# (Translation) Minutes of Annual General Meeting of Shareholders for the Year 2014 Of <br> Premier Technology Public Company Limited 

Held on 23 April 2014 at 10.00 hrs., at the Conference Room No. 501, 5th Floor, Premier Corporate Park, No 1 Soi Premier 2, Srinakarin Road, Nongbon, Prawet, Bangkok.

Mr. Vichien Phongsathorn, the Chairman of the Board, acting as the Chairman of the Meeting, informed the Meeting that 22 shareholders had attended this Meeting in person, and 25 shareholders were represented by proxy, totaling 47 shareholders, representing 82,611,011 shares or equal to 58.1995 percent of the total distributed shares, which constituted a quorum according to the Articles of Association of the Company. The Chairman addressed the beginning of the Annual General Meeting of the Shareholders for the Year 2014.

During the course of the Meeting, additional shareholders joined the Meeting. As a result by the end of the Meeting, 27 shareholders attended in person and 27 shareholders by proxy, totaling 54 shareholders holding $85,923,312$ shares equal to 60.5330 percent of the total number of subscribed shares after deduction of treasury stock.

The Chairman introduced the Board of Directors and auditor attending the meeting to the meeting as follows:

1. Mr. Vichien Phongsathorn
2. Mr. Katiya Greigarn
3. Mr. Suchai Vatanatrinakul
4. Mr. Paritud Bhandhubanyong
5. Mr. Suradej Boonyawatana
6. Miss Wanna Kolsrichai
7. Mrs. Duangthip Eamrungroj
8. Mr. Harin Upra
9. Mrs. Chonlaros Suntiasvaraporn

Chairman of the Board Independent Director and Chairman of Audit Committee Independent Director and Member of Audit Committee Independent Director
Director
Director
Director
Director
Auditor of EY Office Limited

The Corporate Director- Accounting, Financial and Legal and Registration also attended the Meeting.

Before beginning with the agendas, the Chairman informed the Meeting relating to voting procedure of each agenda. The voting procedure divided into 2 cases as follows:

1. In case that a shareholder attended the Meeting in person, or through a proxy authorized to vote on behalf of the shareholder, the Chairman would propose the Meeting to vote in each agenda, by asking whether there were any shareholders who disagreed or abstained to vote or not. If any shareholder showed his or her hand for disagreement, or abstention to vote, then that agenda would be voted by the ballot received from the registration. The ballots were collected by the Company's staff for vote counting. If there was no person disagreed, and abstained to vote, then it would be deemed that all shareholders had agreed to such agenda. The counting was 1 share per 1 vote.
2. In case of a proxy to participate in the Meeting and the shareholder had fixed his or her votes in the instrument of proxy, then the vote in each agenda, indicated by the instrument of proxy, would be counted for resolutions of the Meeting.

The Chairman further informed that in the Annual General Meeting of Shareholders for the year 2014, the Company had offered opportunity to shareholders to propose other agendas and the name of person to be considered as director(s) of the Company via the Company's website and the Stock Exchange of Thailand, the submission started from January 2013 until 31 December 2013. There were not any matters or name of person proposed.

Thereafter, the Chairman commenced the Meeting according to the agendas as follows:

## Agenda 1 To consider and adopt the Minutes of the Annual General Meeting of Shareholders for the year of 2013

The Chairman proposed the Meeting to adopt the Minutes of the Annual General Meeting of the Shareholders for the year of 2013 held on 24 April 2013, the copies of which was sent to all shareholders together with the invitation letter to summon this Meeting.

