 Millions Users



G-ABLE will be sole distributor
and local implementor
in all Thai market





1,066,605 Employees

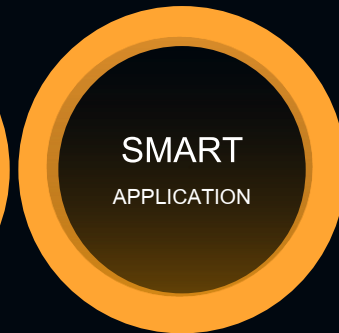
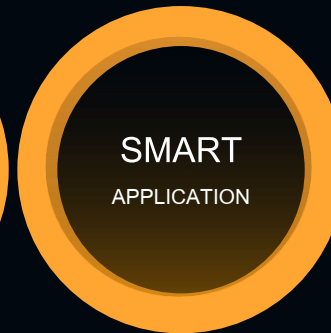
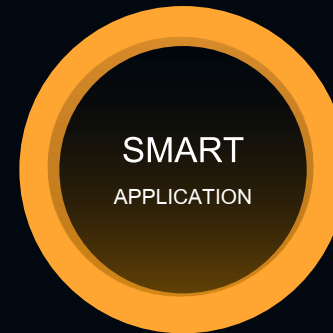
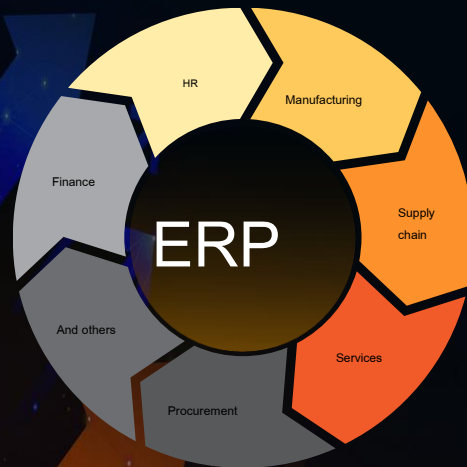
As of 2022



