

NO. AC 002/2019 (PT)

14 February 2019

Subject: Summary of business operational results for the year 2018
To : Director
Listing & Disclosure Department, the Stock Exchange of Thailand

According to the Company and its subsidiaries' business operational results for the year ending 31 December 2018, the net profit of the Company and its subsidiaries was Baht 157.8 million, decreasing from the same period of the previous year by Baht 35.4 million. 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 the year 2018 was Baht 1,639.1 million, decreasing from the previous year by Baht 493.1 million or 23.1%, due to the decrease in revenue from large-scale projects works as well as the government's investment tax deduction measures implemented in 2017. The gross profit margin was at 21.7%, increasing from the same period of the previous year by 3.6%.

The revenue from provision of services for the year 2018 was Baht 1,003.1 million, increasing from the previous year by Baht 67.8 million or 7.2%. 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 40.4%, decreasing from the previous year by 0.6%.

2. Other revenue

The other revenue for the year 2018 was Baht 54.6 million, decreasing from the previous year by Baht 13.2 million or 19.5% mainly due to the decrease in discount received from manufacturers according to the decrease in sales volume.

3. Selling and administrative expense

The selling expense for this period was Baht 227.2 million, increasing from the previous year by Baht 2.6 million or 1.2%. The ratio of selling expense to revenue from sale and provision of services was at 8.5%.

The administrative expense for this period was Baht 391.8 million, increasing from the previous year by Baht 23.2 million or 6.3%, being the increase in personnel expense by Baht 20.3 million as a result of the adjustment of annual wages and the adjustment of long-term benefit payable to the employees following last year's change in cost of service due to change of employee retirement age from 55 years to 60 years. The management and advisory fees increased by Baht 6.8 million. The depreciation decreased by Baht 1.4 million and doubtful accounts decreased by Baht 2.6 million.

4. Financial expense

The financial expense for this period was Baht 6.1 million, decreasing from the previous year by Baht 7.3 million or 54.5% due to the decrease in the loan principal amount following the repayment of loan.

5. Income tax

The income tax for the year 2018 was Baht 38.7 million, decreasing from the previous year by Baht 7.3 million, comprising of the computed corporate income tax expense in the amount of Baht 41.2 million and the deferred tax income in the amount of Baht 2.5 million.

Please be informed accordingly.

Yours faithfully,

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