

PREMIER TECHNOLOGY PUBLIC COMPANY LIMITED

SET OPPORTUNITY DAY #1/2013

■ ■ As of June 30, 2013

ISO 20000
ISO 22301
ISO 27001
BUREAU VERITAS
Certification



PT invests in the Information Technology Business through its subsidiary, Datapro Computer Systems Co., Ltd. (DCS)

DCS is the Thai leading provider of total enterprise IT solutions and services to local and international enterprises.

- Founded in 1986
- Provides Total Enterprise Products and Services :
 - IT Systems and Infrastructure
 - Managed Service and IT Outsourcing
 - Disaster Recovery & Business Continuity Services
 - Offer Various Services base on World Class Datacenter
 - Multimedia Solutions
 - Digital Content Management and Broadcasting Services
 - Cloud Application Choice of Services
- Over 25 years in of experience and knowledge in Enterprise IT Environment
- Full Scale for After Sales Support, Services and Maintenance for Represented products
- Operates out of 6 major business divisions with more than 400 well trained professionals
- Supporting more than 1,000 customers in various industry segments



PRODUCTS & SERVICES

Enterprise IT Requirement

On Premise IT Project

- * World Class Enterprise IT Products Representative



Professional Services

- * Professional Certified Engineer for Various Services Against Product Representative



Data Center & Outsourcing Services

- * Managed Service & IT Outsourcing base on World Class Datacenter
- * Disaster Recovery Services
- * Digital Content Management and Broadcasting Services