HCM Partnership Launch

Coming Soon

We build business around **SMART**





3rd Strategy

Grow with Inorganic growth

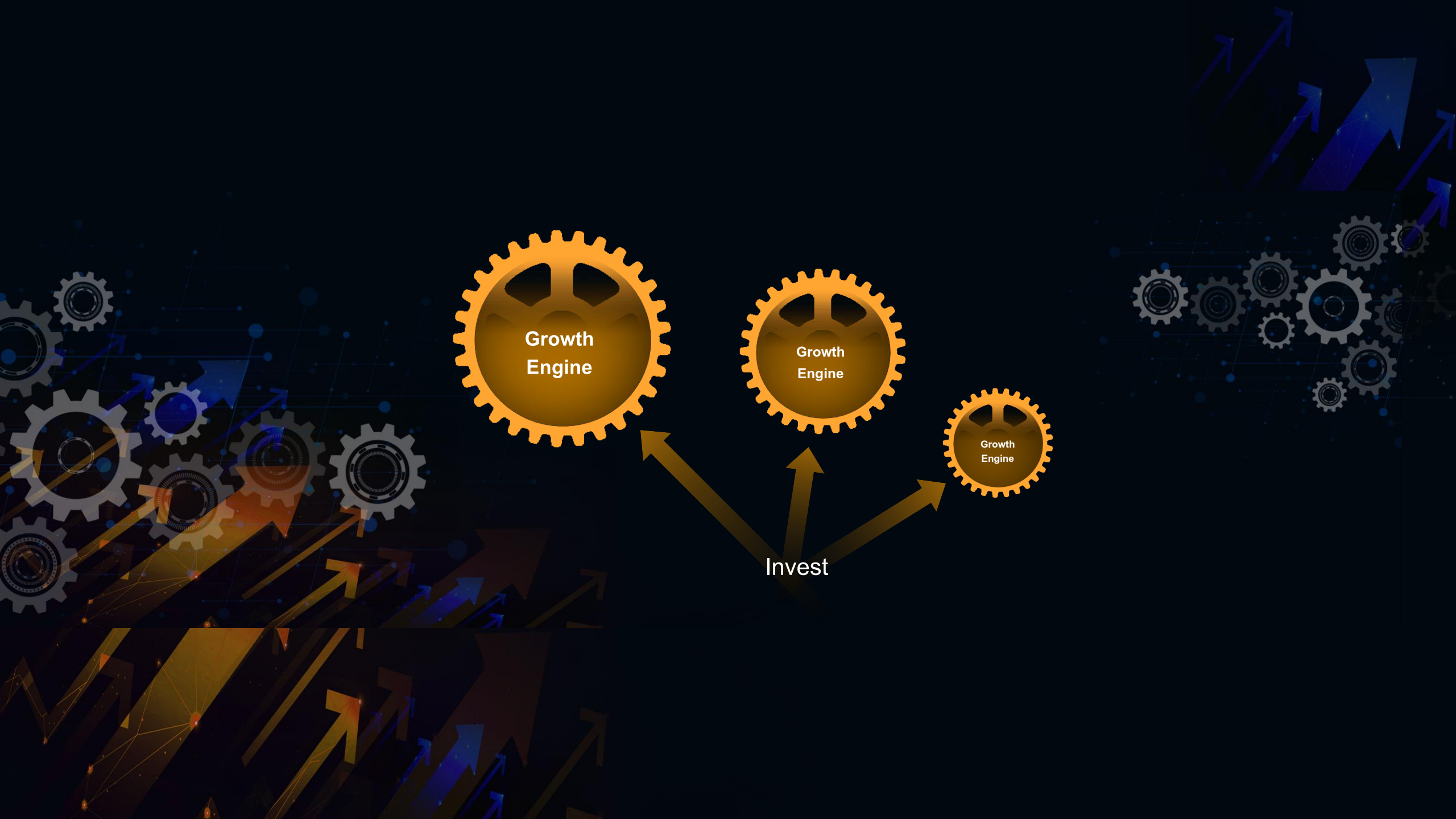
600 MB ++

IBDE only 0.02 = lots of room to grow



G-ABLE investment framework

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



Growth
Engine

Growth
Engine

Growth
Engine

Invest

The background features a dark blue field with a grid of light blue dots and lines. Scattered throughout are various icons: grey gears of different sizes, blue arrows pointing upwards and to the right, and golden-yellow arrows pointing upwards and to the right. The overall theme is one of growth, technology, and progress.

