

Management Discussion and Analysis (MD&A) for the first quarter of 2020

Turnover

Revenue

In the first quarter of 2020, the revenue of the company was 864 million baht. When comparing, it increased 166 million baht or 24% from the same period of the previous year. Since the company recognized increasing revenue from system development and service 32 Million Baht, information technology development 73 Million Baht, and maintenance work 61 Million Baht from the same period.

Cost of Sales and services

In the first quarter of 2020, the cost of sales and services of the Company was 669 million baht. When comparing, it increased 106 million baht or 19%, due to the company had recognized the rising work costs from the same period of the previous year.

Sales and administrative expenses

In the first quarter of 2020, the sales and administrative expenses of the company was 179 million baht. When comparing, it increased 247 million baht or 60%, arising from the reserve of fines for government projects in the amount of 16 million baht and bonus reserves in accordance with the measurement criteria of employees of 40 million baht.

Corporate Income Tax

In the first quarter of 2020, the corporate income tax of the company was 15 million baht, increasing 8 million baht or 114% from the same period of the previous year according to the increased net profit.

Profit for the period

In the first quarter of 2020, the profit for the period of the company was 58 million baht. When comparing, it increased 58 million baht or 125% due to foreign exchange gain of 48 million baht from the previous year.

Comprehensive income for the period

In the first quarter of 2020, the comprehensive income for the period of the company was 58 million baht and, increasing 33 million baht or 127% due to foreign exchange gain of 48 million baht from the previous year.

Financial Status

Assets

As of March 31st, 2020, the total assets amounted to 3,650 million baht, decreasing 19.55 million baht or 0.53% from the previous year. As a result of the decreasing of 19.55 million baht, it came from the related items; increasing total cash, cash equivalents and bank deposits with restrictions of use in the amount of 266 million baht, increasing in unbilled income in the amount of 214 million baht, increasing account receivables and other receivables in which most receivables were not yet due in the aggregate amount of 713 million baht, increasing job costs during installation in the amount of 35 million baht in accordance with the work procedures, and increasing in non-current assets in the aggregate amount of 120 million baht. Due to the impact of Financial Reporting Standards No. 16 regarding lease, the company recognized the right to use assets 132 million baht.

Debts

As of March 31st, 2020, the total debts amounted to 1,734 million baht, decreasing 177 million baht or 10% from the previous year. It came from the related items; decreasing trade account payable and other payables in the amount of 111 million baht, decreasing accrued expenses in the amount of 100 million baht, increasing received income in the amount of 15 million baht in advance. The effect of Financial reporting Standards No. 16 regarding lease, the company recognized additional liabilities under the leases of 125 million baht.

Shareholders' Equity

As of March 31st, 2020, the shareholders' equity amounted to 1,892 million baht, increasing 59 million baht or 3.25% from the previous year. It came from the company had total comprehensive income for the first three months of 2020 in the amount of 58 million baht.

Financial Ration

The necessary ratios are illustrated below;

Ratio	As of March 31 st , 2020	As of March 31 st , 2019
Ratio of Liquidity (Times)	2.0	1.9
Ratio of Debts to Shareholders' equity (Times)	0.90	0.98
Ratio of Gross Profit (%)	22.5	19.4
Ratio of Net Profit (%)	6.3	3.6
Ratio of Book Value per Share (Baht)	4.3	4.2

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