

No. AC020/2018 (PPP)

9 November 2018

Subject: Clarification on the difference of the profit (loss) from the same period of the previous year

To: Director

Listing & Disclosure Department, The Stock Exchange of Thailand.

According to the Company and its subsidiaries' business operational results for the three-months period ending 30 September 2018, the net profit of the Company and its subsidiaries was Baht 20.50 million, decreasing from the same period of the previous year by Baht 17.36 million, or 45.85%; whereby the Company's profit alone decreased by Baht 6.78 million and the subsidiaries' profit decreased by Baht 10.58 million. Such result represents the difference of the Company and its subsidiaries' business operational results for this period from the same period of the previous year of more than 20%. The Company would like to clarify the material causes of such change as follows:

1. The revenue from sale and service of the Company was Baht 315.86 million, decreasing from the same period of the previous year by Baht 24.91 million, due to the sales of environmental products of Baht 5.18 million and sales of construction materials and industrial products of Baht 19.73 million.
2. The gross profit of the Company was Baht 88.16 million, whereby the gross profit margin was at 27.91%, lower than the gross profit margin for the same period of the previous year which was at 28.64%. The decrease was due to the gross profit margin in sales of environmental products.
3. The selling expense of the Company was Baht 45.74 million, increasing from the same period of the previous year by Baht 1.97 million. The increase was mainly due to the increase in personnel expenses. The selling expense was accounted for 14.48% of the total sales, increasing from the same period of the previous year which was 12.84% of the total sales.
4. The administrative expense of the Company was Baht 30.80 million, decreasing from the same period of the previous year by Baht 3.78 million. The key items were the allowance for doubtful accounts which was decreased by Baht 3.85 million and other expenses which was increased by Baht 0.07 million.



5. The financial expense of the Company was Baht 2.09 million, increasing from the same period of the previous year by Baht 0.06 million.
6. The income tax of the Company was Baht 1.70 million, comprising of the corporate income tax in the amount of Baht 2.03 million and the deferred income tax reversal amount of Baht 0.33 million.
7. According to the business operational results of Infinite Green Co., Ltd. for this period, the total revenue from sale of electricity was Baht 54.21 million, decreasing from the same period of the previous year by Baht 5.62 million. The gross profit margin was at 56.83%. The earnings from operations before financial expense was Baht 21.66 million and the net profit was Baht 16.58 million.

Please be informed accordingly.

Yours faithfully,

-Signed-

Mrs. Pensri Dettingeng

Authorized Person

Premier Products Public Company Limited