

Business Overview

1. HR Outsourcing Services
2. Recruitment Services
3. Job Platform
4. Integrated Learning Services
5. Human Capital Management Program

Financial Statement

	6M24	6M23	2023	2022
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Income Statement (MB)

Revenues	3,578.79	3,082.48	6,422.03	6,116.78
Expenses	3,443.61	2,966.24	6,173.62	5,852.37
Net Profit (Loss)	111.97	100.54	206.45	202.16

Balance Sheet (MB)

Assets	2,165.35	1,924.69	2,084.09	1,505.72
Liabilities	609.11	489.95	545.88	1,054.60
Shareholders' Equity	1,542.76	1,413.18	1,520.78	446.29

Cash Flow (MB)

Operating	-6.23	115.83	114.92	109.49
Investing	-4.01	-196.56	-56.75	-48.35
Financing	-91.39	321.52	309.64	-70.11

Financial Ratio

EPS (Baht)	0.19	0.19	0.36	0.80
GP Margin (%)	9.54	10.20	10.07	10.40
NP Margin (%)	3.02	3.13	3.09	3.26
D/E Ratio (x)	0.39	0.34	0.35	2.34
ROE (%)	14.74	14.33	20.99	45.30
ROA (%)	13.07	12.96	13.84	17.56

Business Plan

1. PRTR focuses on Brand Awareness and developing integrated HR services (Total HR Solutions) both offline and online to make PRTR become the one of the staffing service providers and recruiting leading personnel in Thailand.
2. PRTR focuses on building business alliances. With an understanding of the problems and needs of each customer that are different. From PRTR's experience in providing human resource services for almost 30 years, PRTR can recommend and solve problems so that customers' business operations will not be interrupted, satisfactory and strengthening human resources for customers.
3. PRTR focuses on developing and implementing technology for support and increase the efficiency of human resource management. In the past, there has been continuous technological development.
4. PRTR focuses on developing services to meet international standards. To build confidence in the security of information and services of PRTR. Accredited with ISO27001, Information Security Management System

Sustainable Development Plan

Environmental dimension :

- PRTR Connect Application , reduce the of outsource employee time cards, reduce paper usage, reduce energy consumption, electricity and water supply.

Corporate Governance :

- Anti-Corruption Declaration of intention to join CAC
- PDPA Compliance

Social dimension :

- Create a Career Guide project in collaboration with educational institutions to prepare students for entering the workplace.

Business Highlight

1. 16.5 % growth of Outsourcing Services business from the previous year. The number of outsource employees at the end of Q2/2024 was 18,153 employee, an increase of 1,340 employee from the end of 2023.
2. Revenue from new businesses, including the HRIS platform, training services, and online job platform, increased by Baht 17.1 million, representing a growth of 137.3% compared to the previous year .
3. Net profit for Q2/2024 was Baht 112.0 million, an increase of 12.0 %.

Performance and Analysis

Business Performance Summary

Total Revenues

For the period ended June 30, 2023 and 2024, The Company's total revenue was Baht 3,082.4 million and 3,578.8 million, respectively, increased by Baht 496.9 million or 16.1%. the outsourcing service had revenue increase of 16.5% from the number of outsource employees continuously increasing of the Q2/2024 18,153 Outsourced employee, an increase of 1,340 employees from the end of 2023. . The company also generated revenue from new businesses, which include HRIS platforms, training services, and online job platforms, with an increase of Baht 17.1 million, representing a growth of 137.3%.

Cost of Services

For the period ended June 30, 2023 and 2024, The Company had cost of services of Baht 2,762.2 million, and Baht 3,231.9 million respectively , increasing by Baht 469.7 million or 17.0 %. The primary reason for this increase was the higher service costs in the outsourcing business, which rose in proportion to the increased revenue from these services.

Net Profit

For the period ended June 30, 2023 and 2024, The Company had net profit of Baht 100.5 million, and 112.0 million respectively , increasing by 11 % , the growth was driven by increased revenue and gross profit by Baht 27.2 million or 8.7%. Additionally, the company's ratio of administrative expenses to revenue decreased from 6.6% to 5.9%.

Key Milestones

1. In 2023, PRTR registered to establish PINNO, 60% held by PRTR , providing application services. "IPOP" software, which is personnel management software (Human Capital Management Program)
2. The company was listed on the Stock Exchange of Thailand. and started trading for the first day on March 15, 2023.
3. In November 2023, PRTR Global Recruitment was established to providing jobs for job seekers to work aboard.

Risk Management Policy

- PRTR is committed to the Good Corporate Governance. It has applied the principles of Enterprise Risk Management (ERM: Enterprise Risk Management) according to the COSO risk management framework (The Committee of Sponsoring Organizations of the Treadway Commission), which is an international standard risk management guideline to managing the Company's risk and its subsidiaries which board All executives and employees at all levels must comply.

Recent Awards and Recognitions

customer Responsibility which received the Gold Supplier Award From Huawei Thailand Supplier convention year 2022.

Revenue Structure

Outsource services	95.1%
Recruitment services	3.9%
Integrated Learning Services	0.5%
HRIS Platform	0.3%
Other Income	0.2%

Stock Information

SET / SERVICE / PROF



	as of 28/06/24	PRTR	PROF	SET
P/E (X)	12.68	49.66	17.05	
P/BV (X)	1.71	3.61	1.22	
Dividend yield (%)	3.33	1.28	3.53	
	28/06/24	28/12/23	-	
Market Cap (MB)	2,700.00	3,360.00	N/A	
Price (B/Share)	4.50	5.60	N/A	
P/E (X)	12.68	16.43	N/A	
P/BV (X)	1.71	2.29	N/A	

CG Report:



Major Shareholders

as of 13/03/2024

● น.ส. ธีรรา เจริญพานิช (16.54%)
● น.ส. อรุณี เกตุทวี (15.04%)
● บริษัท JAYMART GROUP HOLDINGS PUBLIC COMPANY LIMITED (15.00%)
● นาย ลักขณ์ เต็นดี (8.01%)
● MR. Paul David Chaundy (4.98%)
● Others (40.43%)

Company Information and Contact

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