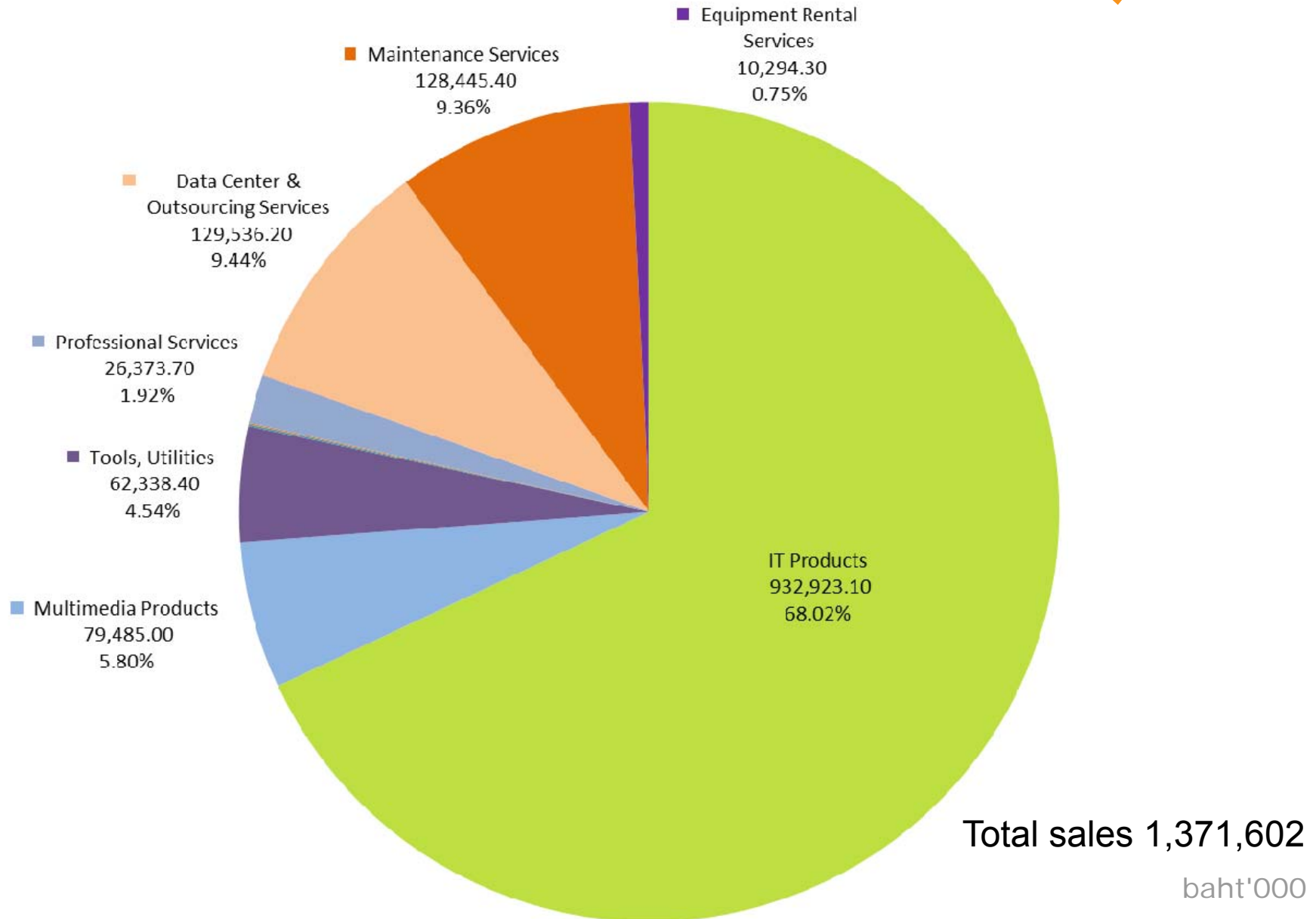
Cloud Application Services

- * On top with Application Choices , base on Pay as you use concept
- * Infrastructure Ready as Cloud Services



