

Ref. CHUO 015/2017

July 17<sup>th</sup>, 2017

Subject: Management Discussion and Analysis 1<sup>st</sup> Quarter Ending March 31, 2016

To The President of The Stock Exchange of Thailand

Chuo Senko (Thailand) Public Company Limited would like to explain the causes and reasons for the result of operations for the three month period ended 31 March 2016. Net loss of the Company group for the period Baht 122.05 million has increased by Baht 96.51 million or 377.88%, compared to net loss at the same period last year amounting to Baht 25.54 million.

During period of 1<sup>st</sup> quarter year 2016, the Company group has earned commission and service income amount Baht 50.36 million compared with the same period last year amount Baht 72.93 million by decreased Baht 22.57 million or 30.95%. As there were some project cancellation and postponement from client because of the recession of Thai economy. However, the cost of sales and services amounting Baht 35.17 million compared with the same period last year Baht 41.39 million by decreased Baht 6.22 million or 15.02% which was decreased followed reduced of revenue.

For the administrative expenses amount Baht 81.05 million to much increased by Baht 22.04 million or 37.35% when compared with the same period last year amounting Baht 59.01 million. The main expenses of administrative expenses are employee expenses, professional fee and office rental.

Please be informed accordingly.

Yours sincerely,  
Chuo Senko (Thailand) Public Co., Ltd

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(Mr. Katsuyuki Mizumachi)  
Chairman