The Meeting had considered, and resolved to adopt the Minutes of the Annual General Meeting of the Shareholders for the year 2013 with majority votes of the shareholders participated in the Meeting as follows:

Approved 82,504,804 Votes
shareholders attending the meeting and voting
Disapproved 0 Votes shareholders attending the meeting and voting. Abstained 465,507 Votes
equivalent to $100.0000 \%$ of the total votes of
equivalent to $0.0000 \%$ of the total votes of

## Agenda 2 To acknowledge the report on the Company's operating results of the year 2013

The Chairman requested Mr. Harin Upra, Director and Managing Director of Datapro Computer Systems Co., Ltd. (DCS), a subsidiary that is the Company's main business, to report on significant events of the subsidiary in 2013 that can be summarized as follows:

Information technology (IT) products distribution in 2013 had sales proportion separated by customers as follow: Financial Service 25.18\%, Technology and Telecom 38.41\% and Services 21.11\%, the total revenue came from sales from IT business $75 \%$ and from services $25 \%$.

The results of operations of the Company and its subsidiary for the year 2014 was reported to the meeting summarized as follows:

The Performance of the Company and its subsidiary in the year 2014, the Company and its subsidiary had total revenues in the amount of $2,595.9$ Million Baht with the net profit of 115.1 Million Baht. For DCS, total revenues in the amount of $2,581.3$ Million Baht with the net profit of 115.8 Million Baht.

The Business Performance of the Company in year 2013, as follows:

- Major Growth came from various on-promise project
- Recurring revenue still keep maintained
- Political situation effected in selected segment
- FSI and Telco are still major customer market segment
- Multiple On Premise Projects in Myanmar
- Employee turnover is less than 5\% annually

The Chairman said the matter of social responsibility and Anti-corruption that Premier Group of Companies intention to adhere to the anti-corruption since its inception. The Company emphasizes on operating business with moral, ethics and all management and staffs are upheld. Then Mr. Harin said.

Anti- Fraud and Corruption: Premier Technology Public Co., Ltd co-sign to show intention to be "Collective Anti-Corruption: CAC" on 14 September 2011 to show intention and determination on Anticorruption in any form. In 2013, the Company and its subsidiary have conduct self-evaluation on AntiCorruption measures and risk evaluation related to fraud in the company. The guidelines to conduct business will be presented for approval and applying for certification as a unified practice in May 2014. The company will begin training employees to promote honesty and responsibilities in June 2014.

Corporate Social Responsibilities: The Company and its subsidiary adhere to their intention to operate business by recognizing the significant of all stakeholders under the Premier Group's business philosophy of "The Premier Business, The Premier People, The Premier Society" or Harmonious Alignment for Success which is the core value in operating business of Premier Group in which the Company and its subsidiary adhere to focus in operating the business to have holistic sustainable success, engage the core and led to the involvement of Thailand in taking care of our city livable and sustainable. The subsidiary also has many social activities for employees and families through DCS Club such as donation, eco-tourism, environmental, healthy activities, etc.

Subsequently, the Chairman provided the opportunity for the shareholders to raise questions which were as follows:

Shareholder: The detail of major customer of Data Center who out of business and when we recognized the revenue. What is the trend of Data Center business in 2014?

Director and Managing Director of DCS: Such customer liquidated mid-2013. No problem about debts and the company paid the fine in full. For the Data Center in 2014, as customers are mostly medium to large businesses, the business trend is good since there are many customers who are interested.

Shareholders: Recurring revenues were stable in the past 6 months because there was no new customers and revenue came from fines or not.

Director and Managing Director of DCS: Revenue from fines was not recorded in the Recurring income. The company had 2-3 new customers but there were some target customers who cannot draw in the 4th quarter due to the impact of the political situation, including Telecom customers who have their own Data Center. Mostly the customers were Financial Service customers and Service customers as well.

Shareholder: From On Premise Project in 2013, how much the income from Maintenance
Director and Managing Director of DCS: Normally, the products will expire after 5-6 years and require a new purchase. Then the income will be for On Premise (Project Sales) income. It will generate income to Maintenance services income after 1 year, since the warranty period of all products are 1 year warranty. But the warranty period of some products are 1-3 years based on the policy of each company owns. Some companies will provide their owned Maintenance service to the customers after 1 year warranty. So the income from On Premise and Maintenance services will be reversed.

