

NO. AC 044/2017 (PT)

9 November 2017

Subject: Clarification on the difference of the profit (loss) between Quarter 3/2017 and Quarter 3/2016
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 30 September 2017, the net profit of the Company and its subsidiaries was Baht 46.5 million, increasing from the same period of the previous year by Baht 22.6 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 details of significant changes 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 548.8 million, increasing from the same period of the previous year by Baht 220.1 million or 66.9% due to the increase of revenue from large-scale projects work comparing to the same period of the previous year. The gross profit margin was at 20.5%, increasing from the same period of the previous year by 1.1%.

The revenue from provision of services for this period was Baht 240.9 million, increasing from the same period of the previous year by Baht 27.9 million or 13.1%. 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 customers. The gross profit margin was at 40.3%, decreasing from the same period of the previous year due to the Company's increased investment in services work relating to information back-up center.

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 12.6 million (which included the revenue from lease of office space to the subsidiary in the amount of Baht 7.4 million). The gross profit margin was at 38.1%, decreasing from the same period of the previous year by 5.1%.

3. Other revenue

The other revenue for this period was Baht 6.8 million, decreasing from the same period of the previous year by Baht 1.6 million, due to the decrease of profit from exchange rate.

4. Selling expense

The selling expense for this period was Baht 64.3 million, increasing from the same period of the previous year by Baht 20.4 million or 46.5%, according to the increased revenue from sale and provision of services. The ratio of the selling expense to the revenue from sales of products and provision of services was 8.1%.

5. Administrative expense

The administrative expense for this period was Baht 92.1 million, increasing from the same period of the previous year by Baht 1.5 million due to the increase of manpower and adjustment of annual wages of Baht 2.6 million.

6. Financial expense

The financial expense for this period was Baht 4.2 million, increasing from the same period of the previous year by Baht 1.6 million or 61.5% due to the increase in payable interest from short term loans obtained for liquidity enhancement for business operation and investment for large-scale projects.

7. Income tax

The income tax for this period was Baht 10.8 million, comprising of the computed corporate income tax in the amount of Baht 11.3 million and the deferred tax income in the amount of Baht 0.5 million.

Please be informed accordingly.

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