## CORE BUSINESS



Consulting, designing, procuring, installing, and selling products and equipment related to information technology systems

## OUR TECHNOLOGY PARTNERS

Cisco Partner · Check Point · Fortinet · Nutanix · paloalto Networks · NetApp · Lenovo · HPE · Hewlett Packard Enterprise · Veritas · Allied Telesis · vmware by Broadcom

## RECOGNITIONS AND CERTIFICATIONS

TÜV SÜD ISO 9001 · Cisco Partner Platinum Learning · bsi ISO/IEC 27001 Information Security Management CERTIFIED

- Advanced Data Center Architecture Specialization
- Advance 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

**2009**
- Increased 10 million baht in registered capital

**2010**
- 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
- The Company set up and registered The Win Telecom Co., Ltd. as a subsidiary

**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

**2023**
- Increase Capital 226,000,000 Baht
- X – Secure Co., Ltd. has Increase Capital 9,000,000 Baht
- Great Serve Co., Ltd. has Increase Capital 8,000,000 Baht
- Set up and registered Applied Techne Co, Ltd. As aSubsidiary

**2025**
- Decrease Capital 209,849,867.50 Baht

TPS

# FACTSHEET Q3/2025



# PASSION TO YOUR SUCCESS

THE PRACTICAL SOLUTION PUBLIC COMPANY LIMITED


### DISCLAIMER

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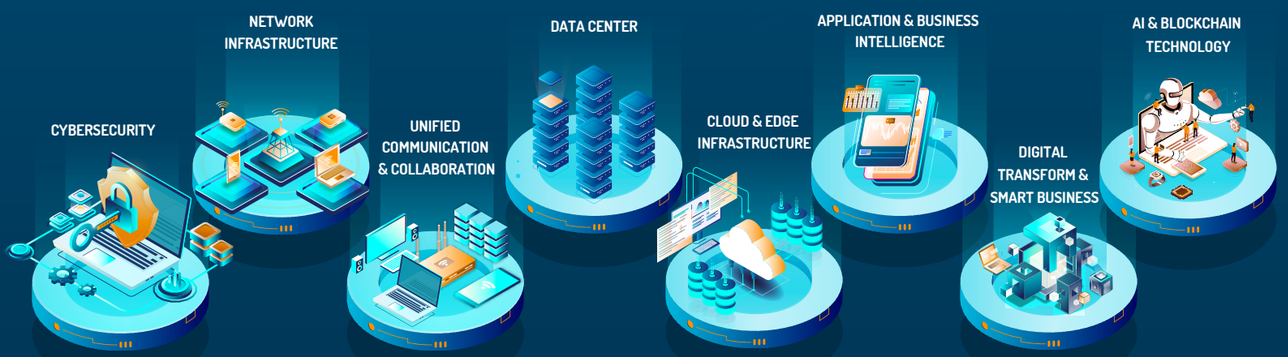
# BUSINESS OVERVIEW

## "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

**01** Consulting Designing and Deployment the Information Technology Systems

**02** Post-Sales Support and Maintenance Services




**20+** Glorious Years

**340+** Happy Clients

**560+** Projects Complete

**20+** 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.

## GOAL



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 busines

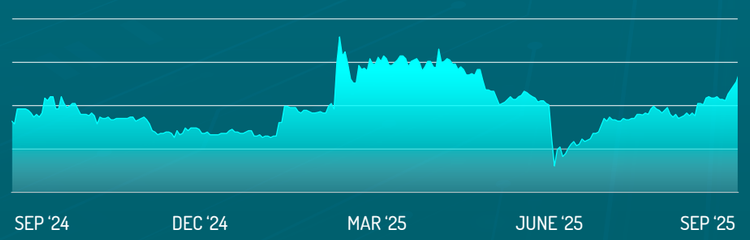


## STOCK INFORMATION

mai : TPS As of September 2025

**3.62 THB**

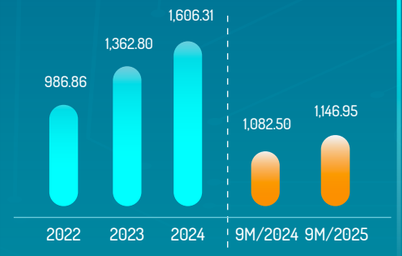
| 52 Weeks' Range | Par Value |
|---|---|
| 4.28 - 2.22 THB | 0.50 THB per Share |
| **Market Cap** | **Free Float** |
| 1,401.80 THB | 22.05% |