Invest in grow area for

3X

5X

10X



g able

REAL
Company

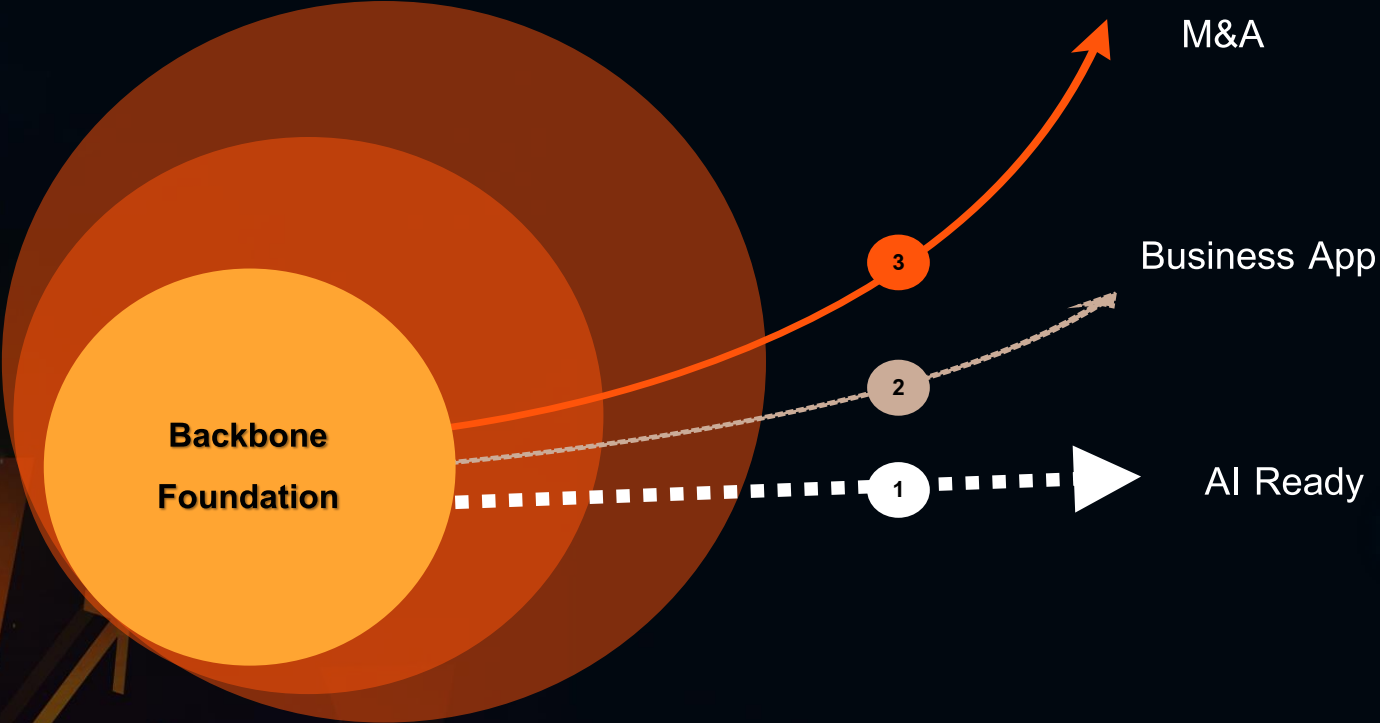


REAL
Investment



REAL
Growth

Our mission to **Enable the Future**