Shareholder: How the company copes with Global Player in the future?
Director and Managing Director of DCS: In case there are Global Players compete in the market cannot be prevented. Therefore, the company is not focused on the defensive, but will use a policy to fight or make a competitive capability in replacement, especially in neighboring countries such as Cambodia, Laos, Myanmar. In order to maintain the customer base, the Company has a strategy to deal with domestic customers in the form of long-term contracts as possible and try to sell products abroad as much as possible as well.

Chairman: IT Multi-National companies are more to come but the company is trying to build a base of personnel, which currently numbers about 400 people to secure and maintain a turnover rate of personnel to a minimum.

Shareholder: What is the estimated Net Profit Ratio for 2014 when compared to $4.38 \%$ in 2013?

Director and Managing Director of DCS: Usually Net Profit Ratio for IT business are relatively low but the company will try to make the ratio is higher in each year to reach $7 \%-8 \%$ by focusing on Services business since Net Profit Ratio from product sales is not high due to the high competition in the market. There are also new suppliers coming into the market.

Shareholder: Recurring income is quite a bit, how to increase this income?
Director and Managing Director of DCS: Recurring Income or Regular Income is so difficult due to the increase of competitors as well as Global Player that comes a lot. The Company's customer base is Multi-National Company in Thailand. The company operates under the 3 ISO Standard that the companies have been certified in order to retain existing customers and add new customers. The international customers are always considering the service standards first, including the provision of ongoing services of the company. The company offers compensation to employees in a satisfactory ratio. Enable employees to perform their satisfaction in the company. In future, the company will increase Cloud Computing Service to increase more market opportunity.

Chairman: Generally, foreign companies often think that the compensation is a key factor in attracting people to work with employers. But in fact, Job satisfaction is likely to be more important factors for new generation. This factor should be applied to employees in Thailand, so the company tries to engage in business, social and public to all employees. The company also has survey of the satisfaction of the employees.

Shareholder: How much target the company aims for D-Work and can the company compete against foreign companies or not?

Director and Managing Director of DCS: The efficiency of the system can compete with foreign companies. Since D-Work, software for the personnel management, is Thailand Trade Name or Brand new, the brand is still unknown, including the factor of customers who adhered to Brand. There also have number of potential customers who are not confident in Cloud System and choose to use the On Premise installations. Target User is currently 12,000-13,000 users but the company is trying to adjust the Business Model of 500-1,000 users for a $200-300$ users.

Chairman: The company had been using a system of overseas and had lessons before so the company try to improve D-Work with Thailand most.

Shareholder: The companies involved with TV Digital or not, how and what type of business?

Director and Managing Director of DCS: The company was involved in TV Digital long time ago but in case of Infrastructure (Non-Signal) for multiple channels, including the main channel. However, since this is also the start period, the company has to wait for the market to a standstill before it starts to move forward. The type of business is One-Time Service.

Shareholder: According to the news that True and I-Link have expanded their owned Data Center, what is the plan for the company about this news?

Director and Managing Director of DCS: Both True and I-Link are competitors to the company but the growth of the 2 companies are just to support their own businesses. The company can grow itself since company has owned area to expand.

Chairman: The clear distinction is the company is not focused on space rental and equipment but will focus on value-added services.

Shareholder: Acknowledged and no further questions.
The Chairman then asked the Meeting to acknowledge the report on the Company's operating results of the year 2013.

The Meeting acknowledged the Performance of the Company for the year 2013.

## Agenda 3 To consider approve the Company's financial statements for the year ended 31 December 2013.

The Chairman proposed the Meeting to approve the Financial Statements of the Company for the year ended 31 December 2013, which had been audited and certified by the auditor, as per the details in the Annual Report sent to all shareholders together with the invitation letter to summon this Meeting.

Subsequently, the Chairman provided the opportunity for the shareholders to raise questions which were as follow:

Shareholder: Why Allowance for doubtful debts and Trade receivables increase from last year too much?

