

NO. AC 013/2021 (PT)

3 November 2021

Subject: Clarification on the difference of the profit (loss) from the same period of the previous year, as of 30 September 2021
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 2021, the Company and its subsidiary had profit of THB 24.1 million, decreasing from the same period of the previous year by THB 20.0 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 sales and provision of services related to computer and computer system
Revenue from sales was THB 241.8 million, decreasing from the previous year by THB 149.0 million or 38.1%. Such decrease was due to the situation of COVID-19, in which resulted in a decrease in investment in large projects and also, a delay of an installation process for delivery of some projects. Customer groups regarding to event organizer sector as well as hotel industry and academic institutions were also affected continuously from 2020; consequently, revenue from sales decreased. The gross profit margin was at 13.5%, decreasing from the previous year by 5.1%. In this period, Oibmost customers had higher gross profit margin than the previous year.

Revenue from provision of services was THB 255.4 million, decreasing from the previous year by THB 23.1 million or 8.3% which was a consequence of a decline in sales, causing a decrease in service work related to sales accordingly. Gross profit margin was at 41.6%, increasing from the previous year by 8.8%, because in 2021, the proportion of revenue from recurring services was higher than the previous year.

2. Other revenue

Other revenue was THB 10.2 million, decreasing from the previous year by THB 12.9 million mainly due to a decrease in purchases discounts from manufacturers.

3. Distribution cost and administrative expense

Distribution cost was THB 17.4 million, decreasing from the same period of the previous year by THB 2.8 million regarding to a decrease in revenue from sales and provision of services. The ratio of selling expense to revenue from sales and provision of services was at 3.5% (3.0% in 2020).

Administrative expense was at THB 70.3 million, decreasing from the previous year by THB 34.4 million or 32.9% due to a decrease in personnel expense and transportation expense.

4. Unrealized profit (loss) from fair value measurement of financial asset

In this period, unrealized profit from fair value measurement of financial asset was THB 3.0 million from an investment in equity instrument and forward exchange contracts while, in the same period of the previous year, this stated as an unrealized loss on fair value measurement of financial assets in the amount of THB 1.6 million.

5. Financial cost

Financial cost was THB 1.0 million, decreasing from the same period of the previous year by THB 0.7 million as a result of repayment of debt under loan agreements of the Company and its subsidiary which was due during the period.

6. Loss from impairment of financial assets (an allowance for doubtful accounts)

In this period, there was a reversal of loss from impairment of financial assets of THB 5.7 million due to debt repayment received during the period while, in the same period of the previous year, there was a loss from impairment of financial assets of THB 3.8 million.

7. Income tax

Income tax was THB 4.2 million, decreasing from the same period of the previous year by THB 9.0 million, comprising of corporate income tax in the amount of THB 5.0 million and deferred tax income in the amount of THB 0.8 million.

The consolidated operating results of the Company and its subsidiaries for the nine-month period ended 30 September 2021 was at THB 44.8 million, decreasing from the same period of the previous year of THB 62.2 million. Key effects are as follows:

Due to the situation of COVID-19 in 2021, the impact has continued since the beginning of the year and the scale has been more severe than it was in the year 2020, causing large businesses to slow down its investment, a delay in the delivery of the work resulting from the operating site closing as well as hotel business and academic institutions which have been also affected continuously from 2020. These affected a decrease in revenue from sales by THB 453.0 million, and provision of services related to sales by THB 65.6 million, in which resulted in a decrease in gross profit from sales and provision of services by THB 133.9 million. The gross profit margin was at 21.6%, close to the previous year.

From the above situation, the Company and its subsidiaries has improved management framework to generate higher efficiency, resulting in a decrease in administrative expenses by THB 44.4 million and in 2021, the Company and its subsidiaries had unrealized gains from fair value measurement of financial asset of THB 8.4 million while, in 2020, it was recognized as a loss of THB 11.6 million due to value adjustment regarding the financial market situation.

Please be informed accordingly.

Yours faithfully,

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