M&A

Business App

AI Ready

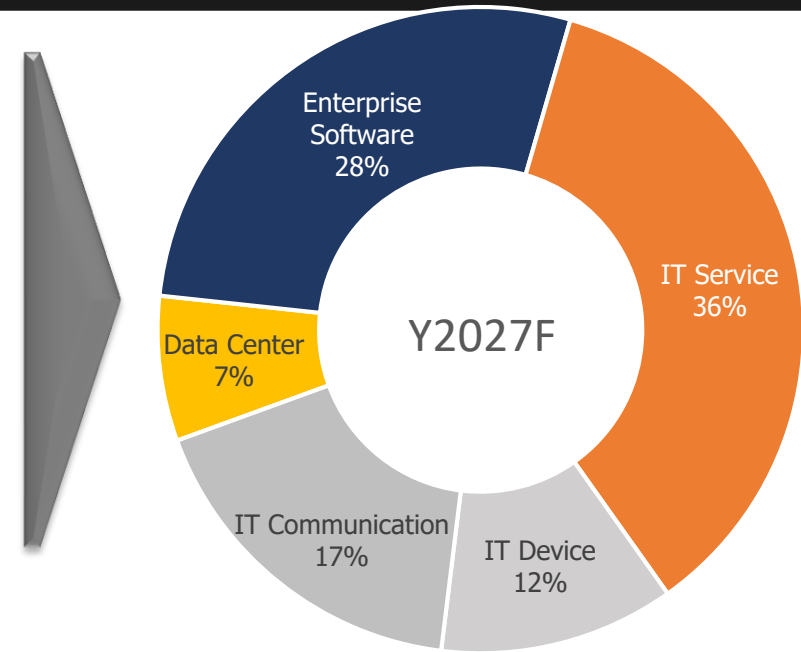
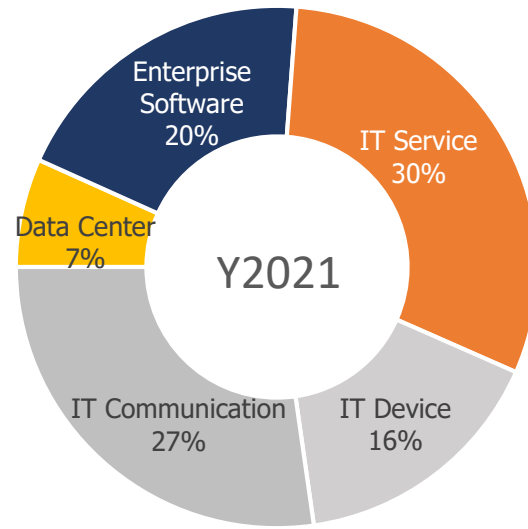
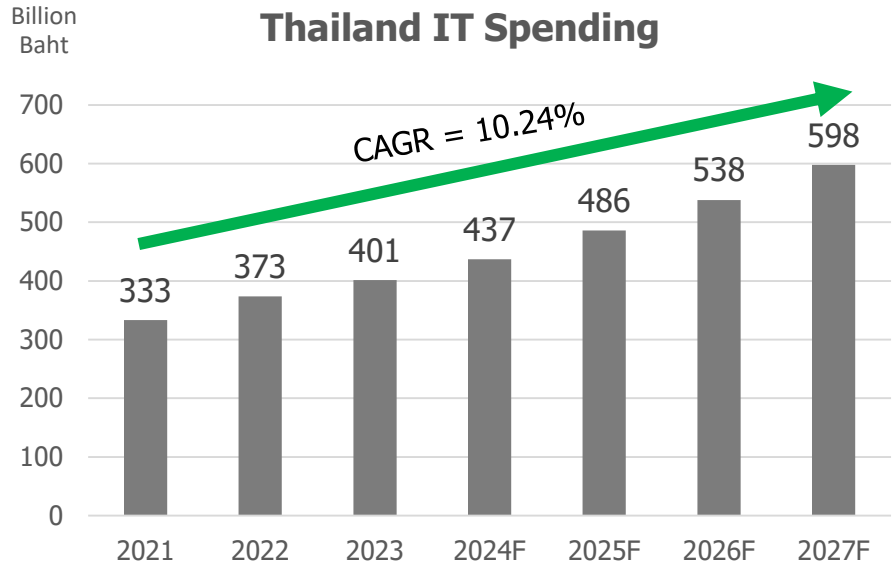