Director and Managing Director of DCS: The increase of Allowance for doubtful debts and Trade receivables was recorded according to the criteria which determine if a bill is not possible within the period. The company will be recorded in a conservative manner only. Actually this matter is about delivery, not debt collection. In Business, the company has process of Credit Check to prevent bad debt, including the Bank Guarantee or other documentation requested. So the company's bad debt is very low.

Chairman: As you can see in Net cash flow, there will be reversed for doubtful accounts as income when the company can collect from the customers.

There being no further question, the Chairman then proposed that the meeting approve the financial statements for the year ended 31 December 2013.

The Meeting had considered, and resolved to approve the Financial Statements of the Company for the year ended 31 December 2013, which was audited and certified by the auditor. With majority votes of the shareholders participated in the Meeting as follows:

Approved $85,457,805$ Votes equivalent to $100.0000 \%$ of the total votes of
shareholders attending the meeting and voting
Disapproved 0 Votes
equivalent to $0.0000 \%$ of the total votes of
shareholders attending the meeting and voting.
Abstained 465,507 Votes
Agenda 4 To consider approve the appropriation of the profit and the dividend payment for the year 2013
The Chairman informed the Meeting that the Company has policy of dividend payment considering from its performance and cash flow of the Company. In 2012, the Company had net profit 82.85 million Baht, and had retained earnings after statutory reserve 137.07 million Baht. The Board of Directors considered it appropriate to propose the shareholders' meeting to approve the dividends payment at the rate of 0.25 Baht per share. When combine such rate of additional dividend with the interim dividend at the rate of 0.15 Baht per share which has been paid to the Shareholders since 3 September 2013, will be the total amount of dividend payment from the operating results of the year 2013 at the rate of 0.40 Baht per share, with the total amount of $56,777,788.40$ Baht, representing a net profit of $68.54 \%$. And consistent with the dividend policy, the name of the shareholders entitling to receive the proposed dividend shall be recorded on Wednesday 7 May 2014. Consequently, Thursday 8 May 2014 shall be the book-closing date in accordance with Section 225 of the Securities and Exchange Act B.E. 2535. And the date of dividend payment will be Thursday 22 May 2014.

Subsequently, the Chairman provided the opportunity for the shareholders to raise questions which were as follow:

Shareholder: Where did the company took the money from to pay dividend and tax? Did the company have to loan or not?

Chairman: The company has income from rental of building and dividend from its subsidiary to pay dividend to shareholders. No loans from any financial institution

Senior Director of Accounting: The company has income from dividend of its subsidiary which showed in consolidated. Since the business of company and its subsidiary are services, when customers pay for the services, they will be deducted the withholding taxed at the rate required under the Code. The company can be taken as a tax credit. And in fact, after deduction of such tax, the Corporate Tax has to be paid in cash about 1 million baht only.

Shareholder: Dividend policy will change to every quarter or not.

Chairman: During the past 2-3 years, the company paid an interim dividend during the year every year, by considering the cash flow and liquidity at that moment, and have to consider the burden that will require funding in the future which the company thinks that it appropriate and beneficial to the company and shareholders. However, the company may adjust the dividend policy if the situation or the company's ability change.

There being no further question, The Chairman then requested the Meeting to approve the profit allotment and dividend payment.

The Meeting had considered, and resolved to approve the profit allotment and dividend payment with majority votes of the shareholders participated in the Meeting as follows:

Approved $85,457,805$ Votes equivalent to $100.0000 \%$ of the total votes of shareholders attending the meeting and voting

Disapproved 0 Votes equivalent to $0.0000 \%$ of the total votes of shareholders attending the meeting and voting.

