CORE BUSINESS

Consultant, design, procurement, installation and distribution of products and equipment which related to information technology systems.

OUR TECHNOLOGY PARTNERS

Cisco Gold Partner
Hewlett Packard Enterprise aruba
Allied Telesis
CHECK POINT
paloalto NETWORKS
FORTINET
Hewlett Packard Enterprise
Lenovo
NUTANIX Partners
NetApp
vmware
VERITAS

RECOGNITIONS AND CERTIFICATIONS

TÜV SÜD
Cisco Partner Global Gold Certified

Advanced Data Center Architecture Specialization
Adcanced Security Architecture Specialization
Advanced Collaboration Architecture Specialization
Advanced Enterprise Networks Architecture Specialization

COMPANY MILESTONE

2004
Founded by Mr. Somchai Likitcharoen and registered as a limited company under the name "The Practical Solution" Co., Ltd.

2006
- Registered with Cisco to become 'Premier Certified Partner'
- Raised 4 million baht in registered capital

2007
- Upgraded to Silver Certified Partner of Cisco
- Raised 5 million baht in registered capital

2008
Increased 10 million baht in registered capital

2009
- Upgraded to Gold Certified Partner of Cisco
- Appointed as business partner of Blue Coat Systems (currently known as Symantec)

2012
FY11 YoY Growth of the Year in Thailand Partner Conference from Cisco

2013
- Appointed as Innovator Authorized Reselle for the brand Palo Alt Networks
- Raised 20 million baht in registered capital

2014
Granted Certified ISO 9001: 2008 from TÜV SÜD Thailand

2015
Registered as business partner with NetApp in the level of Gold Authorized Distributor

2016
Raised 40 million baht in registered capital

2017
Set up a branch office in Chonburi Province to provide services to clients in the Eastern region

2018
- Appointed as Professional Partner for the brand VMware
- Raised 20 million in registered capital
- Awarded "Cisco Thailand and Indochina Partner Conference 2018 FY17 Architectural Excellence : Collaboration"

2019
- Closed down Chonburi Branch office
- Transformed to "The Practical Solution Public Company Limited"
- Awarded "Cisco Top Commercial Sales Partner 2019"
- Awarded "Best Strategic Win Value" from Solarwinds
- Awarded "2019 Fastest Growing Partner" from Sangfor

2020
- The Company established a joint venture company under the name of The Practical Superb Comp Co., Ltd. and The Win Telecom Co., Ltd.
- The Company received FY2020 Top Recurring Offer Partner of the Year award at the Cisco Thailand Partner Appreciation Event

2021
- The Company set up and registered X-Secure Co., Ltd. as a subsidiary
- The Company was in partnership with Hewlett Packard Enterprise (HPE) and has been appointed as a Silver HPE Partner Ready Solution Provider for HPE Fiscal Year 2022

DISCLAIMER

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TPS
The Practical Solution Public Company Limited

PASSION TO YOUR SUCCESS

THE PRACTICAL SOLUTION PUBLIC COMPANY LIMITED

FACTSHEET
Q3/2022
Performance

BUSINESS OVERVIEW

We bring solutions to make life easier

The Company engages in the business of consulting, designing, procuring, installing and distributing products and equipment related to information technology systems. by offering various solutions important to customers in 2 forms

Distributing and placing information technology systems in a normal manner	Distribution and installation of technology systems

BASIC COMPUTER NETWORKING

DATA CENTER SYSTEM

NETWORK MANAGEMENT AND ADMINISTRATION SYSTEM

NETWORK SECURITY SYSTEM

UNIFIED COMMUNICATIONS

WIRELESS COMMUNICATION SYSTEM

16+	340+	560+	20+
Glorious Years	Happy Clients	Projects Complete	Team Advisor

VISION

The Company has a vision to be a system integrator to provide integrated information technology solutions with efficientcy, effectiveness and high quality products. The Company aims to provide excellent services with punctuality and experts to meet all requirements and achieve business goals of customers as if they were corporate partners.

MISSION

The Company targets to become a leader in delivering information technology solutions and services in Thailand to meet all needs of businesses of different levels of customers from individuals, organizations to the national level with maximum satisfaction in products and services.

