

11 November 2016

Dear Managing Director,

Re : Financial Statements of the Third Quarter

Referring to the Company's quarterly report submitted to the Stock Exchange of Thailand regarding its business operations as of 30 September 2016 and 2015.

I am pleased to report that the Company's net profit of Baht 232.24 Million gained in the 3rd quarter of 2016 compared to the same quarter in 2015, increased by 50.76 percent. The increasing can be described as follows:

1. The revenue from sales and installation decreased by Baht 156.37 Million or 4.73% whereas the service decreased by Baht 13.86 Million or 5.17%. The slight decreases were caused by the economic has slowed down continuously that made sales volume in the automotive, electrical appliances, furniture and construction industries dropped.
2. The costs of sales and services decreased by Baht 247.36 Million or 7.81 % associated with the cost of raw material, salary, welfare, electricity charge, spare parts, packaging and import clearing expenses. But other production costs were increased such as overtime, wages, uniform, tools and transportation charge etc.
3. Expenses decreased by Baht 10.52 Million or 4.02% including:
 - The cost of sales decreased by Baht 13.26 Million or 7.78% composed with the cost of salary, gasoline, commission, entertainment and transportation charge.
 - Administrative cost increased by Baht 2.74 Million or 3.01%, main was the cost of salary, welfare, travelling and bank charge.
4. Financial cost decreased by Baht 9.36 Million or 40.00% due to the decreases in accounts receivable and inventory coupled with the increase in profits and the decrease in loan balance.
5. The corporate income tax was increased by Baht 20.54 Million due to the increase in net profit.

Please be informed accordingly.

Yours sincerely,

(Mr. Boonchai Chiencharoenthanakij)

Senior General Manager

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