

AJA.012/2021

May 13th, 2021

Subject Management Discussion and Analysis of the Consolidated Financial Statements of
 Quarter 1/2020
 To Committee and Manager
 The Stock Exchange of Thailand

As the resolution of Board of Director Meeting of AJ Advance Technology Public Co., Ltd. (“Company”) No.7/2021 on May 13th, 2021 approved the financial statement of Quarter 1 year 2021 as of March 31st 2021 which had the net loss attributable to owners of the parent at 22.10 million Baht. If compared with the operation result of same period last year, company had the net loss at 34.10 million baht which was loss decreased at 12.00 million baht or 35.19 percent.

Company would like to report the operation result of Quarter 1 year 2021 as of March 31st, 2021 about the change that more than 20 percent when compared with same period of last year. The main reasons are as follows.

1.Total income was 92.34 million Baht which increase at 5.54 million Baht or 6.38 percent when compared with same period of last year at 86.80 million Baht. Total income had changed by income categories as follows.

Unit : million Baht

Total income by category	Quarter 1 2021	Quarter 1 2020	Increase (Decrease)	Change percentage
Revenue from sales of goods	65.00	64.94	0.06	0.09
Revenue from rendering of services	23.28	20.05	3.23	16.11
Other Income	4.06	1.81	2.25	124.31
Total Income	92.34	86.80	5.54	6.38

2. Distribution cost was 16.57 million baht or 17.94 percent of total Income, decrease at 4.97 million baht or 23.07 percent when compared to the same period of last year. Because the company has continuous control over expenses with the business in order to reduce the unnecessary expenses which able to reduce the sales expenses such as salaries and salesperson commission.
3. Administrative expenses 24.99 million baht or 27.06 percent of total Income, decrease at 6.62 million baht or 20.94 percent when compared to the same period of last year. Because the company has continuous control over expenses with the business in order to reduce the unnecessary expenses in accordance with the current economic and sales conditions.
4. Share of loss from investment in associates and joint ventures was 3.80 million baht, or 4.12 percent of total income, increased at 3.61 million baht 1,900 percent when compared to the same period of the last year, because The company set up allowance an impairment of investment in associate and joint ventures which operating loss.

Please be informed accordingly.

Sincerely Yours,



(Mrs. Prangthip Chanvisitsak)

Company Secretary