

NO. AC 002/2023 (PT)

15 February 2023

Subject: Clarification on the difference of the profit (loss) for the year 2022.
To : Director
Listing & Disclosure Department, the Stock Exchange of Thailand

According to the Company and its subsidiary's business operational results of the Company and its subsidiary for the year ended 31 December 2022, the Company and its subsidiary had profit of THB 162.7 million for the year, increasing from the same period of the previous year by THB 69.4 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 percent. Key changing items are as follows:

1. Revenue from procurement and provision of services of the information technology system

Revenue from sales was THB 1,266.9 million, increasing from the previous year by THB 230.6 million or 22.3 percent, regarding the situation of COVID-19 which started to ease, allowing the Company to proceed with the installation and delivery of the project as usual. During the year, large projects were delivered to financial institution and technology group customers more than the previous year. Group customers involved in activity organizer, tourism and educational institutes began to invest in products more than the previous year. Gross profit margin from sales was 14.8 percent, close to the previous year.

Revenue from provision of services was THB 1,237.7 million, increasing from the previous year by THB 190.6 million or 18.2 percent. This was due to an increase in revenue from Software as a Services, resulting from a software sales model change from Perpetual sales to Subscription, and an increase in revenue from maintenance services which was a continuous revenue from sales in previous periods. Gross profit margin from provision of services was 32.4 percent, close to the previous year.

2. Other revenue

Other revenue was THB 69.1 million, mainly resulting from receive discounts and marketing subsidies from manufacturers, increased from the previous year by THB 12.7 million which was in line with an increase in revenue from sales and provision of services.

3. Distribution cost and administrative expense

Distribution cost for the period was THB 79.4 million, increasing from the same period of the previous year by THB 5.8 million regarding to increased sales and service income.

Administrative expense was THB 335.0 million, increasing from the previous year by THB 10.7 million due to an increase in personnel expenses by THB 11.6 million and an increase in donation by THB 6.7 million, while a decrease in loss on the foreign exchange rate by THB 2.1 million and a decrease in depreciation expenses by THB 5.8 million.

4. Financial cost

Financial cost was THB 2.7 million, decreasing from the previous year by THB 1.4 million, as a result of loan repayment as stipulated in the contracts during the period of the Company and its subsidiary.

5. Income tax expense

Income tax expense was THB 45.9 million (consisting of corporate income tax according to calculation of THB 45.7 million and deferred income tax expense of THB 0.2 million), increasing from the same period of the previous year by THB 19.9 million, according to an increase in the operating results for the year.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Technology Public Company Limited