



g[▲]able

G-ABLE PUBLIC COMPANY LIMITED

FY2025

Opportunity Day

PRESENTATION

The background features a dynamic pattern of blue and purple lines, some solid and some dotted, curving across the frame. A large, white outline of an arrow points towards the top right corner.

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Recap 2025

and Outlook 2026

1

**Last Year
Success**

2

**2026
Strategic
Direction**

Recap 2025

Tech Enabler

Enable Growth for Customers with the World's Advanced Technology



The Tree is growing



>6,200
MB

Revenue achieved
All Time High



**>6,700
MB**

Backlog reached
All Time High



Strategy

1

Improve Productivity
Gross Profit Margin up 2.1%
in FY2025

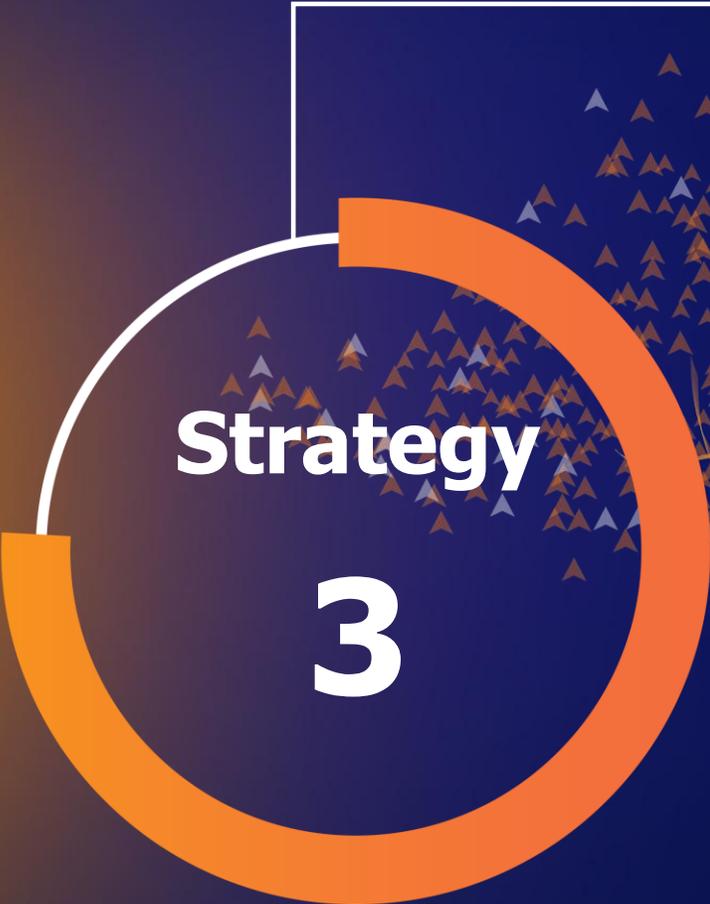


Strategy

2

Empower Current Businesses

Excluding a sizeable project in 2024,
Enterprise Solution and Services
rose 16% in FY2025



