

AJA.019/2021

August 11th, 2021

Subject Management Discussion and Analysis of the Consolidated Financial Statements of
Quarter 2/2021
To Committee and Manager
The Stock Exchange of Thailand

As the resolution of Board of Director Meeting of AJ Advance Technology Public Co., Ltd. (“the Company”) No.9/2021 on August 11th, 2021 approved the financial statement of Quarter 2 year 2021 for the six-month period ended June 30th 2021 which had the net loss attributable to owners of the parent at 38.67 million Baht. If compared with the operation result of same period last year, company had the net loss at 64.36 million baht which was loss decreased at 25.69 million baht or 39.92 percent.

The Company would like to report the operation result of Quarter 2 year 2021 as of June 30th 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 173.23 million Baht which increase at 43.29 million Baht or 33.32 percent when compared with same period of last year at 129.94 million Baht. Total income had changed by income categories as follows.

Unit : million Baht

Total income by category	Quarter 2 2021	Quarter 2 2020	Increase (Decrease)	Change percentage
Revenue from sales of goods	115.25	86.93	28.32	32.58
Revenue from rendering of services	50.11	34.86	15.25	43.75
Other Income	7.87	8.15	(0.28)	(3.44)
Total Income	173.23	129.94	43.29	33.32

Revenue from sales of goods was 115.25 million Baht, an increase of 28.32 million Baht or an increase of 32.58 percent when compared to the same period of last year was 86.93 million Baht , caused by electrical appliances product which the company expands online distribution channels and more TV channels. In accordance with the current market conditions and the COVID-19 situation that the consumer behavior of shopping online more

For Revenue from rendering of services an increase from the same period of last year was 15.25 million Baht or 43.75 percent mainly due to the increase in the business of top-up services for prepaid phone and service prepaid kiosk, e-money service and accept payment via electronic method of the company subsidiary (Bangkok Pay Co., Ltd.) that has increased the number of top-up machine.

2. Cost of sale was 85.74 million Baht or 73.93 percent of revenue from sales of goods. The ratio of cost of sales to revenue from sales decreased at 10.66 percent when compared to the same period of the last year which was 85.05 percent due to the company's efficient cost management.

3. Share of loss from investment in associates and joint ventures was 3.78 million baht, or 2.18 percent of total income, increased at 3.39 million Baht or 869.23 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