# FINANCIAL HIGHLIGHTS

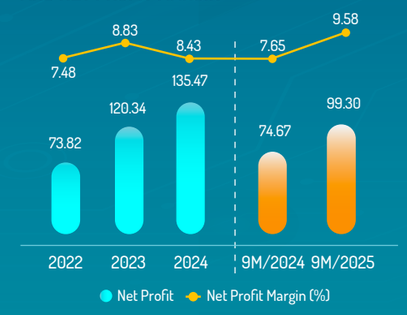
## TOTAL REVENUE

(Unit : THB mn)




## NET PROFIT AND NET PROFIT MARGIN

(Unit : THB mn)



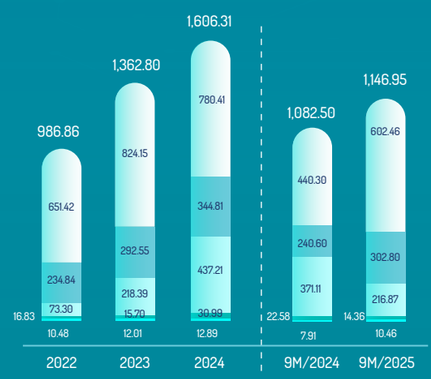

## GROSS PROFIT AND GROSS PROFIT MARGIN

(Unit : THB mn)



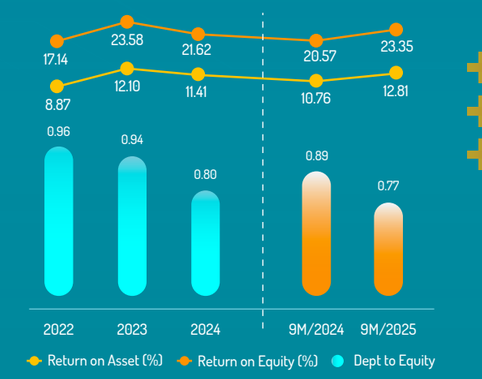

## REVENUE BREAKDOWN BY BUSINESS

(Unit : THB mn)




## FINANCIAL RATIO

(Unit : THB mn)



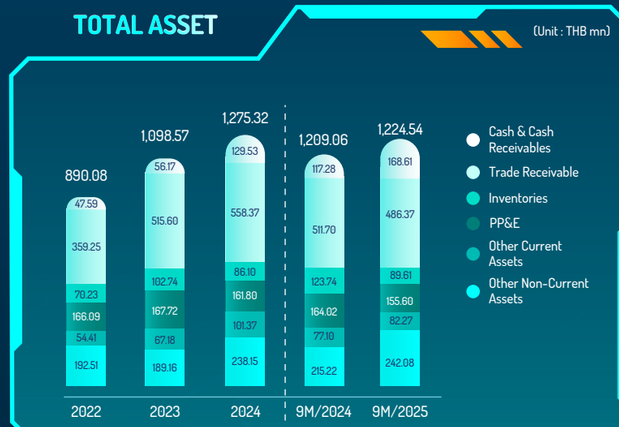

## FINANCIAL POSITION

(Unit : THB mn)




## TOTAL ASSET

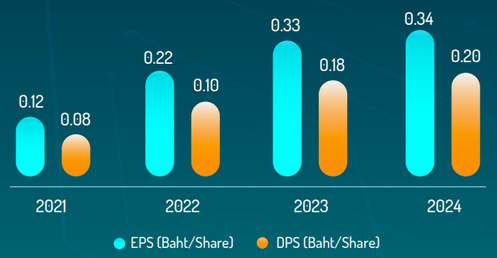
(Unit : THB mn)




## DIVIDEND PAYMENT

**The Company's Dividend Policy**

is to pay dividend to shareholders at the rate of not less than 40% of net profit after tax and all reserves specified by law.




## SHAREHOLDING STRUCTURE