Strategy

3

Grow **New Businesses**

Business Applications 6.3% contribution
& revenue up 100% in FY2025



SAP

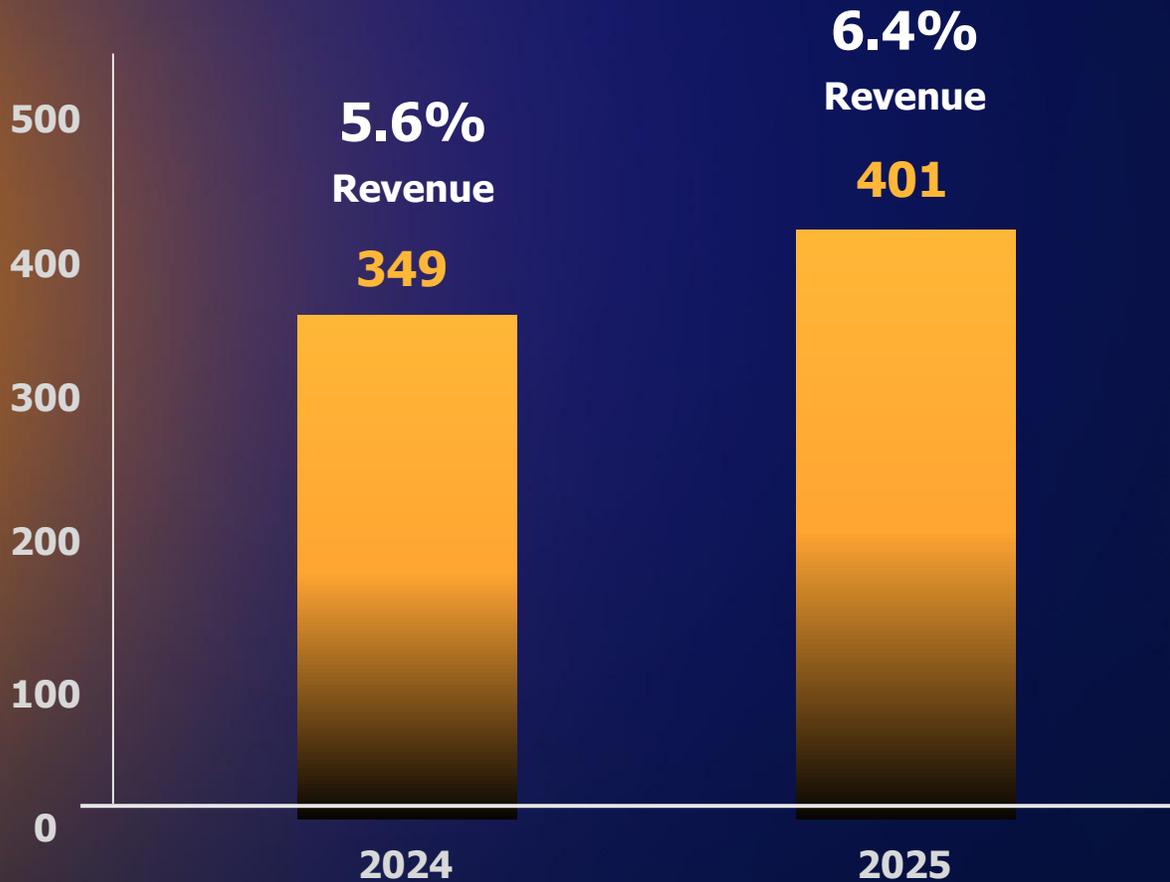


salesforce

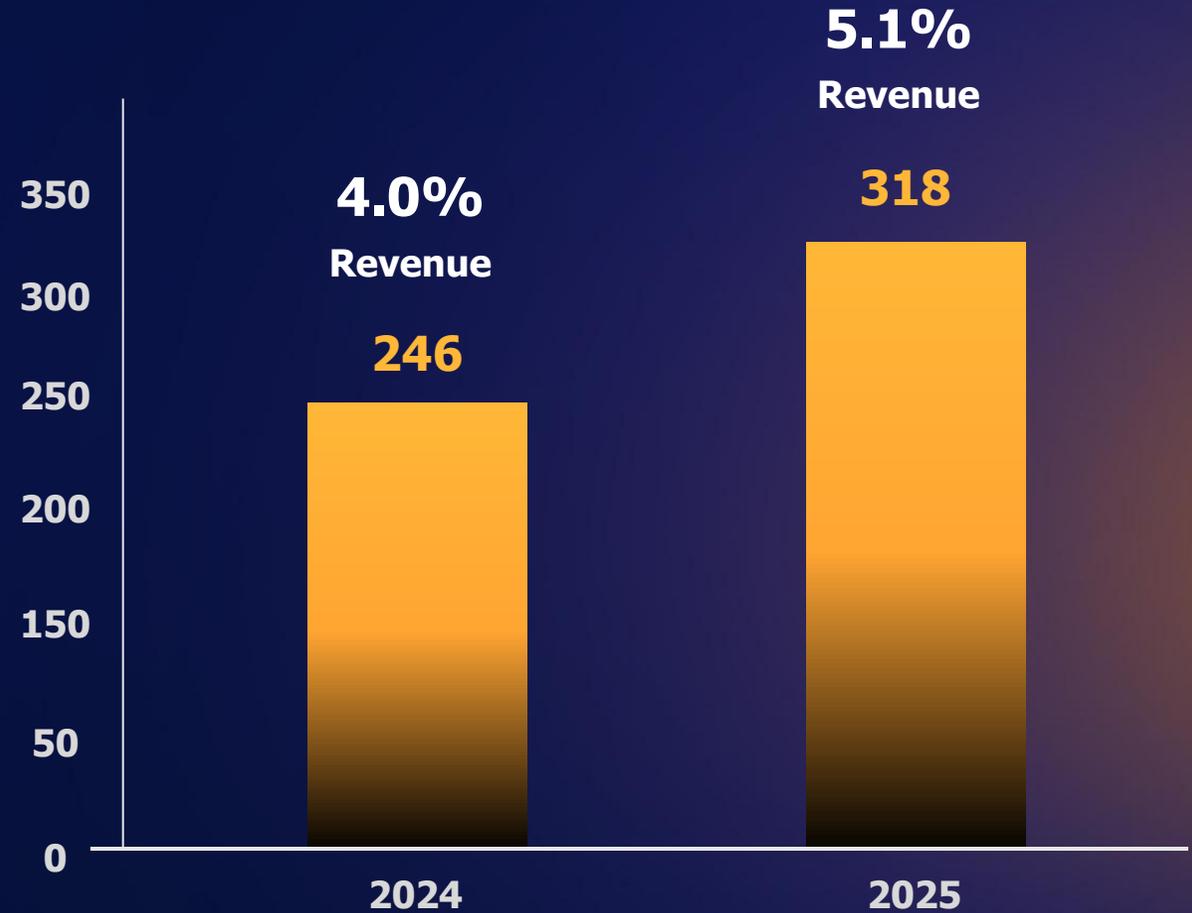
Gross Profits (THB million)



Operating Profit (THB Million)



Net Profit (THB Million)

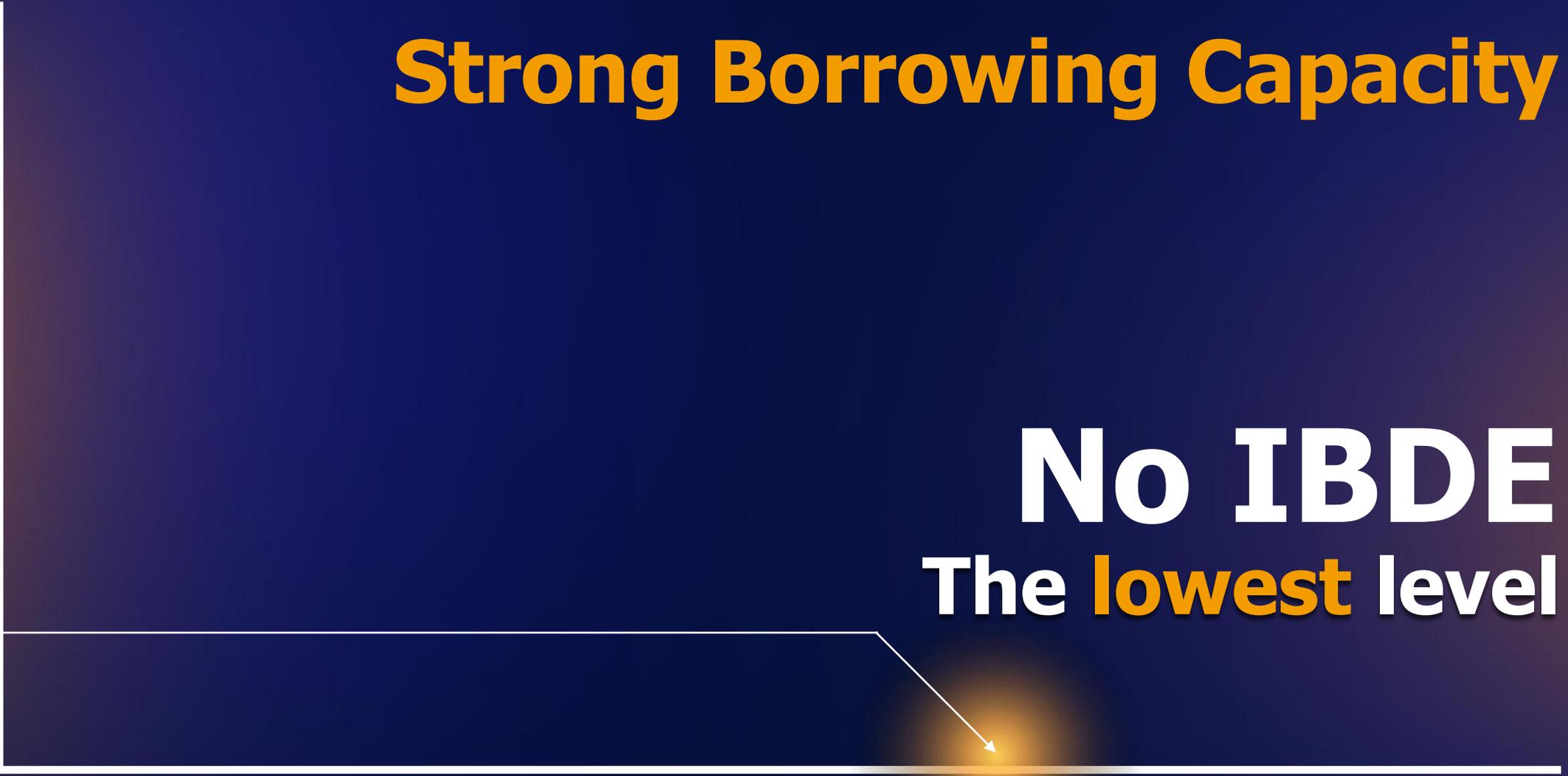


IBDE

Strong Borrowing Capacity

No IBDE
The **lowest** level

0





~80%

**Dividend yield
for our investors**

GABLE achieved the evaluation of corporate governance & sustainability in 2025

CG Score

5 Stars

AGM Checklist

100 out of 100

CAC

Certified

SET ESG Ratings



Sustainability Disclosure Recognition

The background features a complex financial data visualization. It includes a candlestick chart at the bottom with green and red bars, a line chart with multiple colored lines (blue, green, pink) and data points, and a bar chart with green and red bars. Text overlays include "gable" in white, "FINANCIAL HIGHLIGHTS" in large yellow and white letters, and "Fund 12.31%" in white. A person's profile is faintly visible on the left side.