g[^]able

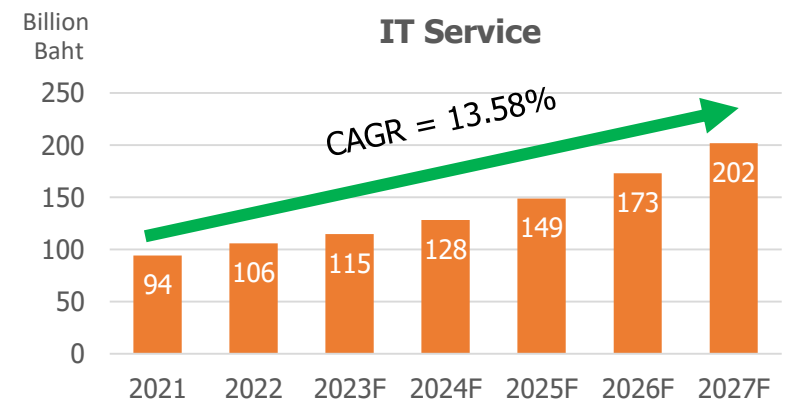
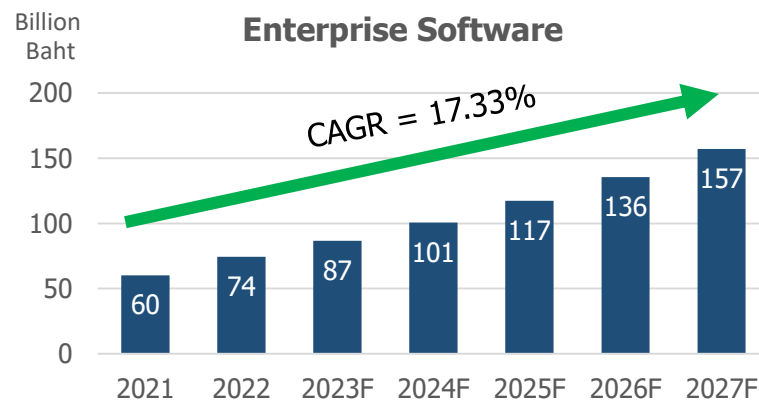
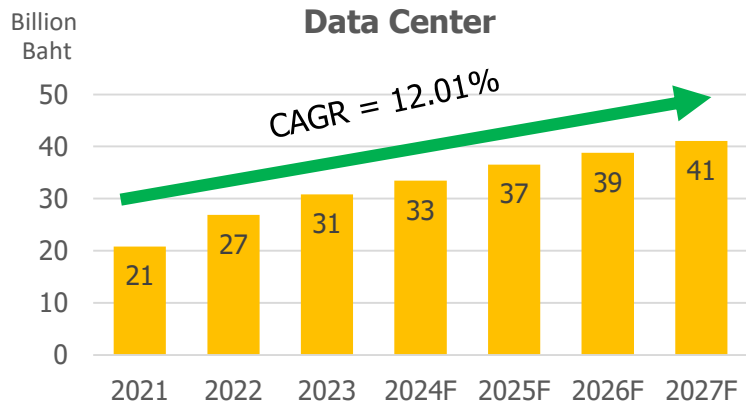
FINANCIAL

