

6 November 2024

Subject: Summary of the operating results for the third quarter of 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 30 September 2024, the Company and its subsidiary have profit of THB 66.1 million, decreasing from the same period of the previous year by THB 3.9 million. Key changing items are as follows:

1. Sales income and rental and service income

Sales income is THB 392.0 million, decreasing from the previous year by THB 129.2 million or 24.8 percent, from decreased proportion of large project work from the same period of the previous year.

Rental and service income is THB 428.8 million, increasing from the previous year by THB 57.9 million or 15.6 percent. This is due to an increase in revenue from Software as a Services, resulting from 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 sales income and rental and service income is THB 820.8 million, decreasing from the same period of the previous year by THB 71.3 million or 8.0 percent. Total cost of sales and services is THB 633.9 million, a decrease of THB 76.1 million from the same period of the previous year or 10.7 percent, in line with decreased income. Gross profit margin increases from the same period of the previous year by THB 76.1 million or 2.6 percent.

2. Other income

Other income is THB 21.5 million, increasing from the same period of the previous year by THB 5.9 million, due to an increase in rebates from manufacturers and profits from foreign currency exchange rates.

3. Sales and distribution expenses and administrative expense

Sales and distribution expenses are THB 25.2 million, an increase of THB 0.7 million from the same period of the previous year. The ratio of sales and distribution expenses to sales revenue and service revenue is 3.1 percent. (In 2023, it was 2.7 percent)

Administrative expense is THB 98.6 million, increasing from the previous year by THB 12.6 million, regarding to an increase in personnel expense from the annual wage rate adjustment and unrealized losses from increased fair value measurement of financial assets.

4. Financial cost

Financial cost is THB 0.6 million, decreasing from the same period of the previous year by THB 0.2 million, as a result of decreased loans that the subsidiary borrowed from financial institutions to enhance liquidity during the period and lower interest rates on loans.

5. Income tax expense

Income tax expense is THB 18.5 million, comprising the corporate income tax according to calculation of THB 17.4 million and deferred tax income of THB 1.1 million.

The total operating results of the Company and its subsidiary for the nine-month period ended 30 September 2024 have a net profit of THB 220.7 million, an increase of THB 45.1 million from the same period of the previous year or 25.7 percent, from the operating results in the third quarter amounted to THB 66.1 million and the first quarter and the second quarter amounted to THB 154.6 million. Revenue from sales and provision of service for the nine-month period is totaling THB 2,845.0 million, an increase of THB 261.8 million from the same period of the previous year, and the gross profit margin is at 21.3 percent, increasing from the same period of the previous year by 2.2 percent.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Technology Public Company Limited