gable

FINANCIAL HIGHLIGHTS

Fund 12.31%

- ▲ Sales and services incomes reported at THB 6,237 Million, an increase of 1% YoY
- ▲ Excluding a sizeable project in 2024, sales and services incomes increased 15% in FY2025
- ▲ All time high backlog reported at THB 6,771 Million up 10% from 2024 and 8% from 3Q2025
- ▲ Gross profit recognized at THB 1,287 Million, a growth of 12% YoY
- ▲ Gross profit margin improved to 20.6% in 2025 from 18.5% in 2024
- ▲ Net profit of THB 318 Million, an increase of 30% YoY
- ▲ Net profit margin improved to 5.1% from 4.0% in the previous year
- ▲ IBDE Ratio lowered to zero level and solid cashflow over THB 1,600 Million

BOOSTED REVENUE & GROSS PROFIT QoQ and YoY IN 4Q2025

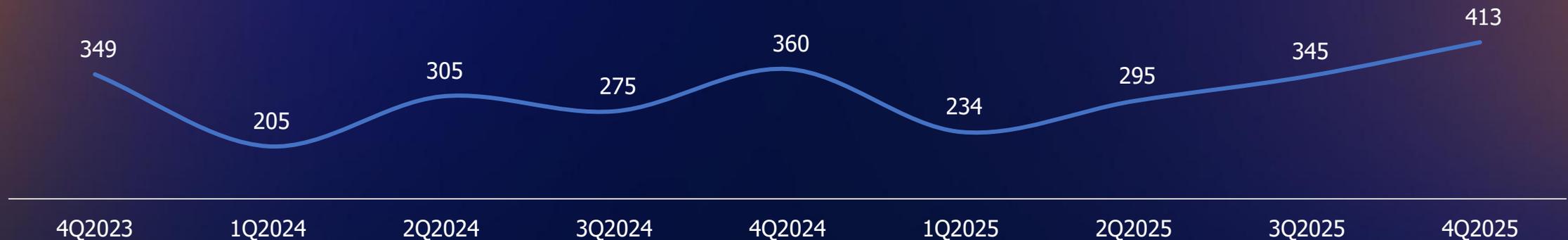
Revenue from sales and services in 4Q2025

THB 1,809 Million increased by 13.1% QoQ and 6.5% YoY



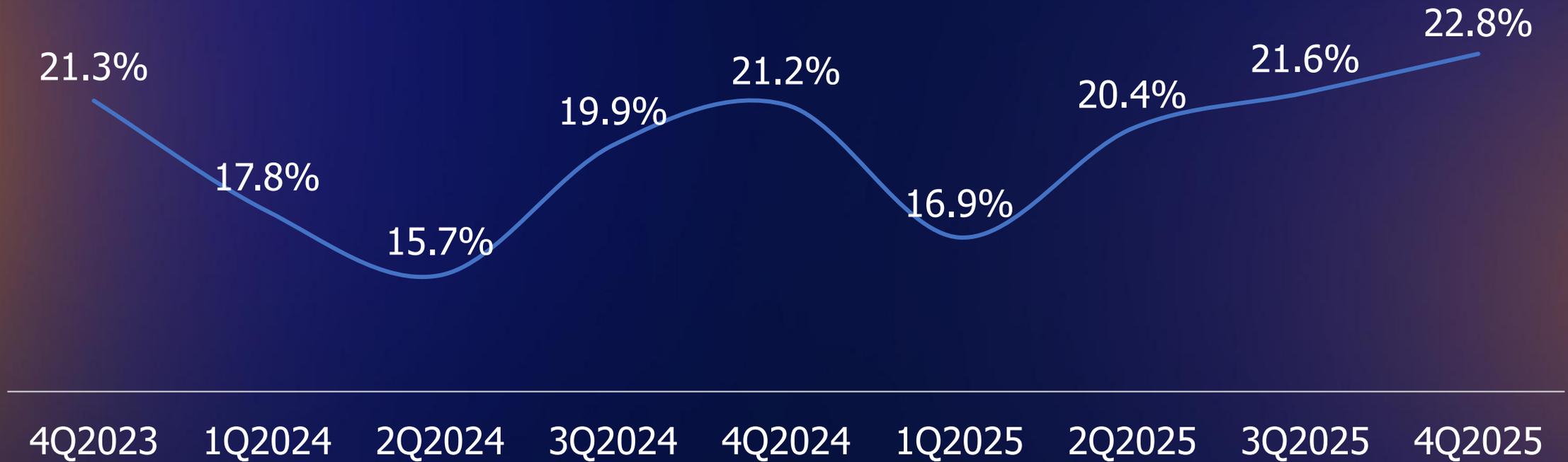
Gross Profit in 4Q2025

THB 413 Million increased by 19.8% QoQ and 14.9% YoY



Gross Profit Margin in 4Q2025

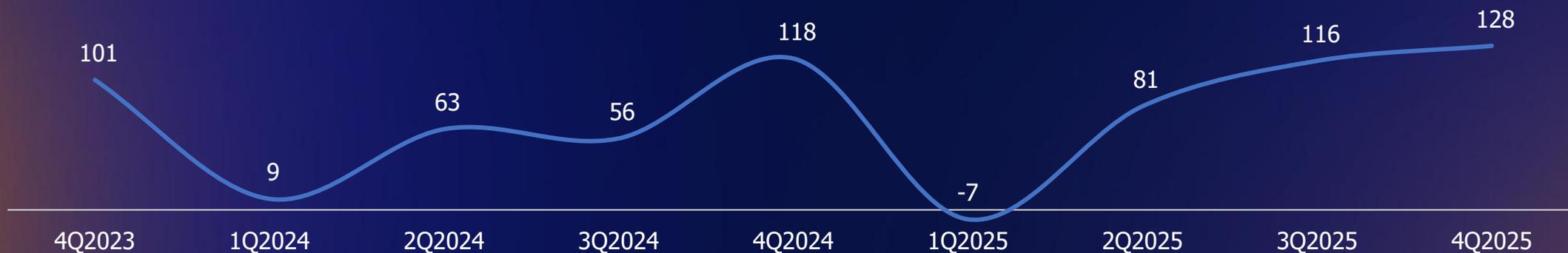
22.8% from **21.6%** in the previous quarter and **21.2%** in the same period last year