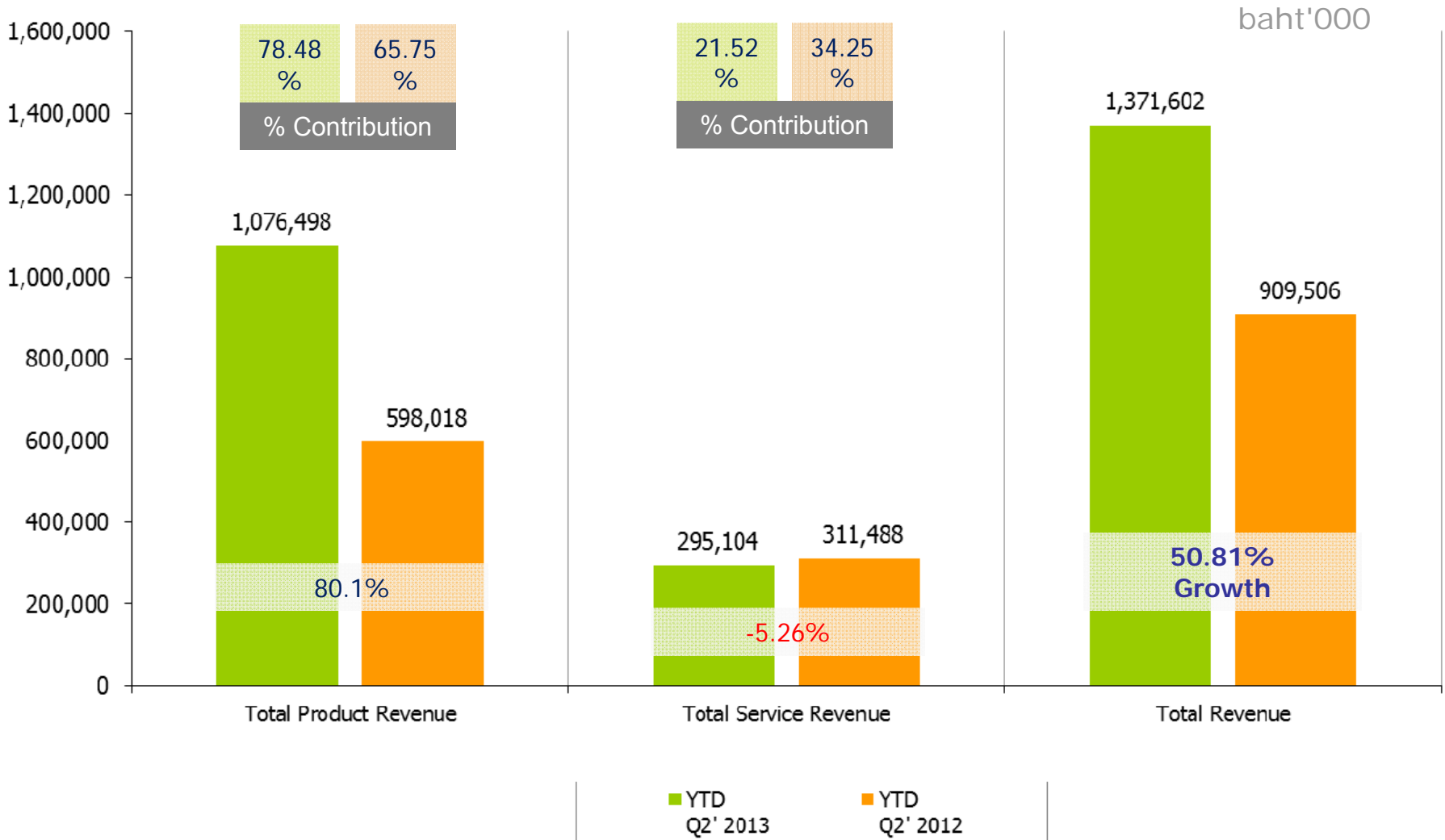
DCS SALES ANALYSIS

YTD Q2-2013 SALES CONTRIBUTION



DCS SALES ANALYSIS

