

Earning Release FY 2020

The Vice President, Accounting and Finance Division, disclosed that Thailand's economy in year 2020 recorded a contraction of 6-7% from severe effect of COVID-19 pandemic and strictly protective measurement imposed to control the COVID-19 pandemic both in domestic level and overseas, especially during lockdown period from March - May 2020 which the government announced lockdown closing malls nationwide and suspending the travelling of tourists. Even relaxation of measurements had been announced from the end of May, however, the trend of situation had been continuing for prolonged period, especially in countries still facing with severe pandemic and no available vaccine for protection. While the government conducted stimulus measures for expediting spending "Eat out to help out" "Chim Shop Chai" and "We Travel Together" scheme in the country, however, it actually had no positive impact on the growth of the economy as a whole. The high level of household debt, lower level of household income and public spending as main factor driving economy still low resulted to lower level of purchasing power and the domestic purchasing power was unable to drive economic growth.

In the year 2020, the Company and its subsidiaries had sales revenue amounting to THB 7,809.02 million, a decrease of THB 3,500.19 million representing 30.95 percent from the year 2019, net loss profit of THB 59.32 million, a decrease of THB 778.36 million compared to the previous year, representing 108.25 percent. Cost of sales was THB 5,489.38 million, a decrease of THB 2,078.64 million from the year 2019 representing 27.47 percent. Sales and administrative expenses amounted to THB 2,726.37 million, a decrease of THB 1,231.03 million from the previous year, representing 31.11 percent. The Company's net profit declined mainly due to the COVID-19 pandemic as a result to the closure of malls nationwide during a period from March to May 2020, including no-growth economy, decline of domestic purchasing power and no tourists from overseas. As a result, the Company conducted measurement to reduce any expenses not supporting to operational effectiveness, expenses not relating to sales growth and personnel expenses.

The outbreak of Corona Virus 2019 (Covid-19) which was starting from the end of December 2019 to the beginning of 2021 and the epidemic continues spreading across the country. Whether in some countries, they have been provided the Covid-19 vaccinations, however, this cannot cover the global demands, including the tourists cannot travel across the countries, travel and business sectors have an adverse effects and the economics has been declined, which is resulted in the reduction of customers' purchasing power and for the Company this pandemic has also had a significant impact on sales revenue.

Therefore, the Company is prompt to form a commercial alliance both with the trade partners in the large digital market place and the Platform Ecommerce Service Providers. In addition, we also connect the electronic payment system with the financial, logistics and warehouse service providers, aiming to build the automatic system, develop the data scientist. It is to study the consumption behavior that changes all the time, facilitate rapidity and precision in goods management, communication, as well as to respond to our customers and trade partners, i.e. supply chains from manufacturers, distributors, online and offline trade partners. Including setting up new work procedures which are creative, innovative, attractive and impressive to the customers, jointly linked to the supply chains from designers, manufacturers, distributors and trade partners, networks as well as other services rendering.

The Company focuses on strengthening the quality, has to know about the Deep Customers Insight. Supply Chain Structure reduces the cost of goods sold competitive points. The restructuring of organization to be more agile, effective and readiness for customers requesting and achieving sustainable competitive advantage.