

August 9, 2017

Re : Operating Results for the Second Quarter of 2017

To : Director and Manager of the Stock Exchange of Thailand

**Revenue from sales and Rendering of Services**

The company's revenue from sales and Rendering of services was 575 million Bahts, down 10% from a year earlier due essentially to the postponement of a few projects worth approximately 60 million Bahts to realize in Q3 and Q4, and the strong market competition had forced the company to offer alternative products with cheaper unit price for several major projects resulted in lower sale revenue from the projects, as a result the Project Sale Activities decreased by 6% to 394 million Bahts. Wholesale/Retail Sale Activities decreased by 9% to 150 million Bahts was a result of the weakening consumers' purchasing power and the increasing market competition. The Export Sale Activities decreased to 31 million Bahts or down by 40% was a result of the postponement of projects in Vietnam as well as last year the company had sold a large number of LED lighting luminaires to an Australian Retail Chain to replace the less energy efficient ones in order to conserve energy, but this year the Retail Chain had delayed the investments.

**Profit for the period**

The company's profit was 8.4 million Bahts, down 3.2 million Bahts or down by 28% from a year earlier was a result of the gross profit plus other income decreased by 2.7 million Bahts or decreased by 1%, despite total revenue had decreased by 10% because the company had sold higher proportion of products with lower unit prices but higher profit margins resulted in the improvement of gross profit margins from 29.3% in 2016 to 32.0% in 2017, while the marketing and administrative expenses plus the interest expenses decreased by 0.4 million Bahts or decreased by 0.2% due to lower interest expenses because of lower bank borrowings resulted from the decreased accounts receivable and inventories, plus the company has efficiently controlled the marketing and administrative expenses to cope with the unfavorable revenue expansion, and the corporate income tax had increased by 0.9 million Bahts because the principal company had higher profit but one of the subsidiary company had incurred loss.

Yours sincerely,

Mr.Anant Kittivittayakul  
Managing Director