

NO. AC 001/2022 (PT)

14 February 2022

Subject: Clarification on the difference of the profit (loss) for the year 2021
To : Director
Listing & Disclosure Department, the Stock Exchange of Thailand

According to the Company and its subsidiary's business operational results for the year ended 31 December 2021, the Company and its subsidiary had profit of THB 93.3 million, decreasing from the same period of the previous year by THB 82.9 million. Such result represents the difference of the Company and its subsidiary's business operational results for this period from the same period of the previous year of more than 20%. Key changing items are as follows:

- Revenue from sales and provision of services related to computer and computer system
Revenue from sales was THB 1,036.3 million, decreasing from the previous year by THB 590.9 million or 36.3%. Such decrease was due to the situation of COVID-19, which affected 1) production processes of several IT products, especially network products, resulting in a delay of product delivery timeline of about 4 months in the second half of the year 2021, 2) a delay of an installation process and a delivery of some projects due to a Work From Home practice and also, 3) a decrease in investment in large projects. Customer groups regarding to event organizer sector as well as hotel industry and academic institutions were also affected continuously from 2020; consequently, purchasing power decreased. The gross profit margin was at 15.0%, decreasing from the previous year by 3.1%.

Revenue from provision of services was THB 1,047.1 million, decreasing from the previous year by THB 87.9 million or 7.8% which was a consequence of a decline in sales, causing a decrease in service work related to sales accordingly. Gross profit margin was at 27.9%, decreasing from the previous year by 3.0%, in order to maintain the customer base of the recurring service group, causing a lower gross profit margin than the previous year.

- Other revenue
Other revenue was THB 56.4 million, decreasing from the previous year by THB 9.7 million mainly due to a decrease in purchases discounts from manufacturers in line with lower purchase in that year.

- Distribution cost
Distribution cost was THB 73.6 million, decreasing from the same period of the previous year by THB 7.7 million regarding to a decrease in revenue from sales and provision of services. The ratio of selling expense to revenue from sales and provision of services was at 3.5% (2.9% in 2020) regarding to recurring expense that was included in distribution cost.

- Administrative expense
Administrative expense was at THB 324.3 million, decreasing from the previous year by THB 68.0 million or 17.3% due to a decrease in personnel expense and transportation expense.

- Unrealized profit (loss) from fair value measurement of financial asset
In this period, unrealized profit from fair value measurement of financial asset was THB 8.5 million from an investment in equity instrument and forward exchange contracts while, in the same period of the previous year, this stated as an unrealized loss on fair value measurement of financial assets in the amount of THB 9.0 million.
- Financial cost
Financial cost was THB 4.1 million, decreasing from the same period of the previous year by THB 3.0 million as a result of repayment of debt under loan agreements of the Company and its subsidiary which was due during the period.
- Loss from impairment of financial assets (an allowance for doubtful accounts)
Loss from impairment of financial assets was at THB 0.8 million, decreasing from the previous year by THB 8.4 million, because in the previous year, this was stated as loss from the provision for doubtful accounts for the customer company which entered the business rehabilitation plan.
- Income tax
Income tax was THB 26.0 million (comprising of calculated corporate income tax in the amount of THB 26.5 million and deferred tax income in the amount of THB 0.5 million), decreasing from the same period of the previous year by THB 21.5 million regarding to a decrease in performance of the year 2021.

Please be informed accordingly.

Yours faithfully,

-Signed-
(Mrs.Walairat Pongjitt)
Authorized Person
Premier Technology Public Company Limited