

No. AC 006/2557 (PT)

21 February 2014

Subject: Clarification on the different of the profit (loss) as of 31 December 2013 compared with same period of the previous year

To: Director  
Listing & Disclosure Department, the Stock Exchange of Thailand

According to the operating results of the Company and subsidiary in for the year 2013, the net profit of the Company and subsidiaries was 115.1 Million Baht increased by 39.4 Million Baht which has been changed more than 20% from the same period of the previous year. The Company would like to clarify the details of significant changes as follows;

1. The revenue from sale and service was 2,595.9 Million Baht, which increased from the previous year by 390.7 Million Baht or 17.7%, resulted from the increase of the revenue from lease of properties and the related service in the amount of 5.9 Million Baht due to the adjustment of the rent and the increase of the occupancy rate and from the increase of the revenue from sell, which is mainly from the project work, in the amount of 428.2 Million Baht or 28.6%. However, the revenue from service decrease by 43.4 Million Baht or 6.2% due to the change in the policy relating the sale and the after sale service for the software products to be operated by the brand owner since the 1<sup>st</sup> quarter of 2013. The Gross Profit Margin Ratio was 25.5% which increased from the previous year due to the decrease in fixed cost of some item and the increase of other income in the amount of 6.6 Million Baht from trade discount.
2. The sale expense was 225.4 Million Baht increase from the previous year by 44.7 Million Baht. Such amount of expense represents 8.7 % of the revenue from sale and service which is higher than the previous year by 0.5% due to the increase in the revenue from sale.
3. The administrative expense was 300.1 Million Baht increased from the previous year by 22.4 Million Baht due to the increase in the reserve for bad debt under the accounting policy in the amount of 6.3 Million Baht approximately and the increase of the personnel expense in the amount of 12.9 Million Baht in respect to the increase in the number of employees.
4. The financial expense was 23.8 Million Baht decreased from the same period of the previous year by 7.8 Million Baht, resulted from the repayment of loan during the year.
5. The corporate income tax was 31.3 Million Baht increased from the previous year by 11.5 Million Baht resulted from the increase of the earning from operation. Note that the corporate income tax at the rate of 20% of the net profit has been applied to the operation of the subsidiary in the year 2013.

Please be informed accordingly.

Yours faithfully,

Mrs. Duangthip Eamrunroj

Director

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