YTD Q2-2013 VS LAST YEAR



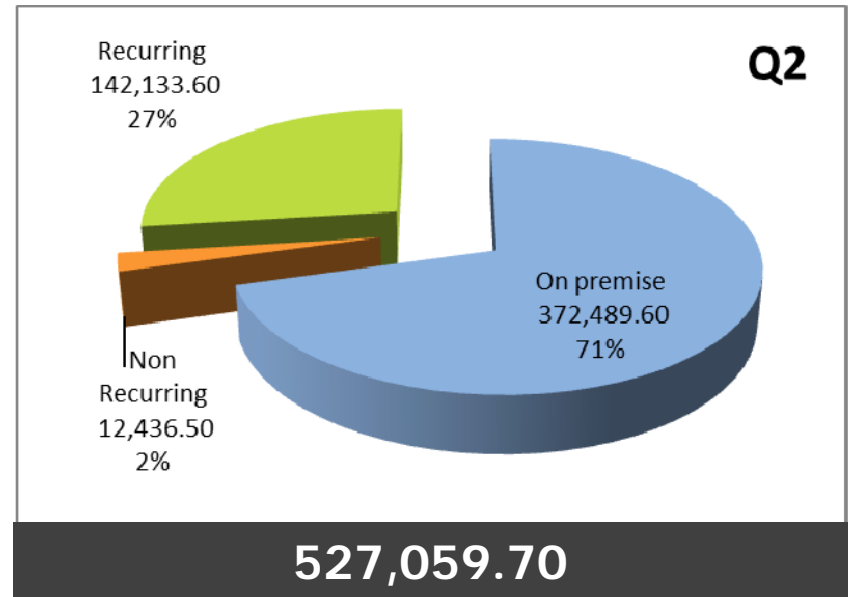
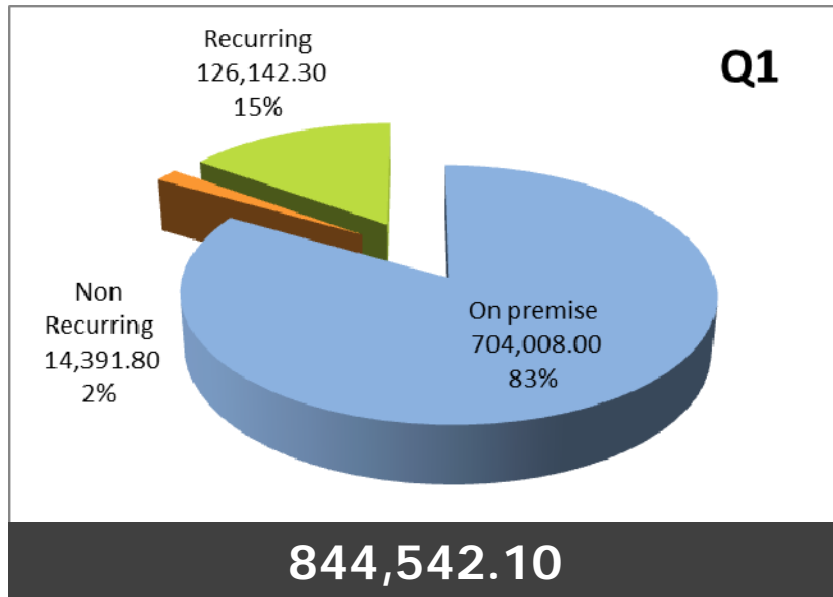
DCS SALES ANALYSIS

