

10 February 2021

Subject: Summary of operational results for the year ended 2020
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 2020, the profit of the Company and its subsidiaries was Baht 176.2 million, increasing from the same period of the previous year by Baht 15.8 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 2020 was Baht 1,627.2 million, decreasing from the previous year by Baht 55.5 million or 3.3%. The decrease was due to the Covid-19 pandemic affecting the process of installation and delivery of work from some projects during the first half-year period. Customers in hotel industry and event organizers were also affected from such outbreak causing the decrease in sales of Multimedia products; while the revenue from sale of Software for large scale projects of customers under financial institutions sector increased.

The revenue from provision of services for the year 2020 was Baht 1,135.1 million, increasing from the previous year by Baht 51.2 million or 4.7% 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 increasingly sold to its customers.

The cost of sales and services was Baht 2,130.3 million in total, increasing from the previous year by Baht 58.0 million. The gross profit margin was at 23.6%, decreasing from the previous year by 2.4%, due to cost of personnel caused by the adjustment of benefit structure. Moreover, the change in employees working structure within company required the re-classification of administrative expense to cost of sales and services.

2. Other revenue

The other revenue for the year 2020 was Baht 66.1 million, decreasing from the previous year by Baht 5.8 million or 8.1% mainly due to the discount and marketing funding support received from manufacturers.

3. Cost of distribution and administrative expenses

The cost of distribution for the year 2020 was Baht 81.3 million, decreasing from the previous year by Baht 1.20 million. The ratio of cost of distribution to revenue from sale and provision of services was at 2.9% (comparing to 3.0% in 2019).

The administrative expense for the year 2020 was Baht 392.3 million, decreasing from the previous year by Baht 85.8 million or 17.9%, due to change in employees working

structure within company resulting in the account re-classification to cost of sales and services, and decrease in seminar and travel expenses due to the Covid-19 situation.

4. Unrealized loss of financial asset from fair value measurement

The unrealized loss of financial asset from fair value measurement was Baht 9.0 million as a result of loss from fair value measurement of the investment in debt instrument, which was recognized in other comprehensive income items in the previous year.

5. Financial cost

The financial cost for the year 2020 was Baht 7.1 million, increasing from the previous year by Baht 1.0 million due to the account reclassification in accordance with the Thai Financial Report Standards No.16 relating to lease agreement, which included the interest payable from lease agreement in the amount of Baht 2.5 million. This item was included in the financial cost.

6. Loss from financial assets impairment

There was a loss from financial assets impairment in the amount of Baht 9.2 million as a result of setting of reserve for doubtful accounts during the period. This item was included in the administrative expenses in the previous year.

7. Income tax expenses

The income tax expenses for the year 2020 was Baht 47.5 million, comprising of the computed corporate income tax in the amount of Baht 53.2 million and the deferred tax income in the amount of Baht 5.7 million, increasing from the previous year by Baht 7.3 million.

Please be informed accordingly.

Yours faithfully,

-Signed-

(Mrs. Pensri Dettingeng)

Authorized Person

Premier Technology Public Company Limited