

NO. AC 015/2020 (PT)

4 November 2020

Subject: Clarification on the difference of the profit (loss) from the same period of the previous year, as of 30 September 2020  
To : Director  
Listing & Disclosure Department, the Stock Exchange of Thailand

According to the Company and its subsidiary's business operational results for the three-months period ended 30 September 2020, the Company and its subsidiary had profit of Baht 44.1 million, increasing from the same period of the previous year by Baht 23.1 million.

In the same period of the previous year, the Company's subsidiary had adjusted base salary structure for employees resulting in an increase in long-term employee benefits liability. Accordingly, the Company's subsidiary immediately realized cost of service in the past in the amount of Baht 8.3 million. Therefore, the net profit of the Company and its subsidiary before such retirement benefit item for the same period of the previous year was Baht 29.3 million. When comparing to the business operational results for the three-months period ended 30 September 2020, the operational results of the Company and its subsidiary this year increased by Baht 14.8 million. Such result represents the difference of the Company and its subsidiary's business operational results for this period from the same period of the previous year of more than 20%. Key changing items are as follows:

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

The revenue from sale was Baht 390.8 million, increasing from the same period of the previous year by Baht 60.6 million or 18.4%. Such increase was due to the return to normal operation of most customers since the last quarter, enabling the Company to provide installation services and deliver works for many projects which have been delayed since the first quarter due to the situation of COVID-19, especially financial institutions and technology sector customers. The gross profit margin was at 18.6%, decreasing from the same period of the previous year by 3.1%.

The revenue from provision of services was Baht 278.5 million, increasing from the same period of the previous year by Baht 10.3 million or 3.9% owing to revenue from work under maintenance service contracts which was the services work continual from products the Company increasingly sold to its customers, as well as increase in work under Manage Services. The gross profit margin was at 32.8%, decreasing from the previous year by 0.8%.

2. Other revenue

The other revenue was Baht 23.1 million, increasing from the same period of the previous year by Baht 10.2 million mainly due to the discount and marketing funding support received from manufacturers.

3. Cost of distribution and administrative expenses

The cost of distribution was Baht 20.2 million, decreasing from the same period of the previous year by Baht 5.8 million. The ratio of cost of distribution to revenue from sale and provision of services was at 3.0% (comparing to 4.2% in 2019).

The administrative expense was Baht 104.7 million, decreasing from the same period of the previous year by Baht 12.4 million or 10.6%, due to the decrease in personnel related expense and seminar expense.

4. Financial expense

The financial expense was Baht 1.6 million, decreasing from the same period of the previous year by Baht 0.2 million as a result of repayment of debt under loan agreements of the Company and its subsidiary which was due during the period.

5. Loss from financial assets impairment

There was a loss from financial assets impairment in the amount of Baht 3.9 as a result of setting of reserve for doubtful accounts during the period. This item was included in the administrative expenses in the same period of the previous year.

6. Income tax

The income tax was Baht 13.2 million, comprising of the corporate income tax in the amount of Baht 15.1 million and the deferred tax income in the amount of Baht 1.9 million.

Please be informed accordingly.

Yours faithfully,

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