

27 February 2018

Dear Managing Director,

Re : Financial Statements of the year 2017

Referring to the Company's yearly report submitted to the Stock Exchange of Thailand regarding its business operations as of 31 December 2017 and 2016,

I am pleased to report that the Company's net profit of Baht 200.38 Million gained for the year 2017 compared to the year 2016 was decreased by 27.87 percent. The decreasing can be described as follows:

1. The revenue from sales and installation increased by Baht 236.25 Million or 5.69% and the service decreased by Baht 13.52 Million or 4.05%. The increase was caused by the economic recovery has begun, and higher prices of raw material.
2. The costs of sales and services increased by Baht 307.69 Million or 7.94% because of raw materials cost and overhead expenses were increased such as salary, overtime, outside wages, welfare, training, supplies used, packaging and transportation charge etc. But other production costs were decreased such as electricity, rental tools, equipments and travelling expense etc.
3. Expenses increased by Baht 10.60 Million or 3.08% including:
  - The cost of sales increased by Baht 2.14 Million or 1.00%, consists of the cost of salary and commission.
  - Administrative cost increased by Baht 8.46 Million or 6.47%, consists of the cost of salary, and welfare.
4. The financial cost decreased by Baht 2.71 Million or 15.15%, due to the decrease of interest rate.
5. The corporate income tax was decreased by Baht 18.03 Million or 26.07%, due to the decrease in net profit.

Please be informed accordingly.

Yours sincerely,

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(Mr. Boonchai Chiencharoenthanakij)

Senior General Manager

Accounting, Finance, and Administration Dept.

Tel: 0 2754-5745-9 ext. 114

Email: [boonchai@ssscsth.com](mailto:boonchai@ssscsth.com)