



No. AC 009/2018 (PPP)

7 May 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 31 March 2018, the net profit of the Company and its subsidiaries was Baht 13.48 million, decreasing from the same period of the previous year by Baht 19.17 million, or 58.70%. The profit of the Company alone decreased by Baht 15.33 million, and the profit of the Company's subsidiaries decreased by Baht 3.84 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 239.08 million, decreasing from the same period of the previous year by Baht 4.70 million, being the decrease in revenue from sales of environmental products by Baht 20.83 million. However, the revenue from sales of construction materials and industrial products increased by Baht 16.13 million.
2. The gross profit of the Company was Baht 76.19 million, decreasing from the same period of the previous year by Baht 7.59 million. The gross profit margin was at 31.87%, lower than the gross profit margin for the same period of the previous year which was at 34.36%. The decrease was due to the decreased gross profit margin in sales of construction materials and industrial products as a result of the increased cost from completed project works of Baht 4.46 million.
3. The selling expense of the Company was Baht 43.10 million, increasing from the same period of the previous year by Baht 0.28 million. The selling expense was accounted for 18.02% of the total sales, close to the percentage for the same period of the period year which was at 17.56%.
4. The administrative expense of the Company was Baht 34.05 million, increasing from the same period of the previous year by Baht 2.15 million. The key items were the allowance for doubtful debts which was increased by Baht 1.60 million and other expenses which was increased by Baht 0.55 million.





5. Loss from reserve for compensation for the ongoing project works occurred in the period was Baht 6.82 million. This resulted from the increase in estimated expenses which was expected to occur with respect to the ongoing project works under the construction materials and industrial products segment.
6. The financial expense of the Company was Baht 1.82 million, increasing from the same period of the previous year by Baht 0.42 million.
7. The income tax of the Company was Baht 0.27 million, comprising of the corporate income tax in the amount of Baht 1.75 million and the reversal of deferred income tax in the amount of Baht 2.02 million.
8. According to the business operational results of Infinite Green Co., Ltd. for this period, the total revenue from sale of electricity was Baht 62.02 million, decreasing from the same period of the previous year by Baht 1.95 million due to the decrease in production volume as a result of reduced solar radiation and the quality of solar cell which was decreased according to its useful life. The gross profit margin was at 62.73%, the earnings from operations before financial expense was Baht 28.29 million and the net profit was Baht 22.53 million.

Please be informed accordingly.

Yours faithfully,

-Signed-
Mrs. Pensri Dettingeng

Authorized Person

Premier Products Public Company Limited