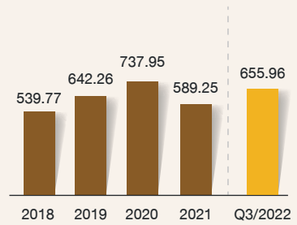
GOALS

The Company aims to continuously increase revenue and profit by creating a new customer base, and presenting new products to keep up with the changes as well as creating new business.

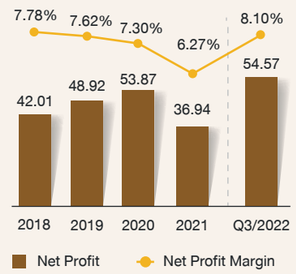
FINANCIAL HIGHLIGHTS

REVENUE

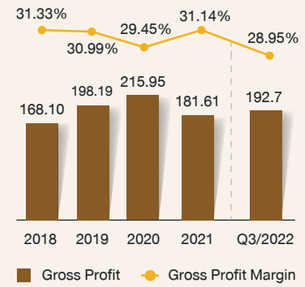
Unit: THB mn



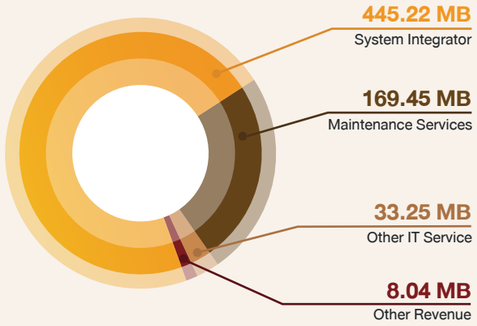
NET PROFIT AND NET PROFIT MARGIN



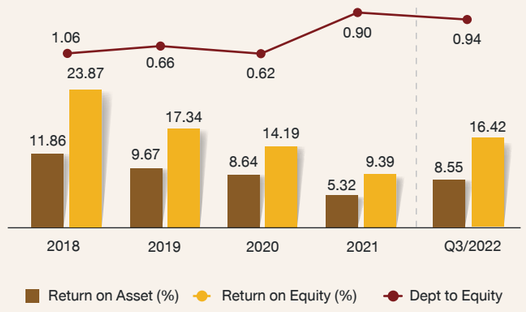
GROSS PROFIT AND GROSS PROFIT MARGIN



REVENUE BREAKDOWN BY BUSINESS



FINANCIAL RATIO

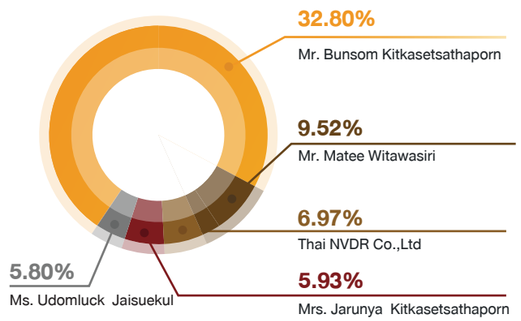


STOCK INFORMATION

TPS
3.34 THB
As of 29 Nov 22

52 Week Range	Par Value
3.92 - 2.30 THB	0.50 THB per Share
Market Cap.	**Free Float**
1,122.24 Million Baht	34.47%

SHAREHOLDING STRUCTURE



DIVIDEND PAYMENT

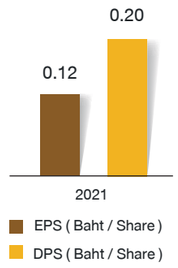
The Company's Dividend Policy

IS TO PAY ≥ 40%

of net profit after tax and all reserves specified by law (with additional conditions)

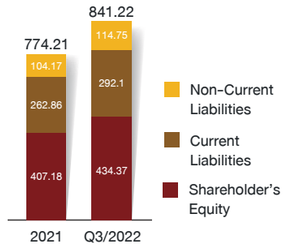
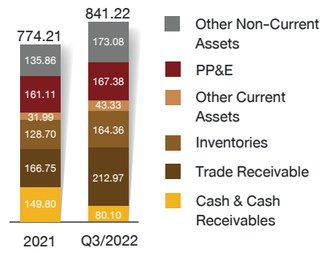
Dividend Payout in 2021

69.38 %



FINANCIAL POSITION

TOTAL LIABILITIES & EQUITY



TOTAL ASSET