



Ref. OS 2020/028

November 13, 2020

Subject : Management Discussion and Analysis for Quarter 3/2020

To : The Director and Manager of The Stock Exchange of Thailand

SiS Distribution (Thailand) Public Company Limited and its subsidiaries would like to announce the Financial Report for the Third Quarter ended September 30, 2020 which has been reviewed by certified Auditors. The details are as follows:

1) Total Revenue

Total revenue of the Company and its subsidiaries for the Third Quarter of 2020 was 6,621 Million Baht, an increase of 1,293 Million Baht or 24.3% from the same period of last year. This was mainly an increase from almost all product groups as follows:

- Phone increased 1,078 Million Baht because the Company has just been appointed to be a distributor of Xiaomi in the fourth quarter of last year, resulting in the sales increasing from this brand.
- Value Added increased 384 Million Baht from Project sales.
- Consumer did not increase but improved from the last quarter after lifting the lockdown of the COVID-19 situation
- Others mainly increased 70 Million Baht from CCTV and E-Meeting equipment.

Except product groups mentioned above, Commercial decreased due to shortage of almost all PC and expected to continue for a while and the reduction of project sales also.

2) Net Profit

Net Profit of the Company and its subsidiaries for the Third Quarter of 2020 was 154 Million Baht, an increase of 55 Million Baht or 55.2% from the same period of last year. The main reason were as follows:



- Gross Profit Margin improved from 6.2% to 6.4%
- Financial Cost decreased 5 Million Baht.
- A share of 2 Million profit from investments in associated companies

Yours sincerely,

Mr. Somchai Sittichaisrichart
Managing Director