

NO. AC004 /2024 (PT)

8 May 2024

Subject: Clarification on the difference of the profit (loss) from the same period of the previous year as of 31 March 2024  
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 three-month period ended 31 March 2024, the Company and its subsidiary have profit of THB 64.8 million for the period, increasing from the same period of the previous year by THB 2.6 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 sales and revenue from rental and provision of services**

Revenue from sales is THB 324.9 million, decreasing from the previous year by THB 391.0 million or 54.6 percent, from decreased proportion of large project work from the same period of the previous year.

Revenue from rental and provision of services is THB 408.7 million, increasing from the previous year by THB 74.1 million or 22.1 percent. This is due to an increase in revenue from Software as a Services, resulting from an increase in Software sales model change to Subscription sales, and an increase in revenue from Maintenance Services which is consecutive revenue from sales of products in previous periods.

Total revenue from sales and revenue from rental and provision of services is THB 733.6 million, decreasing from the same period of the previous year by THB 316.9 million or 30.2 percent. Total cost of sales and services is THB 565.8 million, a decrease of THB 312.0 million from the same period of the previous year or 35.5 percent, in line with revenue decreased. Gross profit margin increases from the same period of the previous year by 2.8 percent.

### **2. Other revenue**

Other revenue is THB 30.9 million, increasing from the same period of the previous year by THB 16.5 million, due to purchase discounts from manufacturers that increase according to product orders for large projects that are currently being installed, and increased marketing subsidies from manufacturers.

### **3. Sales and distribution expenses and administrative expense**

Sales and distribution expenses are THB 25.8 million, an increase of THB 1.3 million from the same period of the previous year, from expense for organizing a product public relations event of the subsidiary company.

Administrative expense is THB 91.6 million, increasing from the previous year by THB 8.6 million, regarding to an increase in personnel expenses from the annual wage rate adjustment.

**4. Financial cost**

Financial cost is THB 1.0 million, decreasing from the previous year by THB 1.0 million, as a result of a decrease in short-term loan to enhance liquidity of a subsidiary during the period. At present, the subsidiary has repaid the entire amount of the said loan.

**5. Income tax expense**

Income tax expense is THB 15.6 million, increasing from the same period of the previous year by THB 0.3 million, regarding to the increased operating results for the period. It consists of the corporate income tax according to calculation of THB 16.8 million and deferred tax income of THB 1.2 million.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Technology Public Company Limited