TARGETS 2024

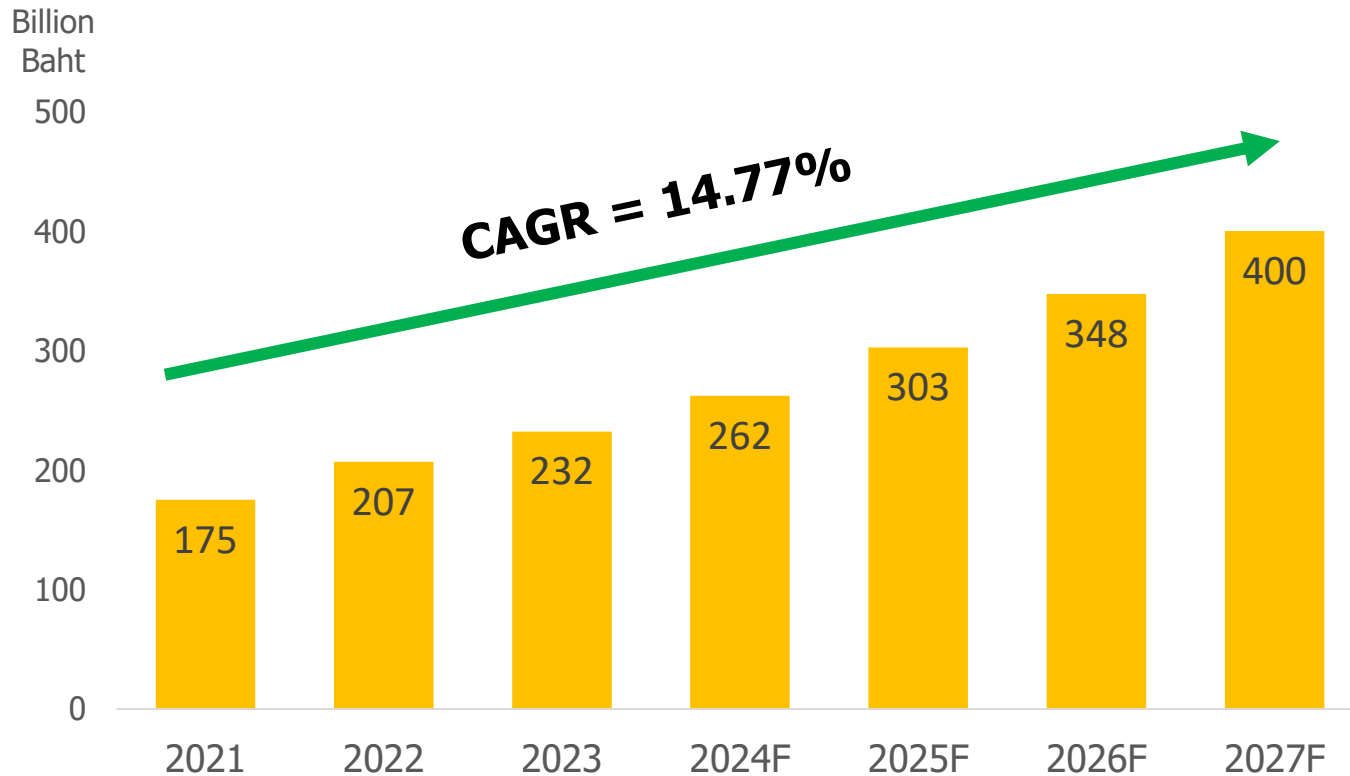
THAILAND'S IT SPENDING



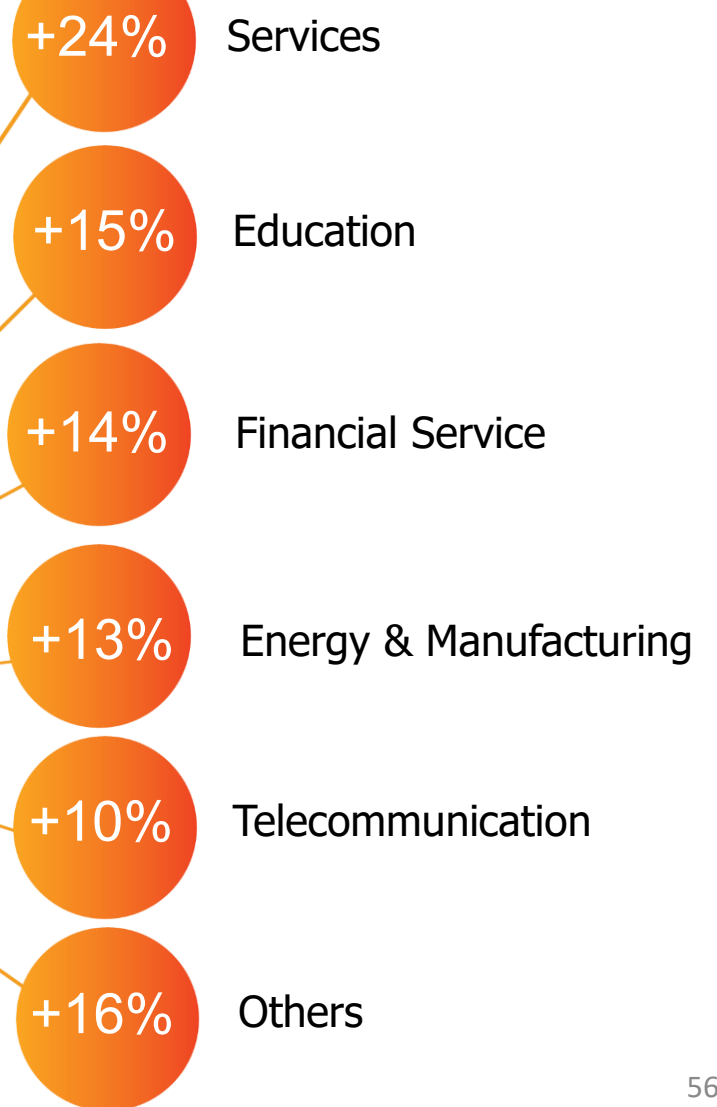
G-able Related Solution



Thailand's IT Spending Related to G-Able









BY INDUSTRIES



Source : Gartner

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

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&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

