

CS14/2016

November 8, 2016

Attention President
The Stock Exchange of Thailand

Subject Declaration of Operating Results for the third quarter of year 2016

For the three-month period ended September 30, 2016

Jubilee Enterprise Public Company Limited ("the Company") would like to inform the operating results for the three-month period ended September 30, 2016 which had total turnover of Baht 327.40 million, decreased from Baht 330.31 million in the same period of the year 2015 or decreased by 0.88 percent while the same store sales of the company increased by 7.48 percent. The same store sales increased due to the sales and marketing strategies to meet the customers' need of which resulted to an increase in same store sales in the upcountry areas by 19.52% while the same store sales in Bangkok and the suburbs decreased by 4.34%. However, there was an improvement in the same store sales in Bangkok and the suburbs in the quarter which showed the better performance than the first 2 quarters in the year.

However, the Company's gross profit in the third quarter of 2016 was Baht 144.78 million, increased from Baht 129.59 in the third of quarter of 2015 or increased by 11.72 percent and net profit in the third quarter of 2016 was increased from Baht 24.12 million in the third quarter of 2015 to Baht 37.35 million in the third quarter of 2016, increased by Baht 13.23 million or 54.85 percent due to the increase of same store sales of the company by 7.48 percent and the improvement of the inventory management and the management of sales mix in each product category efficiently, of which reflected by the improvement of gross profit margin from 39.23 percent in the third quarter of 2015 to 44.22 percent in the third quarter of 2016. In addition, the company has strictly controlled in the selling and administrative expenses.

For the nine-month period ended September 30, 2016

Jubilee Enterprise Public Company Limited ("the Company") would like to inform the operating results for the nine-month period ended September 30, 2016 which had total turnover of Baht 997.78 million, decreased from Baht 1,086.62 million in the same period of the year 2015 or decreased by 8.18 percent due to the decreasing in same store sales of the company by 2.95 percent which affected by the delay of purchase from some segment of consumers in Bangkok and the suburbs in the first 2 quarters in the year.

However, the Company's gross profit in the third quarter of 2016 was Baht 440.94 million, increased from Baht 423.24 in the third of quarter of 2015 or increased by 4.18 percent and the Company's net profit in the third quarter of 2016 was increased from Baht 84.93 million in the third quarter of 2015 to Baht 108.67 million in the third quarter of 2016, increased by Baht 23.74 million or 27.95 percent due to the improvement of the inventory management, particularly for the main raw material cost, and the management of sales mix in each product category efficiently, of which reflected by the improvement of gross profit margin from 38.95 percent in the third quarter of 2015 to 44.19 percent in the third quarter of 2016. In addition, the company has strictly controlled in the selling and administrative expenses.

Please be informed accordingly.

Sincerely yours,

(Unyarat Pornprakit)
Director and Chief Executive Officer