BOTTOM LINES REMAINED STRONG IN 4Q2025

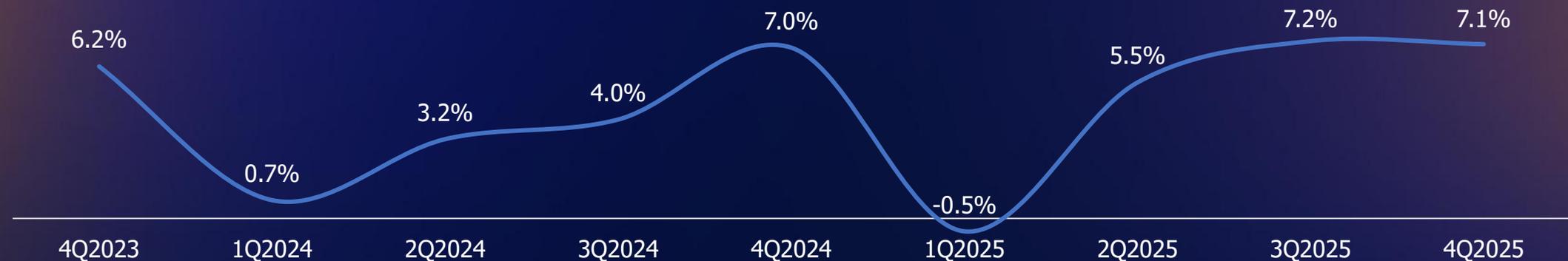
Net Profit in 4Q2025

THB 128 Million rose by 10.1% QoQ and 8.4% YoY



Net Profit Margin in 4Q2025

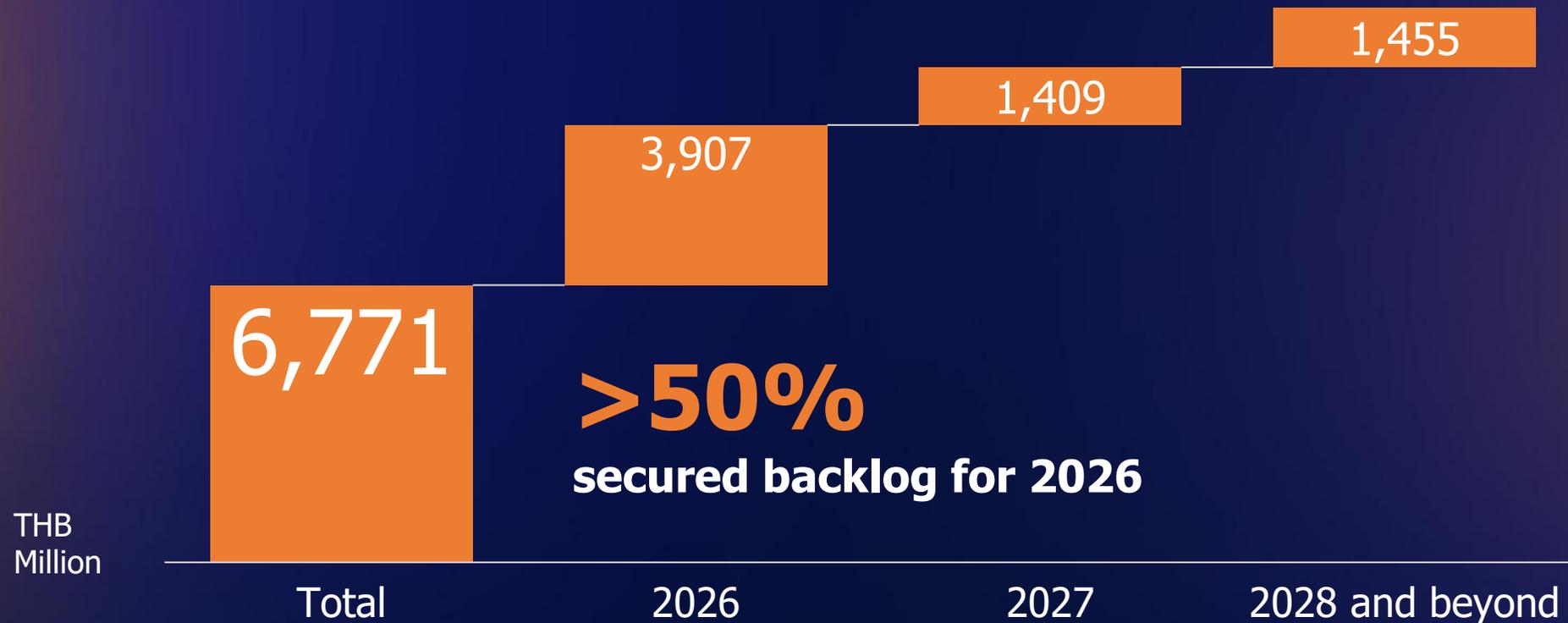
7.1% with high level

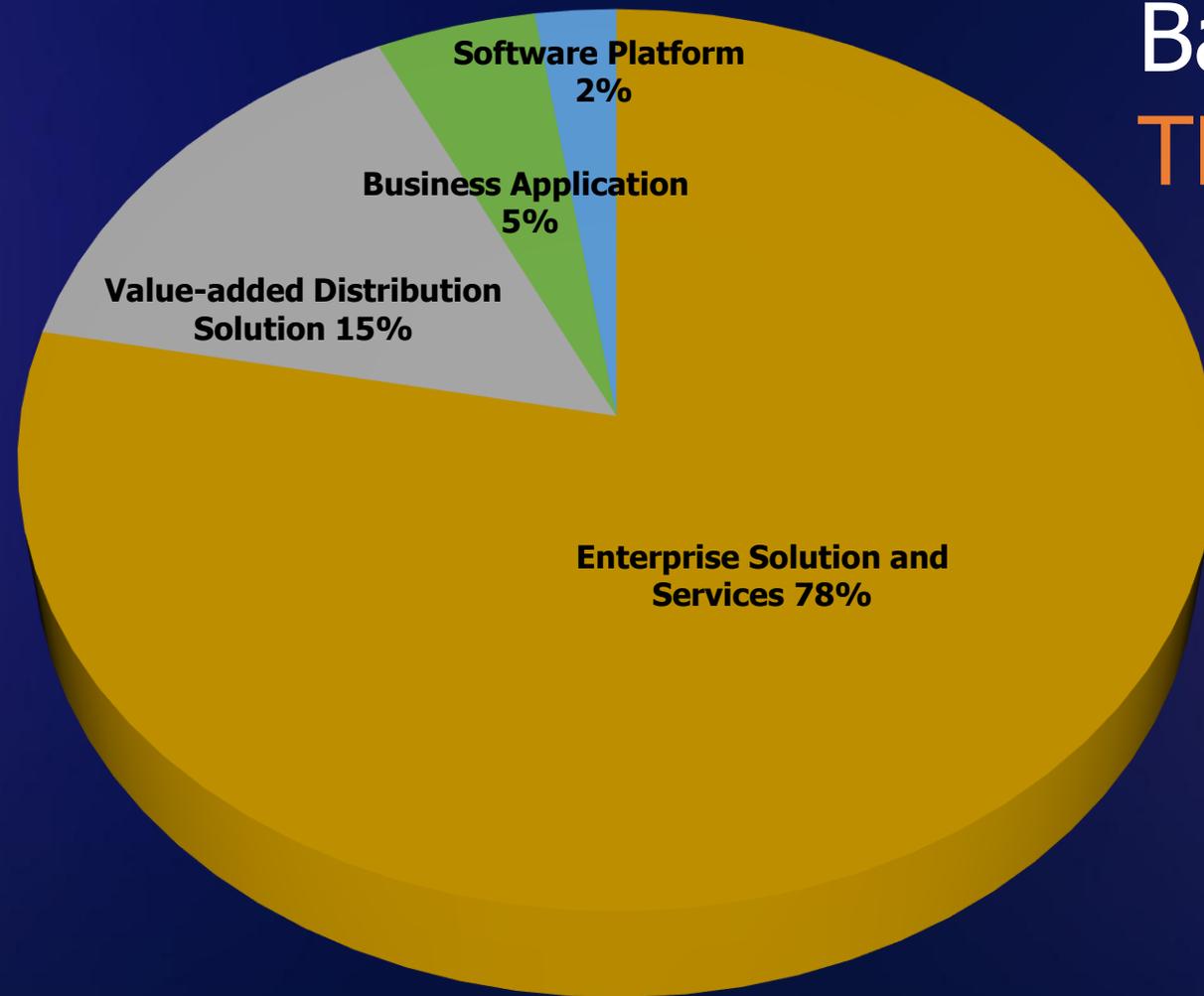


