

17 February 2016

Subject: Clarification on the operating results for the year 2015
To: Director
Listing & Disclosure Department, the Stock Exchange of Thailand

According to the company and its subsidiaries operating results for the year 2015, the net profit of the Company and its subsidiaries was 120.7 Million Baht decreased from the previous year by 29.7 Million Baht. The Company obtained the profit in the period in the amount of 108.8 Million Baht with the profit amount after dividend income of 8.8 Million Baht increased from the previous year by 13.5 Million Baht resulted from increase in the leased space of the office building and the decrease in the interest expense by 5.41 Million Baht resulted from the refinancing of long term loan. Therefore the main result to the operation of the company was affected from the operation of the subsidiaries which was essentially resulted from;

1) The revenue from sale and service relating computer and computer system

The revenue from sale for the year 2015 was 1,387.5 Million Baht decreased from the previous year by 472.7 Million Baht or 25% resulted from the retard on investment in the new project of clients during the 1st to the 3rd quarter of 2015 from the fluctuation of economic either inside or outside Thailand. However, some clients had make an investment in the 4th quarter resulted in the rebound of sale volume during such quarter.

The revenue from service for the year 2015 was 799.0 Million Baht increased from the previous year by 91.1 Million Baht or 13%. The revenue from non-recurring service increased by 26.4 Million Baht mainly derived from the revenue from digital content innovation service. The revenue from recurring service increased by 64.7 Million Baht mainly derived from the revenue from maintenance service agreement which was consequently incurred from the revenue from sale and other service provided to the clients.

The gross profit margin ratio from sale and service was at 31 % increased from the previous year by 3.9 %, to which the gross profit margin ratio from sale was at 21.5 % increased from the previous year by 3.9 % and the gross profit margin ratio from service was at 46.1 % decreased from the previous year by 1.7 %.

2) The other revenue

The other revenue for the year was 33.5 Million Baht decreased from the previous year by 37.2 million Baht or 52.6 % mainly derived from decrease from the discount received from the manufacturer which was being in line with the decrease in the sale revenue and from the decrease in the gain from currency exchange (in 2015, the company got loss from currency exchange which shown as a part in the administrative expense).

3) The sell and administrative expense

The sell expense for the year 2015 was 204.1 Million Baht decreased from the previous year by 34.8 Million Baht or 14.6 % due to the decrease of sales.

The administrative expense for the year 2015 was 343.3 Million Baht increased from the previous year by 46.2 million Baht or 15.6 %. The expense for the employee increased 30.6 million Baht resulted from the increase of employees and branches as well as the annual adjustment of wage of employees and the welfare relating provident fund. The unrealized investment loss was 4.1 Million Baht. The loss from currency exchange rate increased by 6.1 Million Baht (in 2014, the company got profit from currency exchange which shown as a part in the other revenue). The amount of the reverse transaction of doubtful debt decreased from the previous year by 5.6 Million Baht.

4) The corporate income tax

The corporate income tax for the 2015 was 27.4 Million Baht decreased from the previous year by 8.3 million Baht, comprised of the corporate income tax expense calculated from profit by 31.6 Million Baht and the deferred income tax by 4.2 Million Baht.

Please be informed accordingly.

Yours faithfully,
-Signed-
Mrs. Pensri Dettingeng
Authorized Person