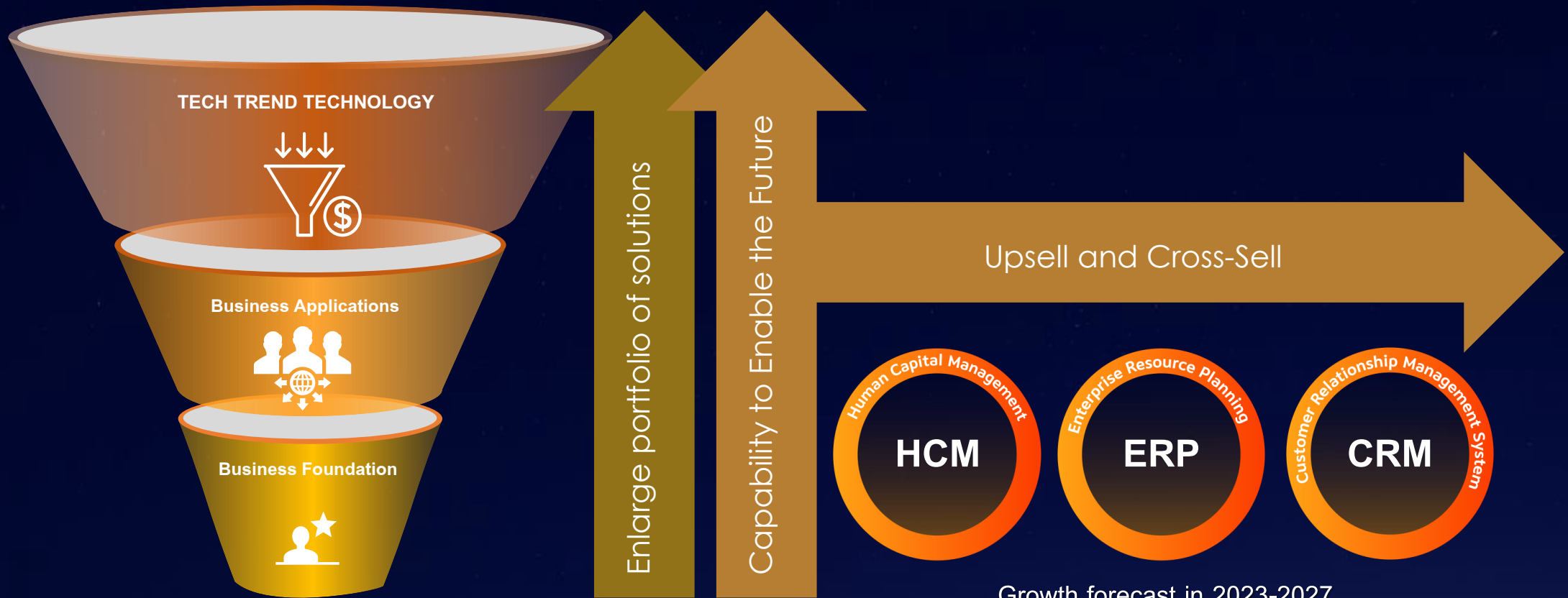


GROWTH ENGINES EXPANSION IN SEVERAL DIMENSIONS



2024 AND BEYOND : BUILDING SUSTAINABLE GROWTH

G-Able Portfolio Solutions



Growth forecast in 2023-2027

Double Digit Growth

Source : Gartner



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

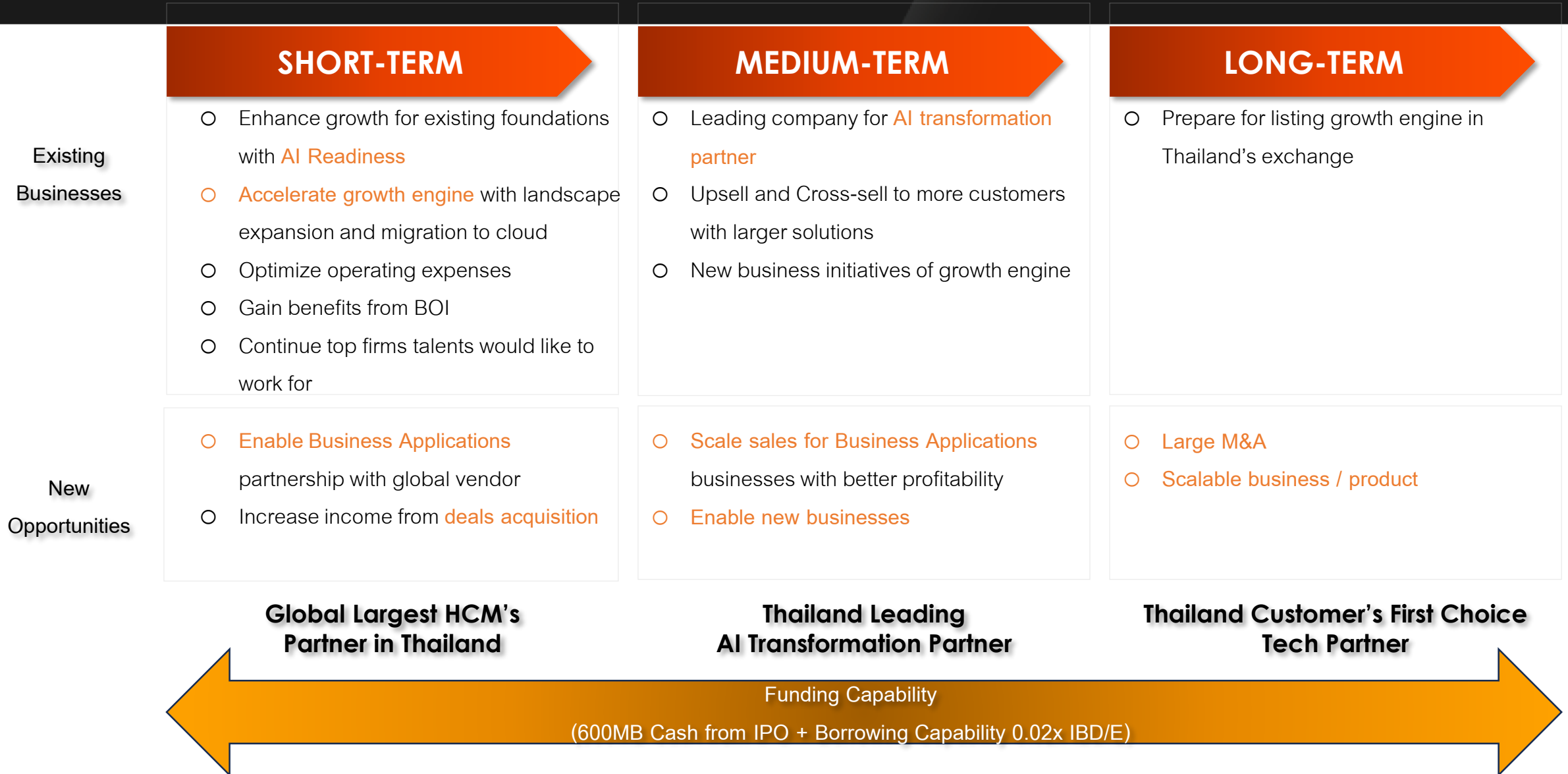
PLATFORM
ENGINEERING

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

DISCLAIMER



This presentation contains summary information about G-Able Public Company Limited (“GABLE” or “the Company”) and its subsidiaries and, unless stated otherwise. The information does not purport to be complete or comprehensive.

This presentation contains forward looking statements that may be identified by use of words such as “anticipates,” “hopes,” “expects,” “estimates,” “intends,” “projects,” “plans”, “predicts,” “projects”, “aims” or other similar expressions that are used to identify such statements. Forward looking statements are based on certain assumptions and expectations of future events. No guarantee nor assurance is made that these assumptions and expectations are accurate or will be realized. Such forward looking statements should be considered with caution, since actual results may differ materially from those expressed or implied by such statements.

The information in this presentation were obtained from various external sources which has not verified through any independent source. No representation or warranty, either express or implied, is made regarding the accuracy, completeness, correctness, reliability, or scope of the information and disclaim all responsibility and liability for the information (including, without limitation, liability for negligence).

This presentation is provided for the sole purpose of enhancing understanding of the Company and should not be construed as a legal, tax or investment recommendation or any other type of advice.

The Company does not provide any representation, warranty, endorsement, or acceptance, about opinion or statement of any analysts or other third parties; or the use of any such opinion, or statement of any analysts or other third parties.

This document is strictly confidential and being given solely for your information and may not be shared, copied, reproduced or redistributed to any other person in any manner.



CONTACT US

G-ABLE PUBLIC COMPANY LIMITED

Investor Relations Department

ir@g-able.com

02-781-9000