ALL TIME HIGH BACKLOG AS OF DECEMBER 2025

Backlog as of Dec 25
THB 6.8 Billion

▲ **10% YoY** ▲ **8% QoQ**





Backlog
THB 6.8 Billion

ALL TIME HIGH BACKLOG AS OF DECEMBER 2025

Backlog as of Dec 25

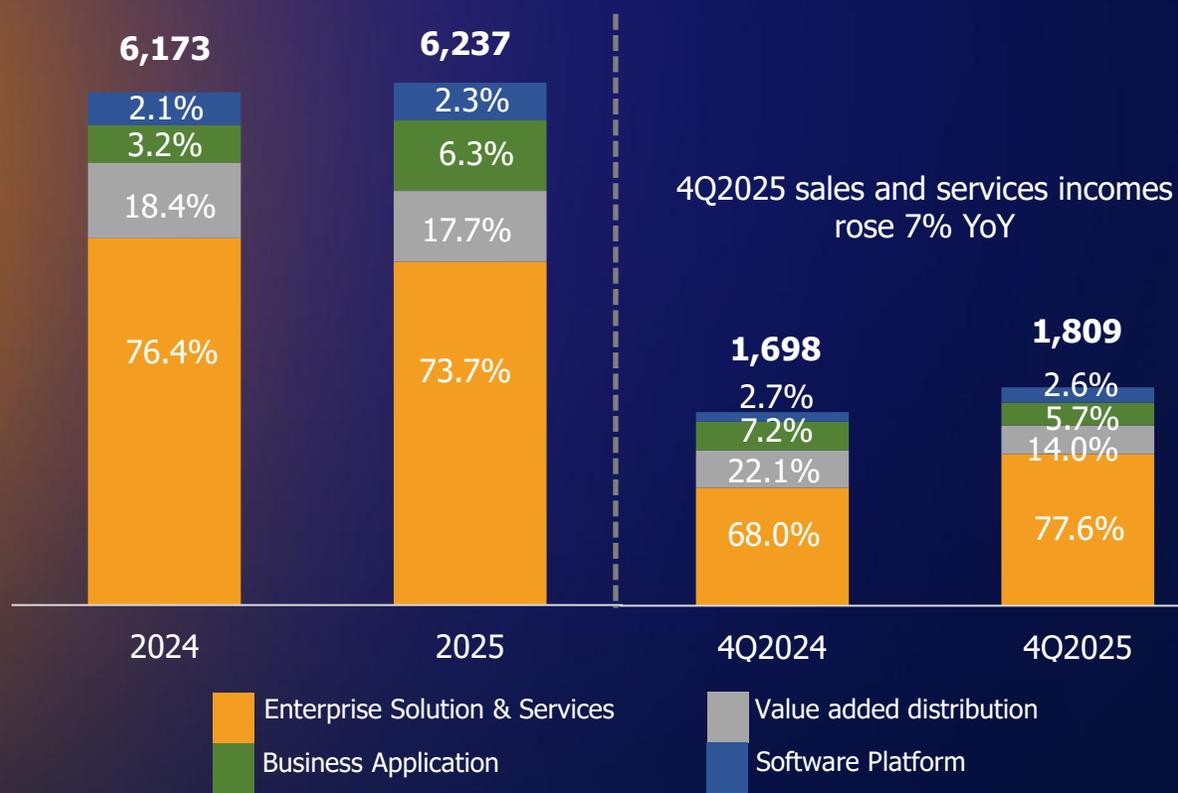
THB 4,771 Million rose by 8% QoQ and 10% YoY



