

NO. AC 021/2016 (PT)

12 May 2016

Subject : Clarification on the operating result for the 1<sup>st</sup> period of 2016  
To : Director  
Listing & Disclosure Department, the Stock Exchange of Thailand

According to the Company and its subsidiaries operating results for the 3 months period ended 31 March 2016, the net profit of the Company and its subsidiaries was 39.3 Million Baht increase from the same period of the previous year by 23.5 Million Baht, the fluctuation from the operating results more than 20% such mainly was resulted from;

1. The revenue from sales and services relating computer system.

The revenue from sales was 499.3 Million Baht increased from the same period of the previous year by 299.5 Million Baht or 149.9% resulted from the large projects which the Company rewarded in late of year 2015, so revenue from sales of IT products, software and Multimedia products was increased. The gross profit margin ratio of the revenue from sales was 18.2% decreased from the same period of the previous year by 7.4 % which the result from revenue from sales of IT products.

The revenue from services was 167.5 Million Baht increase from the same period of the previous year by 16.8 Million Baht or 11%. The major revenue from services increased from the revenue from maintenance service agreement which was consequently incurred from the revenue from sales of products which the Company sold to the clients. The gross profit margin ratio of the revenue from services was 45.2% decreased from the same period of the previous year 4.0% because of decreasing in the gross profit margin of the revenue from recurring services.

2. The revenue from lease of office space and relating services

The Company had the revenue from lease of office space and relating services 12.1 Million Baht (which included the revenue from lease of office space and relating services charged to the subsidiary was 9.0 Million Baht) increased from the same period of the previous year by 0.5 Million Baht. The gross profit margin ratio was 43.38% decrease from the same period of the previous year by 3.27% resulted from the increase of property tax which was in line with increasing in leased space and depreciation of building improvement and utilities system improvement which progress were completed in year 2015.

3. The other revenue

The other revenue for this 3 months period ended 31 March 2016 was 19.4 Million Baht increased from the same period of the previous year by 12.5 Million Baht mainly increase from the discount received from the manufacturer which was being in line with the increasing in the sale revenue and gain from exchange rate.

4. The selling and administrative expense

The selling expense for this 3 months period was 50.7 Million Baht increased from the same period of the previous year by 20.3 Million Baht or 66.8%. The ratio of the selling expense compare with the revenue from sales and service was 7.6% decreased from the same period of the previous year by 1.0%

5. The financial expense

The financial expense for this 3 months period was 2.2 Million Baht decreased from the same period of the previous year by 1.4 Million Baht or 38.9% due to the Company has refinanced long-term loan and get lower interest rate.

6. The corporate income tax

The corporate income tax for this 3 months period was 13.1 Million Baht increased from the same period of the previous year by 8.8 Million Baht, comprised of the corporate income tax expense calculated from profit by 10.5 Million Baht and the deferred income tax by 2.6 Million Baht.

Please be informed accordingly.

Yours faithfully,  
-Signed-  
Mrs. Pensri Dettingeng  
Authorized Person