

NO. AC 008/2018 (PT)

26 February 2018

Subject: Summary of business operational results for the year of 2017  
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 2017, the net profit of the Company and its subsidiaries was Baht 193.2 million, increasing from the same period of the previous year by Baht 28.9 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 this period was Baht 2,132.2 million, increasing from the same period of the previous year by Baht 363.7 million or 20.6%, being the increase in revenue from sale of products in higher volume comparing to the previous year due to the acceptance of work for a number of large-scale projects including customers in financial institution sector and customers in technology and communication sector.

The revenue from provision of services for this period was Baht 935.3 million, increasing from the same period of the previous year by Baht 83.5 million or 9.8%. The revenue from provision of services for non-recurring items was increased by Baht 4.3 million which was mainly derived from provision of professional services, while the revenue from provision of services for recurring items was increased by Baht 79.2 million.

The total gross profit margin was at 25.1%, decreasing from the same period of the previous year by 2.8%, being the gross profit margin from sale of products at 18.1% which decreased from the previous year by 1.6% and being the gross profit margin from provision of services at 41.0% which decreased from the previous year by 4.0% due to the Company's investment in services work relating to information back-up center.

2. Other revenue

The other revenue for this period was Baht 67.8 million, increasing from the same period of the previous year by Baht 17.4 million or 34.5%. The increase was mainly derived from the discount received from manufacturers which was increased according to higher sales volume and profit from exchange rate.

3. Selling and administrative expense

The selling expense for this period was Baht 224.6 million, decreasing from the same period of the previous year by Baht 4.9 million or 2.1%, the rate of selling expenses to revenue from sales and services was 7.3%

The administrative expense for this period was Baht 368.6 million, increasing from the same period of the previous year by Baht 21.5 million or 6.2%, being the increase in personnel expense by Baht 5.6 million as a result of the adjustment of annual wages and increased number of personnel following the expansion of works and opening of new branch in east region, the increase in management and advisory fees by Baht 6.8 million and the increase in donation by Baht 11.5 million.

4. Financial expense

The financial expense for this period was Baht 13.4 million, increasing from the same period of the previous year by Baht 4.5 million or 50.1% due to the increase in payable interest from short term loans of subsidiary obtained for liquidity enhancement for business operation and payment of trade debt for large-scale projects.

5. Income tax

The income tax for this period was Baht 46.0 million, increasing from the same period of the previous year Baht 8.8 million comprising of the computed corporate income tax in the amount of Baht 46.8 million and the deferred tax income in the amount of Baht 0.8 million.

Please be informed accordingly.

Yours faithfully,  
-Signed-  
Mrs. Pensri Dettingeng  
Authorized Person  
Premier Technology Public Company Limited