REVENUE BREAKDOWN BY BUSINESS IN 2025

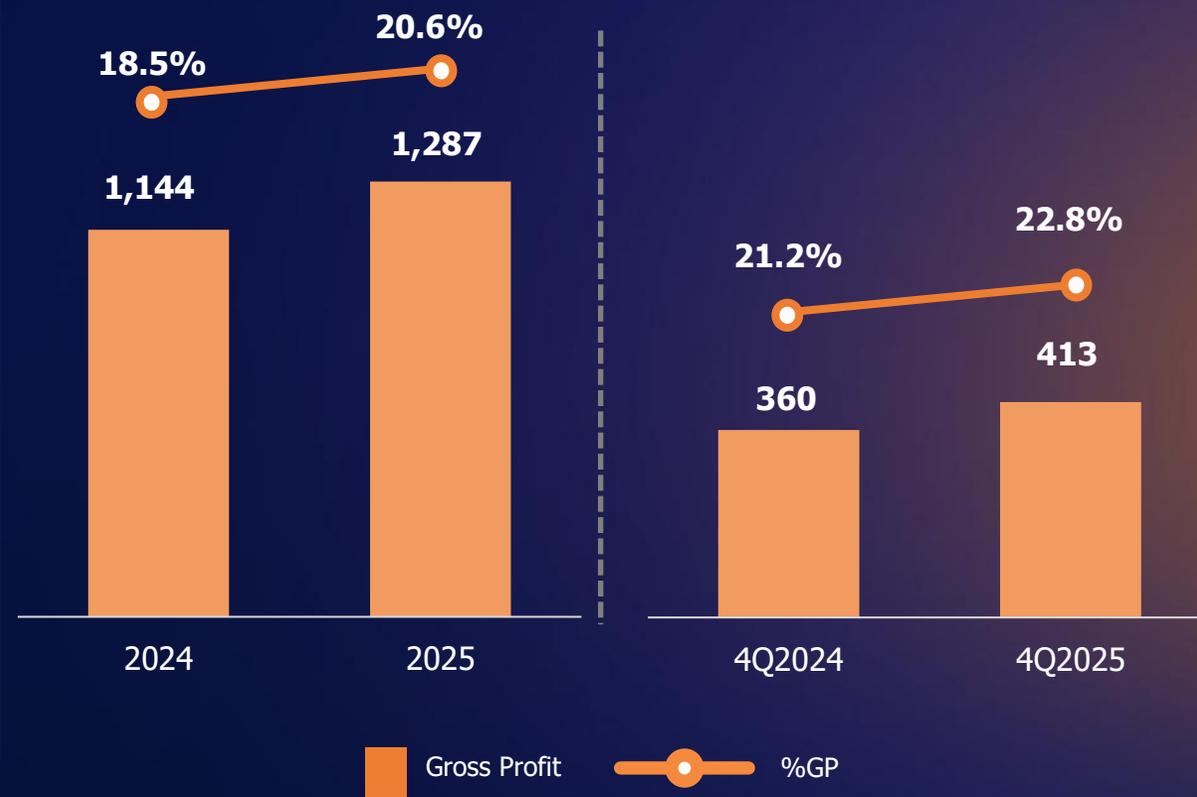
Revenue From Sales & Services

THB Million



Gross Profit

THB Million

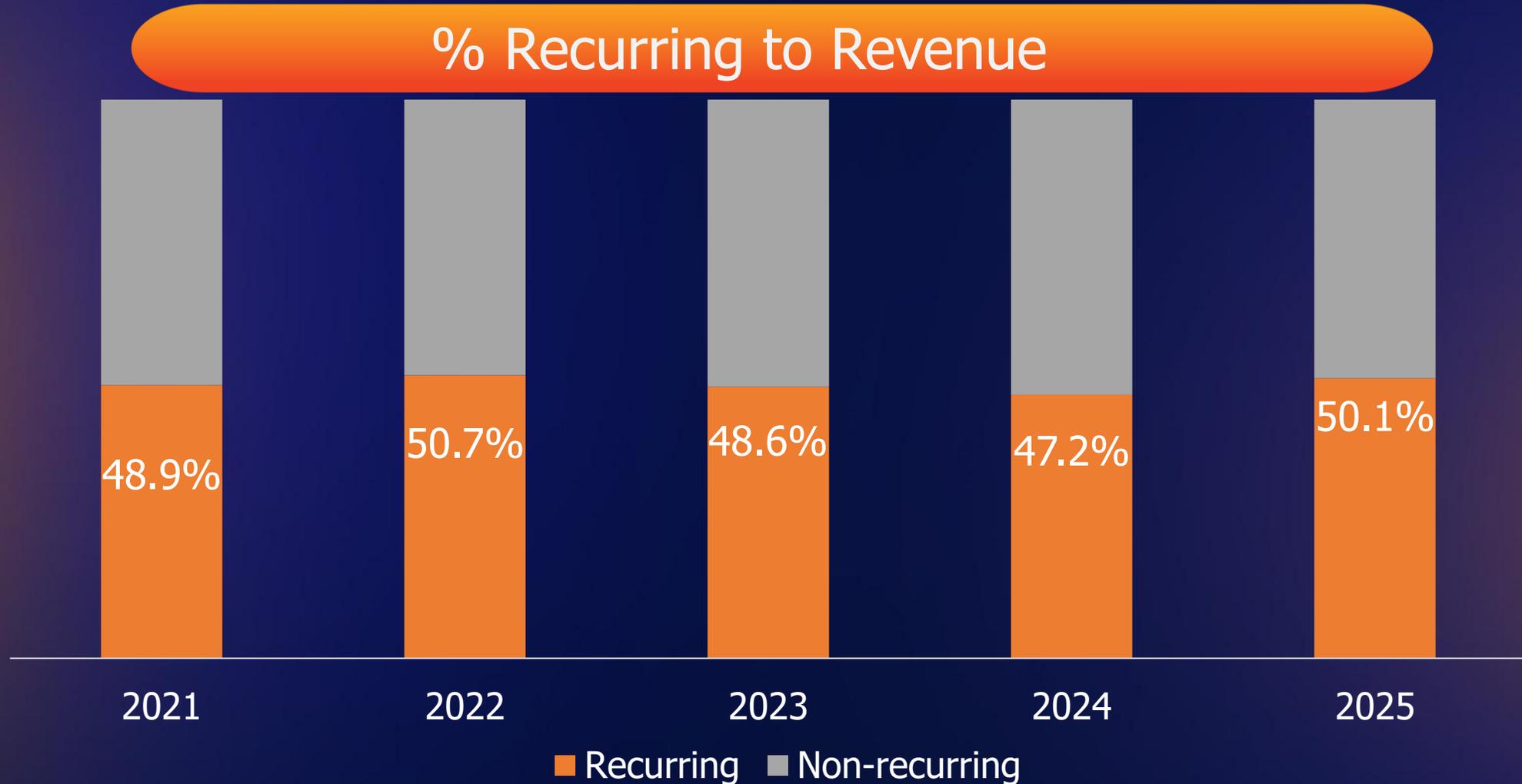


Note: Business Application started to recognize in August 2024

OUR PROFITABILITY ENHANCED YOY

| | 2024 | | 2025 | | % YoY |
|---|-------------|--------|-------------|--------|--------|
| | THB million | % | THB million | % | |
| Total revenue | 6,199.6 | 100.0% | 6,262.4 | 100.0% | 1.0% |
| Sales and service incomes | 6,172.7 | 99.6% | 6,237.0 | 99.6% | 1.0% |
| Other incomes | 26.9 | 0.4% | 25.3 | 0.4% | -6.0% |
| Gross profit | 1,144.1 | 18.5% | 1,287.0 | 20.6% | 12.5% |
| SG&A | 821.8 | 13.3% | 911.5 | 14.6% | 10.9% |
| Selling and distribution expenses | 410.5 | 6.6% | 425.1 | 6.8% | 3.6% |
| Administrative & other expenses | 411.3 | 6.6% | 486.4 | 7.8% | 18.2% |
| Operating profit | 349.2 | 5.6% | 400.8 | 6.4% | 14.8% |
| EBITDA | 427.8 | 6.9% | 479.5 | 7.7% | 12.1% |
| Share of P/L from investment in associate | 1.3 | 0.0% | 0.9 | 0.0% | -33.0% |
| Financial cost | 11.8 | 0.2% | 5.3 | 0.1% | -55.2% |
| Income tax expenses | 93.2 | 1.5% | 78.3 | 1.3% | -16.0% |
| Profit for the period | 245.5 | 4.0% | 318.1 | 5.1% | 29.5% |

CONSISTENT AND STRONG RECURRING INCOME



2025 KEY FINANCIAL HIGHLIGHTS

| | 2024 Actual | 2025 Target | 2025 Actual |
|--|--------------------|---------------------------|-------------------|
|  <i>Sales and service incomes</i> | THB 6,173 Million* | 5 – 15% Growth** | THB 6,237 Million |
|  <i>% Recurring incomes</i> | 47.2% | 40 – 50% | 50.1% |
|  <i>% Gross profit</i> | 18.5% | 19.5 – 20.5% | 20.6% |
|  <i>% SG&A to revenue</i> | 13.3% | 13 – 15% | 14.0%*** |
|  <i>Backlog</i> | THB 6,175 Million | THB 5,500 – 6,500 Million | THB 6,771 Million |
|  <i>IBDE ratio</i> | 0 Times | < 0.5 Times | 0 Times |

Note: * Including a big deal of THB 752 Million ** Revenue growth excluding a big deal in 2024 *** Excluding one-off items for restructuring the organization as SG&A in 1Q2025

