

NO. AC018/2018 (PT)

7 November 2018

Subject: Clarification on the difference of the profit (loss) from the same period of the previous year, as of 30 September 2018
To : Director
Listing & Disclosure Department, the Stock Exchange of Thailand

According to the Company and its subsidiaries' business operational results for the three-months period ending 30 September 2018, the net profit of the Company and its subsidiaries was Baht 36.7 million, decreasing from the same period of the previous year by Baht 9.8 million. Such result represents the difference of the Company and its subsidiaries' operational results for this period from the same period of the previous year of more than 20%. The Company would like to clarify the key details of such change as follows:

1. Revenue from sale and provision of services relating to computer and computer system

The revenue from sale for this period was Baht 459.3 million, decreasing from the same period of the previous year by Baht 89.5 million or 16.3%, due to the revenue from large-scale projects works decreased from the same period of the previous year. The gross profit margin was at 23.1%, increasing from the same period of the previous year by 2.6%.

The revenue from provision of services for this period was Baht 266.2 million, increasing from the same period of the previous year by Baht 25.2 million or 10.5%. The revenue from provision of services was mainly derived from work under maintenance service contracts which was the services work continual from products the Company sold to its customers. The gross profit margin was at 38.7%, decreasing from the same period of the previous year by 1.6%.

2. Revenue from rental and service income

The Company had the revenue from rental and service income for this period in the amount of Baht 12.6 million (which included the revenue from lease of office space to the subsidiary in the amount of Baht 8.0 million). The gross profit margin was at 24.1%, decreasing from the same period of the previous year by 13.9% due to space renovation expenditures for new customers.

3. Other revenue

The other revenue for this period was Baht 9.1 million, increasing from the same period of the previous year by Baht 2.3 million due to the increase in discount price from the manufacturers and the profit from foreign exchange rate.

4. Selling expense

The selling expense for this period was Baht 82.6 million, increasing from the same period of the previous year by Baht 18.3 million due to the decrease in revenue from sale and increase in revenue from provision of service. The ratio of selling expense to revenue from sale and provision of services was at 11.3%.

5. Administrative expense

The administrative expense for this period was Baht 88.8 million, decreasing from the same period of the previous year by Baht 3.3 million or 3.3%. The decrease was mainly derived from the decrease in personnel expenses by the amount of Baht 2.7 million due to the decrease in the number of employees and the decrease in loss from exchange rate by the amount of Baht 0.6 million.

6. Financial expense

The financial expense for this period was Baht 1.5 million, decreasing from the same period of the previous year by Baht 2.7 million due to the decrease in the loan principal amount following the repayment of loan.

7. Income tax

The income tax for this period was Baht 8.2 million, comprising of the computed corporate income tax expense in the amount of Baht 8.1 million and the deferred tax income in the amount of Baht 0.1 million.

Please be informed accordingly.

Yours faithfully,

-Signed-
(Mrs. Pensri Dettingeng)
Authorized Person
Premier Technology Public Company Limited