PROFIT MARGIN : YTD Q2-2013 VS LAST YEAR

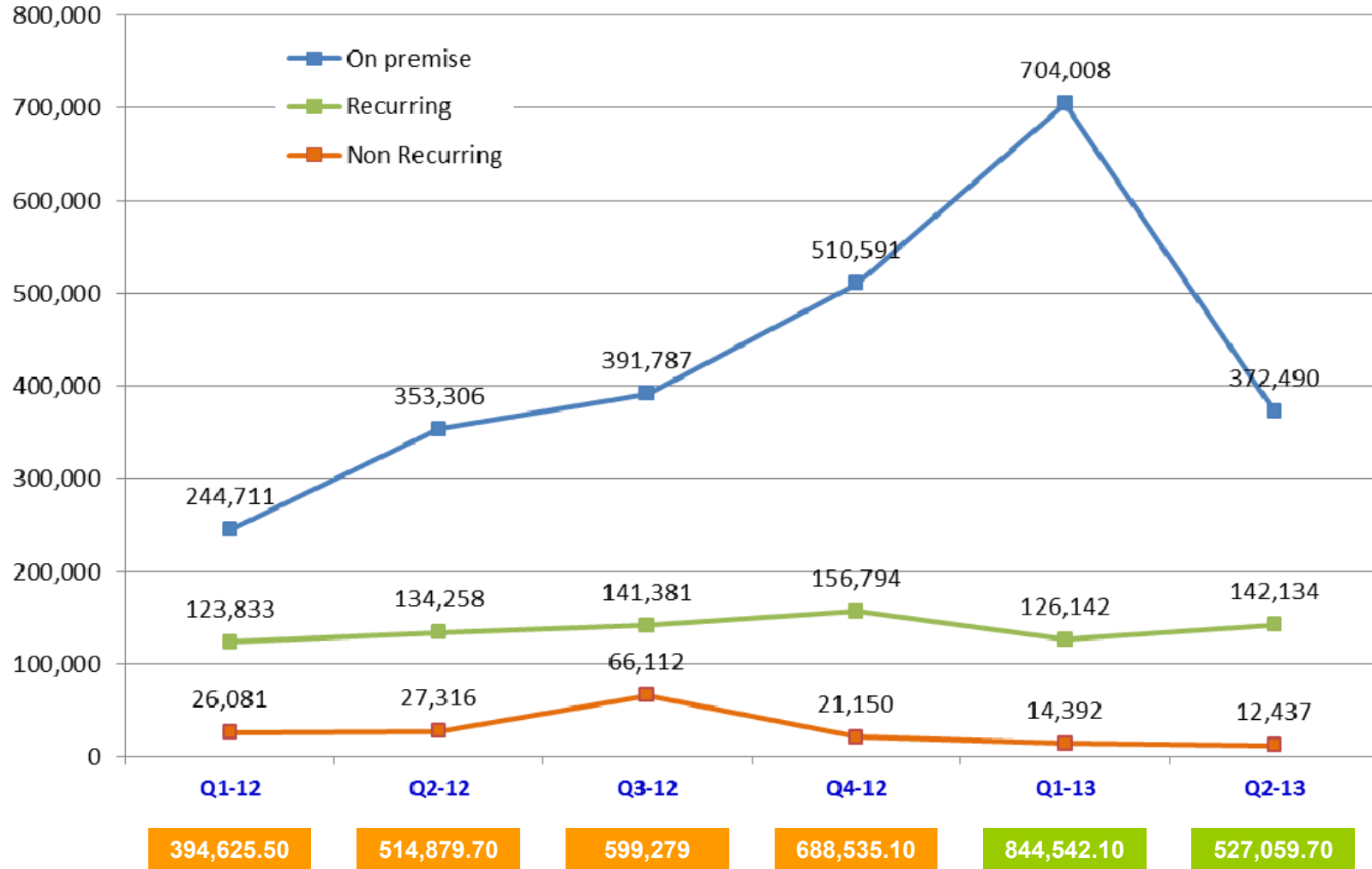
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Product Revenue	YTD Q2-2013		YTD Q2-2012	
Hardware	↑ 166,407	24.33%	101,143	23.03%
Software	14,672	23.43%	18,215	12.91%
Non Recurring	18,945	80.68%	29,417	72.10%
Recurring	↑ 128,601	60.51%	111,189	42.76%
Total	328,625	42.00%	259,965	35.60%