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STRATEGIC PILLARS

2026

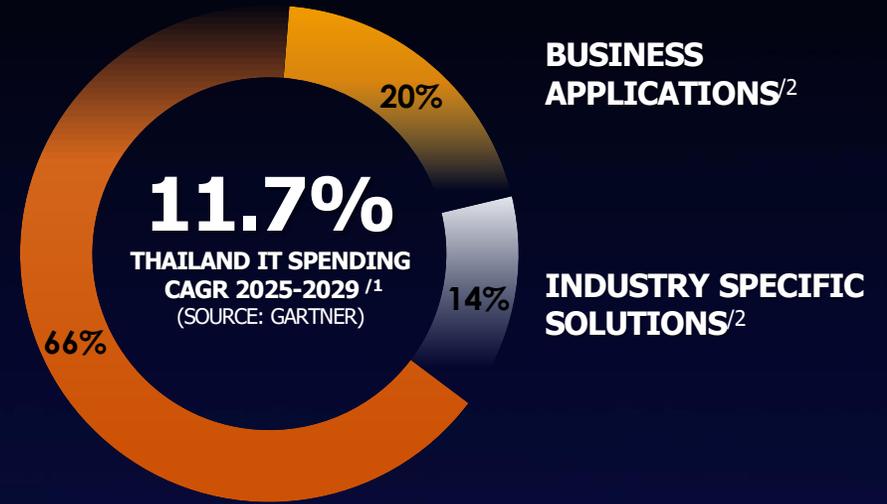


THAILAND TECHNOLOGY SPENDING OUTLOOK

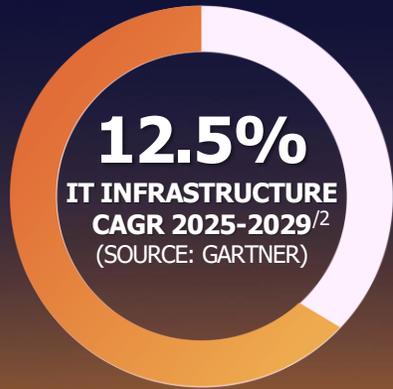


THAILAND TECHNOLOGY SPENDING OUTLOOK

Double-Digit IT investment growth powered by Technology Infrastructure, building the foundation for the AI-Driven Organization



TECHNOLOGY INFRASTRUCTURE



> 70% of spending is driven by Cloud, Data Center and Infrastructure Software, particularly Database Management System and Security Solution

FOUNDATION FOR AI-DRIVEN ORGANIZATIONS

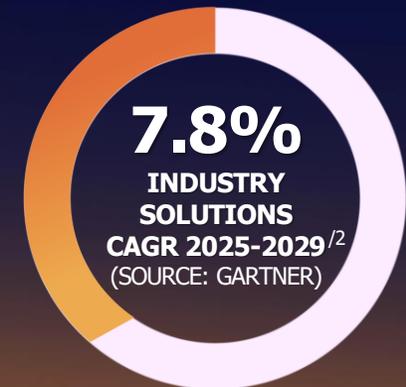
BUSINESS APPLICATIONS



> 50% of spending is driven by ERP, Data Analytics, and Business Intelligence Platform

OPERATIONAL EFFICIENCY

INDUSTRY SPECIFIC SOLUTIONS

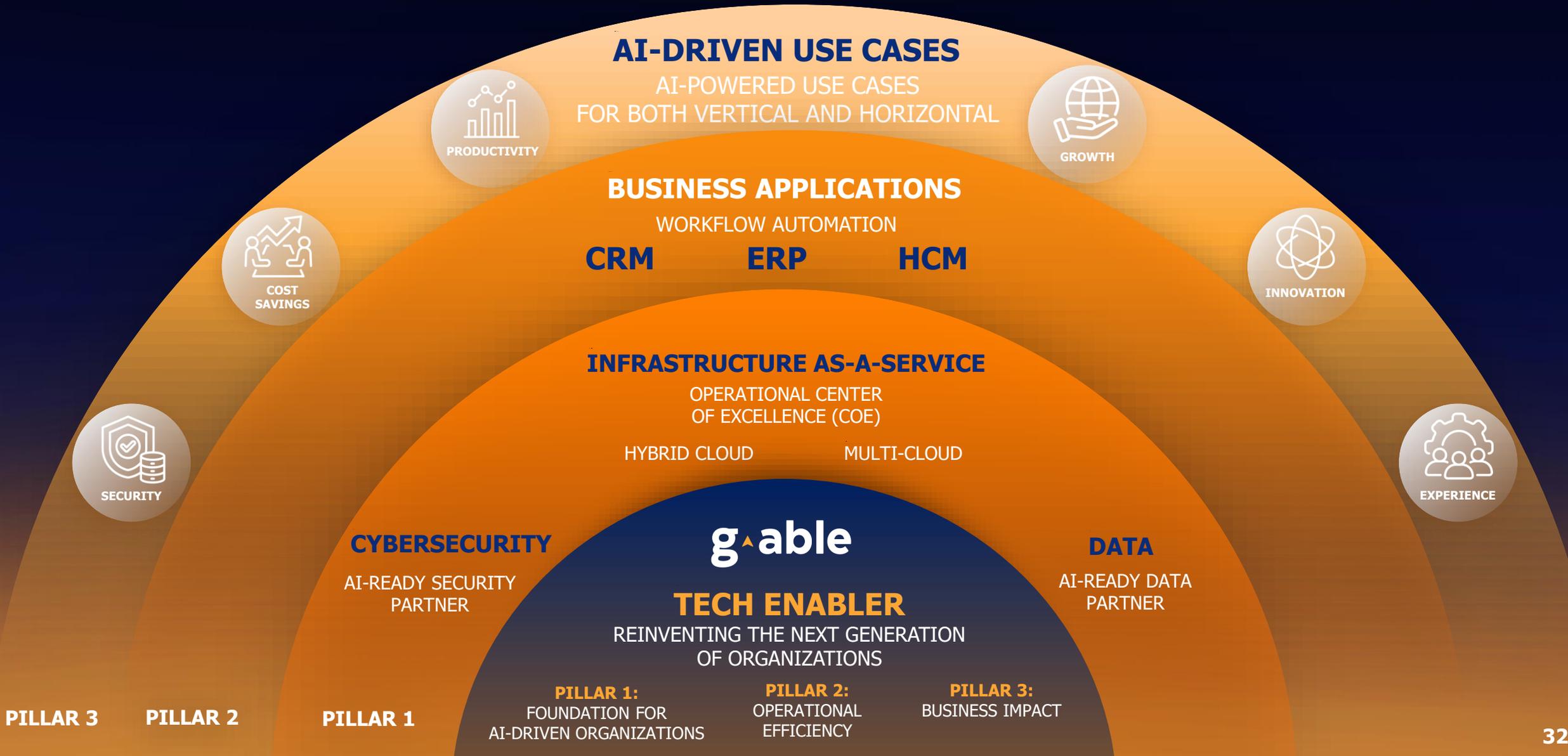


> 40% of spending is driven by Industry Specific Software featured with AI Agent use case

