

NO. AC 002/2020 (PT)

13 February 2020

Subject: Summary of operational results for the year ended 2019  
To : Director  
Listing & Disclosure Department, the Stock Exchange of Thailand

According to the Company and its subsidiaries' business operational results for the year ended 31 December 2019, the profit of the Company and its subsidiaries was Baht 160.4 million. In this period, the Company's subsidiary recognized impact from change in employment law which increases rate of severance pay entitling employees with continual employment service of 20 years of no less than 400 days of the employee's latest wage rate, which amounts to Baht 29.8 million. If excluding such item, the profit of the Company and its subsidiaries was Baht 190.2 million, increasing from the previous year by Baht 32.4 million. Key changing items are as follows:

1. Revenue from sale and provision of services relating to computer and computer system

The revenue from sale for the year 2019 was Baht 1,682.7 million, increasing from the previous year by Baht 43.6 million or 2.7%. The revenue from works for large-scale projects decreased comparing to last year causing the decrease in sales of IT products; while the revenue from sales of Multimedia and Software products increased. The gross profit margin was at 19.3%, decreasing from the previous year by 2.4%.

The revenue from provision of services for the year 2019 was Baht 1,083.9 million, increasing from the previous year by Baht 80.8 million or 8.1% owing to revenue from provision of Professional Services. 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 35.6%, decreasing from the previous year by 4.8%.

2. Other revenue

The other revenue for the year 2019 was Baht 71.9 million, increasing from the previous year by Baht 17.3 million or 31.7% mainly due to the discount and marketing funding support received from manufacturers.

3. Selling and administrative expenses

The selling expense for the year 2019 was Baht 95.2 million, decreasing from the previous year by Baht 132.0 million. The ratio of selling expense to revenue from sale and provision of services was at 3.4% (comparing to 8.5% in 2018), due to change in employee compensation structure for certain employees with new basic salary since July 2019.

The administrative expense for the year 2019 was Baht 465.5 million, increasing from the previous year by Baht 73.7 million or 18.8%, due to the adjustment of new basic salary for certain employees resulting in the increase in personnel expenses, corresponding to the decreased selling expenses.

4. Financial expenses

Financial expenses for the year 2019 was Baht 6.1 million due to the scheduled repayment of loan and increased interest expense for loan used for construction and improvement of building system.

5. Income tax

The income tax for the year 2019 was Baht 40.2 million increasing from the previous year by Baht 1.5 million, comprising of the computed corporate income tax in the amount of Baht 46.9 million and the deferred tax income in the amount of Baht 6.7 million.

Please be informed accordingly.

Yours faithfully,

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