



Ref. OS 2018/024

November 12, 2018

Subject : Management Discussion and Analysis for Quarter 3/2018

To : The Director and Manager of The Stock Exchange of Thailand

SiS Distribution (Thailand) Public Company Limited and its subsidiaries would like to announce the Financial Report for the Third Quarter ended September 30, 2018 which has been reviewed by certified Auditors. The details are as follows:

1) Total Revenue

Total revenue of the Company and its subsidiaries for the Third Quarter of 2018 was 5,817 Million Baht, an increase of 830 Million Baht or 16.7% from the same period of last year. This increase was from all product groups except for commercial product used in organizations while smartphone products sales continued to grow from the same period of last year.

2) Net Profit

Net Profit of the Company and its subsidiaries for the Third Quarter of 2018 was 128 Million Baht, an increase of 57 Million Baht or 80.9% from the same period of last year. The main reasons are as follows:

2.1 Gross profit for the Third Quarter of 2018 was 346 Million Baht or 6.0%, which increased from the gross profit of 291 Million Baht or 5.8% of the same period of last year.

2.2 Selling expenses for the Third Quarter of 2018 were 118 Million Baht, an increase of 16 Million Baht from the same period of last year. This increase were mainly due to 20 Million Baht of employee benefit expenses to expand the Company business, same as the previous quarter.

2.3 Administrative expenses for the Third Quarter of 2018 were 70 Million Baht, a decrease of 27 Million Baht from the same period of last year. This decrease was mainly due to 29 Million Baht of allowance for doubtful accounts.

2.4 Loss on exchange for the Third Quarter of 2018 was 4 Million, closed to 5 Million Baht for the same period of last year.