BUSINESS INNOVATION

G-ABLE'S LEADING SOLUTIONS DELIVERING VALUE TO OUR CUSTOMERS

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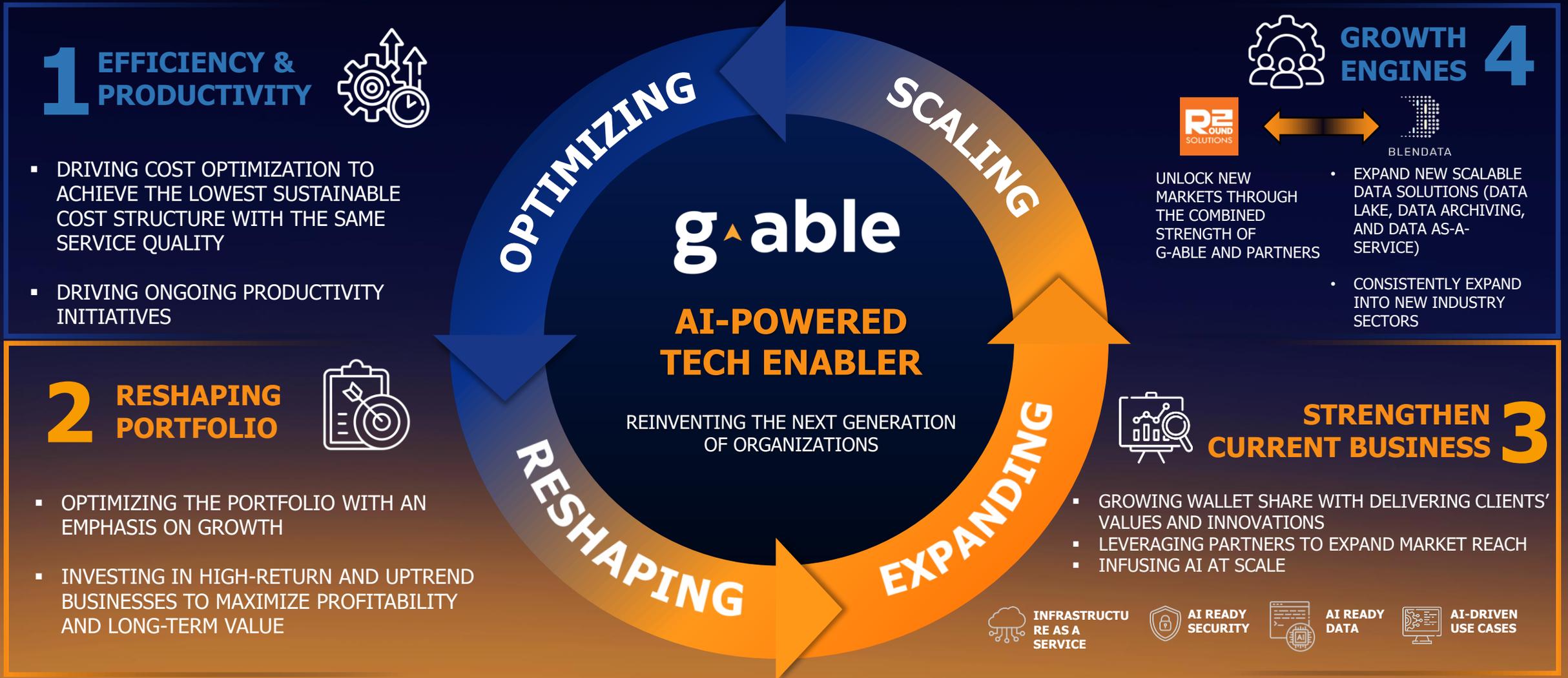


OUR FLYWHEEL FOR GROWTH 2026

DRIVING VALUE THROUGH PORTFOLIO OPTIMIZATION AND COST DISCIPLINE ACROSS OUR BUSINESSES

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DRIVING VALUE THROUGH PORTFOLIO OPTIMIZATION AND COST DISCIPLINE ACROSS OUR BUSINESSES



WE ARE COMMITTED TO MAXIMIZING VALUES TO SHAREHOLDERS

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A CONSTANTLY IMPROVEMENT COMPANY

Proven repositioning, on path to consistent growth

+2.0Bn

Backlog enlargement since IPO

>10%

NPAT contribution from growth engines

**Target Revenue Growth
FY2026 : 5 –15 %**

A RADICALLY COST DISCIPLINE COMPANY

Proven organizational restructure to prepare for the future

+ 2.1%

Gross Profit Margin

+ 1.1%

Net Profit Margin

**Target Gross Margin
FY2026 : 20 –21 %**

A ROBUST CASH POSITION AND DEBT CAPACITY FOR GROWTH

Operating business with governance and financial discipline

> 1.6Bn

Cash and cash equivalents as at end of FY2025

Debt Room

No interest-bearing debt as at end of FY2025

**Target Gearing Ratio
FY2026 : < 0.5x**

Returning Capital to Shareholders

Consistent Dividend to shareholders since IPO

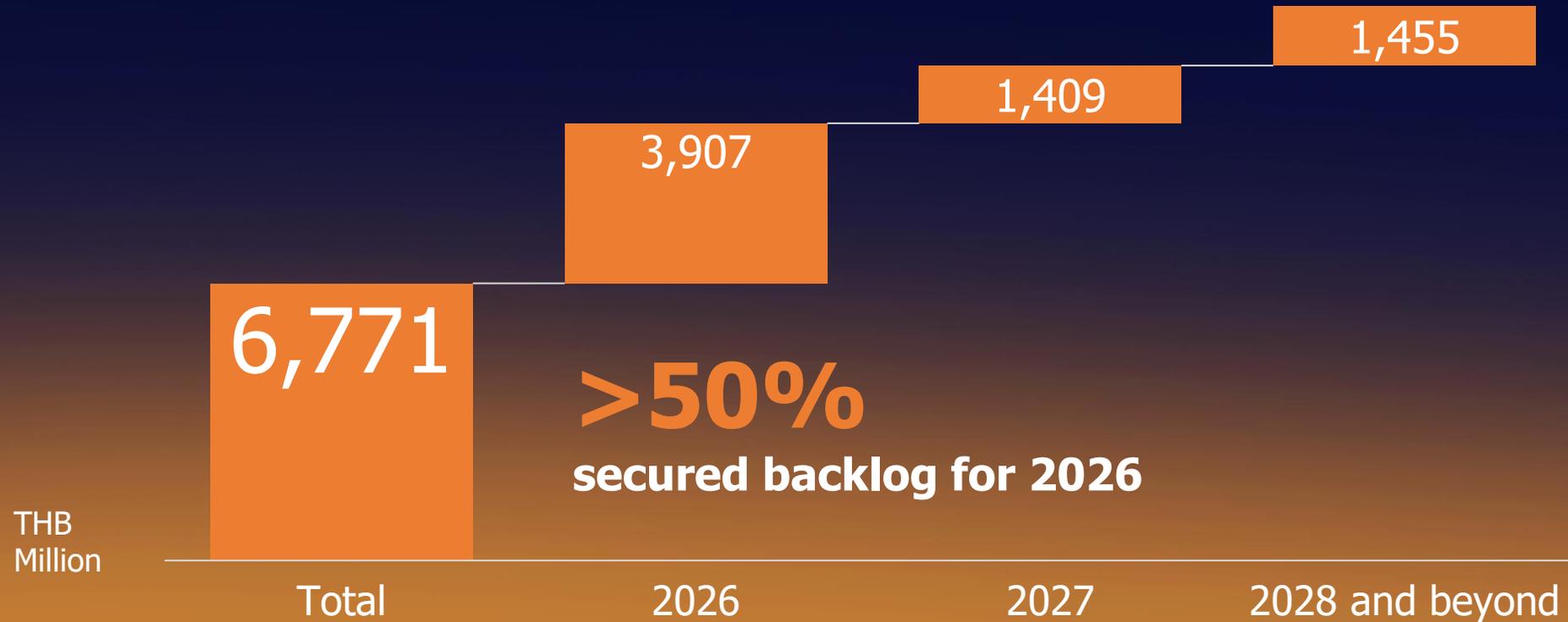
~ 8%

Dividend Yield (as of 20 Feb 2026)

ALL TIME HIGH BACKLOG

Backlog as of Dec 25
THB 6.8 Billion

▲ **10% YoY** ▲ **8% QoQ**



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