Abstained 465,507 Votes

## Agenda 5 To consider the election of directors to replace those retiring by rotation

The Chairman informed the Meeting that According the Public Limited Companies Act B.E. 2535 with Article 13 and Article 15 of the Articles of Association of the Company stipulates that the Board of Directors not less than 5 people which shall be elected at the meeting of shareholders. And at every annual general meeting of shareholders, one-third of the directors or the number of directors closest to one-third shall retire. The directors to vacate office within the first and second year following company registration shall draw lots. In subsequent years, the directors serving the longest shall resign. The directors who vacate office are eligible for re-election by the shareholders.

The Company presently has 9 directors and at the Annual General Meeting of Shareholders for the year 2014 there are 3 directors must retire, namely,

1. Mr. Vichien Phongsathorn
Chairman
2. Mr. Paritud Bhandhubanyong Independent Director
3. Mr. Harin Upra
Director

The Board of Directors excluding those who have the conflict of interest considered the criteria and process for nomination of persons with appropriate qualifications to serve as directors, as well as selected persons according to the determined nomination process together with the performance in the past year, that it is appropriate to propose the shareholder's meeting to re-elect the 3 directors whose the following names as directors of the Company for another. The curricula vitae and information on these 3 directors had been sent to all shareholders together with the invitation letter to summon the Meeting.

Incidentally, the Company has provided an opportunity for shareholders to nominate any qualified candidate to be elected as director according to the criteria disclosed on the Company's website but no nomination was made.

The Chairman asked whether anyone had any comments/questions or not. There was no question, and then the Chairman requested the Meeting to vote.

The Meeting had considered, and resolved to re-elect those 3 directors to the office for another term with majority votes of the shareholders participated in the Meeting as follows:

1. Mr. Vichien Phongsathorn

Approved 85,457,805 Votes
shareholders attending the meeting and voting
Disapproved 0 Votes shareholders attending the meeting and voting.

Abstained 465,507 Votes
2. Mr. Paritud Bhandhubanyong Approved 85,457,805 Votes
shareholders attending the meeting and voting
Disapproved 0 Votes shareholders attending the meeting and voting.

Abstained 465,507 Votes
3. Mr. Harin Upra

Approved 85,457,805 Votes
shareholders attending the meeting and voting
Disapproved 0 Votes shareholders attending the meeting and voting.

Abstained 465,507 Votes

Chairman
equivalent to $100.0000 \%$ of the total votes of
equivalent to $0.0000 \%$ of the total votes of

Independent Director
equivalent to $100.0000 \%$ of the total votes of
equivalent to $0.0000 \%$ of the total votes of

Director
equivalent to $100.0000 \%$ of the total votes of
equivalent to $0.0000 \%$ of the total votes of

## Agenda 6 To consider and approve the director's remuneration for the year 2014

The Chairman proposed the Meeting to consider approval of the directors' remuneration for the year 2014. The Board of Directors excluding those who have the conflict of interest considered the remuneration of the Company's directors by comparison with listed companies in the same industry, similar income and similar market value, as well as based on the Company's performance and the responsibilities of the directors. The Board deemed it appropriate to set the remuneration of the directors for 2014 as detailed below:

Meeting Allowance of Board of Directors

- Chairman 21,000 Baht/person/time
- Director $\quad 16,000$ Baht/person/time

Meeting Allowance of Audit Committee

- Chairman of Audit Committee 21,000
- Member of Audit Committee 16,000

Baht/person/time
Baht/person/time
Annual Remuneration

- Chairman 260,000 Baht/person/year
- Chairman of Audit Committee 260,000 Baht/person/year
- Director 230,000 Baht/person/year

Note: Meeting allowances are paid only to directors who attend each respective meeting.
Subsequently, the Chairman provided the opportunity for the shareholders to raise questions which were as follow:

Shareholder: As I know, Some Directors who serve as directors of the company in Premier Group of Companies will not receive directors' remuneration.

Chairman: Yes. It is the policy of the company. Directors who serve as directors of the company in Premier Group of Companies will not receive directors' remuneration.