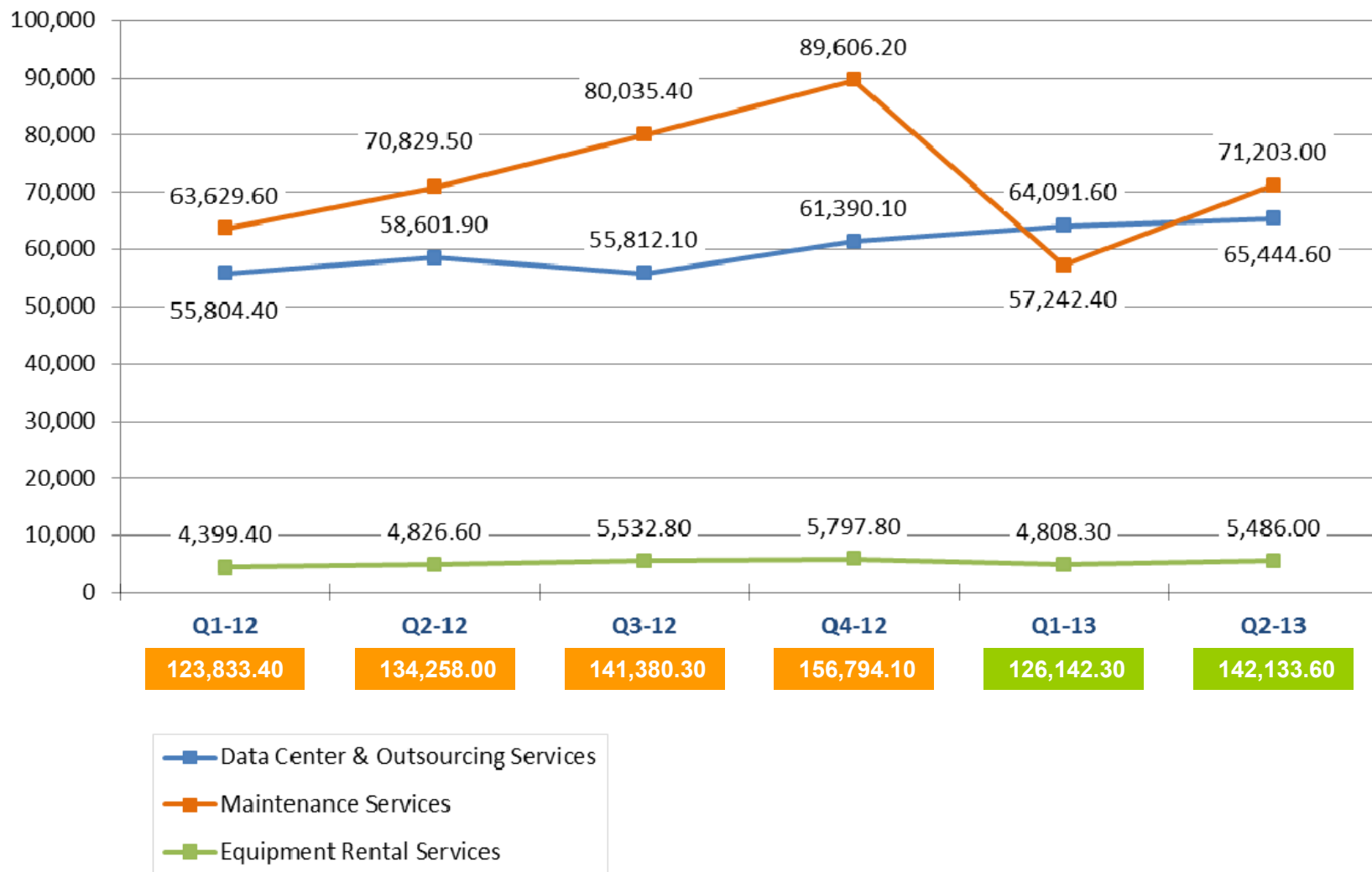
SALES BREAKDOWN Q1-Q2



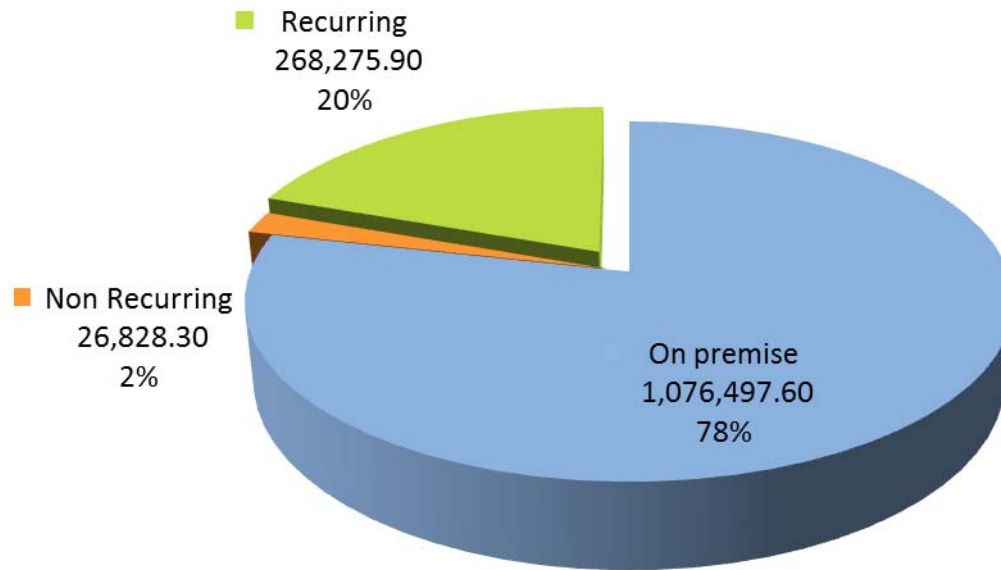
SALES BREAKDOWN Q1/2012-Q2/2013



RECURRING SERVICE BREAKDOWN Q1/2012-Q2/2013

