



Ref. SAAM 14/2021

1 June 2021

Subject: Notification of the Operation of New Business involving Efficiency Improvement in Operational Intelligence through Big Data Analytics

To: The President
The Stock Exchange of Thailand

SAAM Energy Development Public Company Limited (the “Company”) would like to inform that the Executive Committee Meeting No. 05/2021 held on Monday, 31 May 2021 passed a resolution **approving the operation of Efficiency Improvement in Operational Intelligence through Big Data Analytics Business (the “Business”)** and the Group of Companies has entered into the **Exclusivity Agreement in Utilizing Big Data Analytics Software for Efficiency Improvement in Operational Intelligence** with a business partner, which is a software developer, whereby such software serves as a key component of the solutions in the operations of the Business. Details are as follows.

Name of Business	Efficiency Improvement in Operational Intelligence through Big Data Analytics
Nature of Business	<ul style="list-style-type: none">- The Group of Companies will operate together with a business partner, a data analysis and monitoring software developer, and has been granted exclusivity to the use of system and software.- The Group of Companies will propose technological solutions to target client groups, which will help achieve operational efficiency improvement and significant cost savings in the clients’ business operations, which involve tasks specific to industry groups, to enhance competitiveness. Target client groups include, but are not limited to, hospitals, both public and private, and hotels.- Handover of the solutions is considered complete once training is provided to the client, and the Group of Companies does not need to have a team dedicated to administering the system as the business partner, as the developer of such software, will handle such scope in place of the Group of Companies- Service fee will be charged at a constant rate throughout the duration of the long-term agreement.

<p>Expected Benefit</p>	<ul style="list-style-type: none"> - The Business will help build on revenue and profit as passive income in the long-term, supporting a higher net profit margin. Moreover, there is potential for significant growth on a continuous basis as there is no competition at present and the Group of Companies is the only company with the specialized technological software and solutions in this manner. - The amount of revenue and profit addition from the Business is dependent upon the amount of data monitored in each client's specific task and the increase in the number of clients.
<p>Investment</p>	<ul style="list-style-type: none"> - In handing over solutions which will help achieve operational efficiency improvement in the clients' business operations, the Group of Companies will make investment in hardware equipment as necessary and appropriate to the provision of service for each client, such as custom-made RFID tag, RFID handheld reader, custom-made RFID chamber, communication equipment, and may include other types of tools and hardware equipment. - Investment in the purchase of hardware equipment for each client will only be made after the service terms have been agreed upon and a service agreement with the client has been executed, as a precautionary risk management measure preventing non-return-generating investment. The investment amount will be contingent upon the size, requirements, and results of negotiations with each client. - The Group of Companies will proceed with the investment approval process in accordance with regulation on Acquisition or Disposition of Asset Transaction and other related regulations.

The Group of Companies is currently in negotiation with prospective clients which are hospitals, both public and private, and will inform of any progress going forward.

Please be informed accordingly.

Yours Sincerely,

(Mr. Podduang Kongkamee)

Chief Executive Officer