Shareholder: Why the vote of this agenda is not equal to the other?
Director of Law: In order to comply with the Public Listed Companies Act B.E. 2535, the shares hold by each Directors have to be deducted since they are considered as stakeholders in this agenda.

There being no further question, The Chairman then requested the Meeting to vote.
After consideration, the Meeting resolved to approve the director's remuneration for the year 2014 as proposed, with the following voting results exclude the vote of the shareholders who had an interest 855,820 votes:

Approved 84,601,985 Votes equivalent to $99.4528 \%$ of the total votes of shareholders attending the meeting and voting

Disapproved 0 Votes equivalent to $0.0000 \%$ of the total votes of shareholders attending the meeting and voting.

Abstained 465,507 Votes equivalent to $0.5472 \%$ of the total votes of shareholders attending the meeting and having the rights to vote

## Agenda 7 To consider and approve the appointment of the auditors and approve the auditor fee for the year 2014

The Chairman informed the Meeting that, in order to comply with the Public Listed Companies Act B.E. 2535, which stipulates that the General Meeting of Shareholders shall appoint the auditor and approve the audit fee, and based on the recommendations of the Audit Committee, which consider on the factor of professional standard, work efficiency, experience in auditing work and fees policy on comparative basis with the quantity of work and the fees policy of the auditor firm in the same level, the Board of Directors considers it appropriate to propose to the shareholders' meeting to appoint Mrs. Chonlaros Suntiasvaraporn, C.P.A. Registration No. 4523, or Mr. Supachai Phanyawattano, C.P.A. Registration No. 3930 or Miss Supannee Triyanantakul, C.P.A. Registration No. 4498 of Ernst \& Young Office Limited as the Company's auditor for the year 2014 and to approve the audit fee of 480,000 Baht, which is the same as for the year 2013. There are no other service charges.

The proposed auditors are auditors approved by the Securities and Exchange Commission. These auditors have no relation or interest with the Company / subsidiaries / management / major shareholders or connected persons and, therefore, can independently perform the audit and provide their opinions on the Company's financial statements.

Incidentally, the Audit Committee considered and commented to propose the appointment of auditors and their audit fees are appropriate.

The Chairman asked whether anyone had any comments/questions or not. There was no question, and then the Chairman requested the Meeting to vote.

The Meeting had considered, and resolved to approve the audit and the audit fee with majority votes of the shareholders participated in the Meeting as follows:

Approved $85,457,805$ Votes equivalent to $100.0000 \%$ of the total votes of shareholders attending the meeting and voting

Disapproved 0 Votes shareholders attending the meeting and voting. Abstained 465,507 Votes

## Agenda 8 Other business (if any)

The Chairman informed the Meeting that, The company has an opportunity for shareholders to submit questions to the company or the Board for clarification on issues related to the agenda of the Annual General Meeting of Shareholders since 21 March 2557 until 11 April 2557. It appears that no shareholder shall submit the question. The Chairman invited the shareholders present at the meeting to raise questions or comment on other matters. Shareholder raised questions as follows:

Shareholder: Thank you for a great performance and answers. Can the company increase the Switching Cost of Data Center or not?

Director and Managing Director of DCS: Acknowledge and thank. But to poach customers from other companies is too difficult.

Shareholder: Political and economic conditions at this time affect the Company or not.
Director and Managing Director of DCS: The company has to consider case by case.
Shareholder: In the future, the company expects to increase the number of shares by reducing the par value or split it or not? If it is implemented, it is recommended to set the par value of 0.50 Baht per share

Chairman: At present, the Board has not considered it.
Shareholder: At this time, some foreign companies come to takeover companies in Thailand. Do the company as their target or not?

Chairman: I've been hearing, it seems to have some.
There being no further questions, the Chairman thanked the shareholders for attending the Meeting and for their continuous support of the Company. The Chairman then declared the Meeting closed.

The Meeting was adjourned at 12.00 hours.

Signed - Mr. Vichien Phongsathorn - Chairman of the Meeting
(Mr. Vichien Phongsathorn)