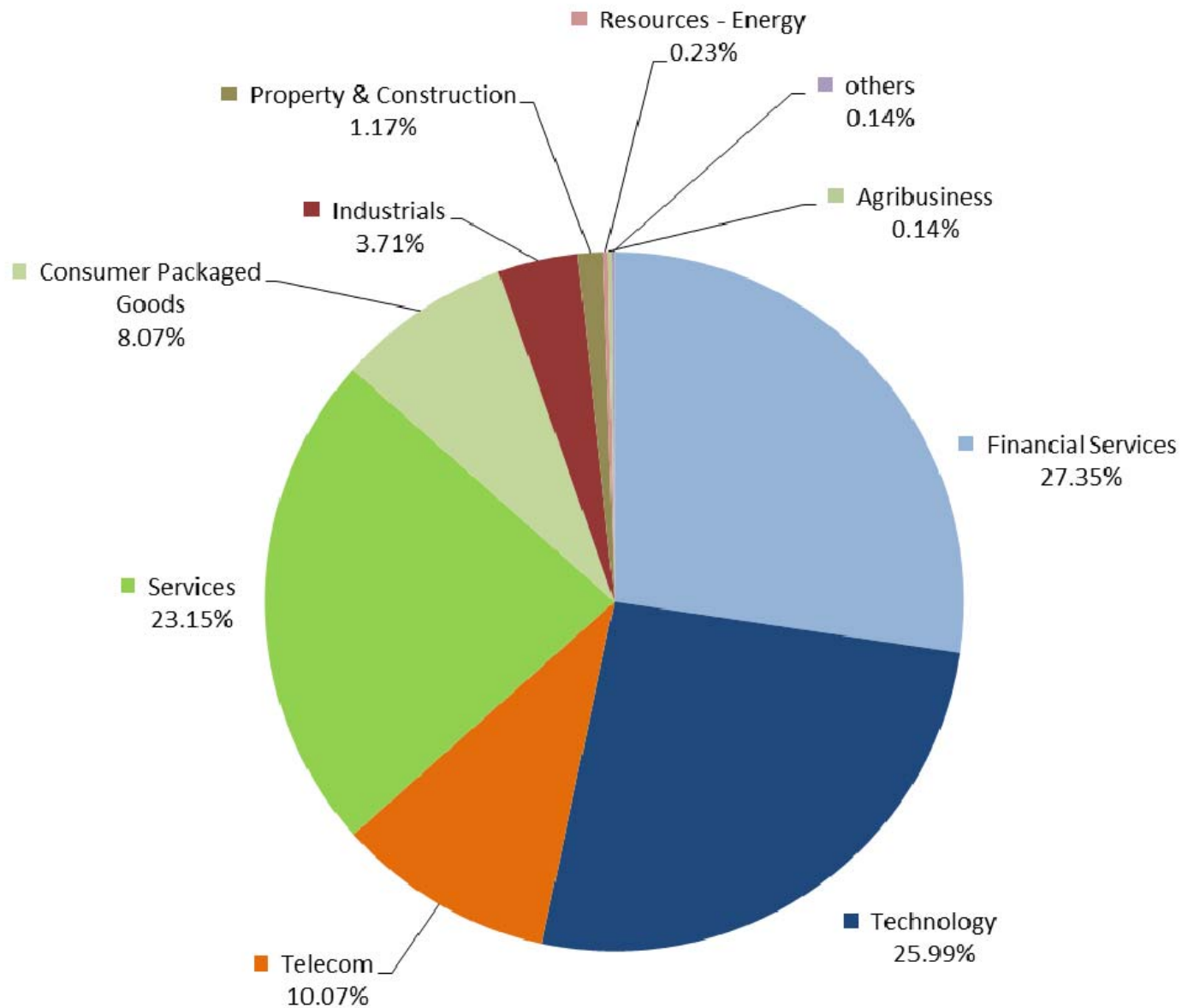


YTD SALES BREAKDOWN

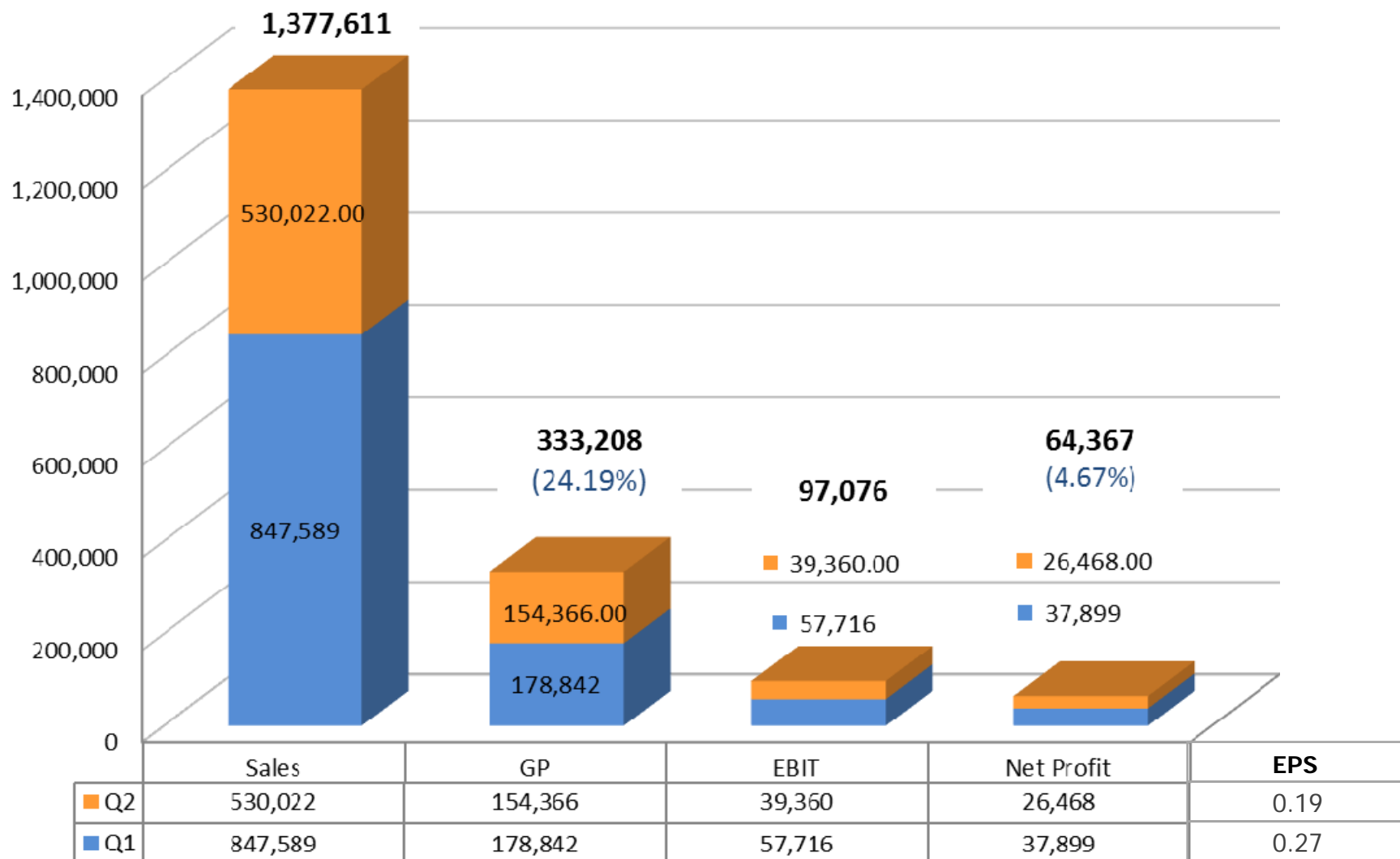


Sales	Total 2013
On premise	1,076,497.60
Non Recurring	26,828.30
Recurring	268,275.90
Total	1,371,601.80

SALES PORTION BY INDUSTRY SEGMENT (YTD)



2013 Q1, Q2 PERFORMANCE (CONSOLIDATED)



THANK YOU

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