

NO. AC 011/2018 (PT)

9 May 2018

Subject: Clarification on the difference of the profit (loss) from the same period of the previous year, as of 31 March 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 31 March 2018, the net profit of the Company and its subsidiaries was Baht 44.1 million, increasing from the same period of the previous year by Baht 8.0 million. Such result represents the difference of the Company and its subsidiaries' business 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 420.0 million, increasing from the same period of the previous year by Baht 43.1 million or 11.4%, due to the increase in revenue from large-scale projects works. The gross profit margin was at 19.2%, decreasing from the same period of the previous year by 1.6%.

The revenue from provision of services for this period was Baht 212.6 million, increasing from the same period of the previous year by Baht 1.8 million or 0.8%. 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 which were related to large-scale projects delivered last year and revenue from provision of managed services which was increased. The gross profit margin was at 41.4%, decreasing from the same period of the previous year by 0.6%.

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 12.7 million (which included the revenue from lease of office space to the subsidiary in the amount of Baht 7.3 million). The gross profit margin was at 42.5%, close to that of the same period of the previous year.

3. Other revenue

The other revenue for this period was Baht 6.1 million, decreasing from the same period of the previous year by Baht 6.5 million. The decrease was mainly derived from the decrease in discount received from manufacturers and profit from exchange rate.

4. Selling and administrative expense

In relation to selling and administrative expenses, the personnel expense, as part of administrative expense, has increased due to the adjustment of employee compensation scheme to be in line with the market rate and annual wages adjustment. The selling expense has decreased as the Company is under review of sales personnel compensation and incentive. These resulted in the increase of administrative expense by Baht 12.2 million and decrease in selling expense by Baht 26.8 million.

5. Income tax

The income tax for this period was Baht 10.1 million, increasing from the same period of the previous year Baht 1.5 million, comprising of the computed corporate income tax expense in the amount of Baht 11.2 million and the deferred tax income in the amount of Baht 1.1 million.

Please be informed accordingly.

Yours faithfully,

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