

February 18, 2016

Subject: Management Discussion and Analysis for the year ended December 31, 2015

To: President,  
The Stock Exchange of Thailand

Synnex (Thailand) Public Company Limited (hereinafter referred to as "the Company") is pleased to report the operation results of the Company and the Subsidiary for the year ended December 31, 2015 as audited by the authorized Company's auditor as follows:

(Unit: Million Baht)

	2015	%	2014	%	Increase (Decrease)	% + / (-)
Income from operations	21,514.94	100.00	19,091.99	100.00	2,422.95	12.69
Cost of operations	20,443.21	95.02	18,299.79	95.85	2,143.42	11.71
Gross profit	1,071.73	4.98	792.21	4.15	279.53	35.28
Selling and Administrative expenses	751.32	3.49	621.01	3.25	130.31	20.98
Net profit	351.16	1.63	181.11	0.95	170.05	93.90
Basic earnings per share (THB)	0.46		0.24		0.22	91.67

The Company's Net Profit for the year 2015 increased from THB 181.11 Million to THB 351.16 Million, increasing by THB 170.05 Million or 93.90% and Basic earnings per share increased from THB 0.24 to THB 0.46, increasing by THB 0.22 or 91.67% when compared to the same period in previous year as following reasons:

The Company's Sales and Services revenue increased from THB 19,091.99 Million to THB 21,514.94 Million, increasing by THB 2,422.95 Million or 12.69%.

The Company's total cost of operations increased from THB 18,299.79 Million to THB 20,443.21 Million, increasing by THB 2,143.42 Million or 11.71%.

The Company's Gross Profit increased from THB 792.21 Million to THB 1,071.73 Million, increasing by THB 279.53 Million or 35.28%. The increased performance was due to the Company adjusted marketing strategy to concentrate on the integrated adjustment of product selection process to assure that products chosen are of excellent quality with popular market demand to best respond to potential customers' needs which make the company's sales and gross margin growth when compared to the same period in previous year.

The Company's Selling and Administrative expenses increased from THB 621.01 Million to THB 751.32 Million, increasing by 20.98%. The main reasons are related with Trade Promotion and other selling expenses grew at the same proportion to sales and [human resource development planning expenses and employee related expenses](#).

The Company performed business according with business plan and strategies for effectiveness business and to continuously generate great profit to the organization.

Please kindly be informed accordingly.

Yours faithfully,

(Sutida Mongkolsuthree)  
Chief Executive Officer