



Ocean Commerce Public Company Limited

148/1 Soi Ramintha 14, Ramintra Road , Tharang, Sub - District Bangkok 10230

Tel: 02-943-6663-4 Fax: 02-943-6343 02-943-7740

No. OCMSET/1708/001

(translation)

August 9, 2017

Re : Report the operating result for the year ended June 30 ,2017 by more than 20 percent.

To : Director and Manager the Stock Exchange of Thailand

Approved by the Board of Directors of Ocean Commerce Limited ( Company) No. 5/2017 held on August 9, 2017 , has approved the financial statements and results of operations of the Company. For the ended June 30, 2017 which was audited by the auditor . The results of operations are as follows .

The results of operations of the Company. For the six months ended June 30, 2017 with a net profit ( loss) . The amount (13.640) million baht compared with results for the same period in 2016, profit ( loss) amounted to 4.332 billion. Earnings (loss ) decrease the amount of (17.962) million baht or (415.59) percent decline was caused by a key.

1. Revenues from sales and services decreased from Baht 172.58 million to Baht 133.41 million in the amount of Baht 39.17 million. [As a result of the slowdown in the real estate market, the Company adjusted its marketing policy by adjusting its selling price.](#) Which is divided into sales groups as detailed as follows:

Incomes	January – June 2017	January – June 2016	Increase(Decrease)	
			Mimmion Baht	Percent
1. retailers and wholesalers.	42.67	59.50	(16.83)	(28.28)
2. modern retailers and department stores.	66.02	79.01	(12.99)	(16.44)
3. retailers, retail and other retail customers.	28.02	31.37	(3.35)	(10.68)
4. customers abroad.	8.01	6.66	1.35	20.27
Total revenue from sales	<b>144.72</b>	<b>176.54</b>	<b>(31.82)</b>	<b>(18.02)</b>
<b>Services Income</b>	-	<b>0.09</b>	<b>(0.09)</b>	<b>(100.00)</b>
Less Returns in / Discount.	<b>11.31</b>	<b>4.05</b>	<b>(7.26)</b>	<b>(179.26)</b>
Total Incomes from sales and services net.	<b>133.41</b>	<b>172.58</b>	<b>(39.17)</b>	<b>(22.70)</b>



2. Decrease in cost of goods sold and services (19.92), compared to the same period last year. This is due to the decrease in sales volume. And higher raw material costs.

3. The increase in selling and administrative expenses was 12.60% when compared to the same period of last year. Because the company has adjusted its marketing policies. By restructuring work teams, sales and marketing increased. And the company has expanded its sales in both modern retailers and department stores, resulting in an increase in sales related expenses.

Expenses	January – June 2017	January – June 2016	Increase(Decrease)	
			Mimmission Baht	Percent
1. cost of employee	26.01	22.37	3.64	16.27
2. The cost of the promotion.	8.58	9.08	(0.50)	(5.51)

4. The increase in financial expenses 25.84 percent increase compared to the same period last year. As a result, net income (loss), net decreased.

5. Significant financial ratios Consists of

- The liquidity ratio was good. The liquidity ratio is 1.97 times and the liquidity ratio is 0.58 times.
- Profitability Ratios With a gross margin of 26.50 % and a net profit margin (11.49) %
- Performance Ratio From the asset yield percentage (3.51), the company can not use the efficiency of its assets. To achieve the target revenue.

Financial ratio analysis. From debt to equity ratio of 0.56 times, there is no risk in borrowing. The Company's performance For three months Ended on June 30, 2017, the net profit (loss) was Baht (8.98) million, compared with the operating result for the three months ended June 30, 2017. As of March 31, 2016, the net profit (loss) was Baht 4.66 million or a decrease of Baht 4.32 million or 92.63%.

1. Revenues from sales and services decreased from Baht 68.21 million to Baht 65.21 million in the amount of Baht 3.00 million or 4.41 percent, due to the slowdown in real estate business. Therefore, the company adjusted its marketing policies by lowering the selling price. Which is divided into sales groups as detailed as follows:



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Incomes	April – June 2017	January – March 2017	Increase(Decrease)	
			ล้านบาท	ร้อยละ
1. retailers and wholesalers.	21.59	21.07	0.52	2.45
2. modern retailers and department stores.	31.59	34.43	(2.84)	(8.26)
3. retailers, retail and other retail customers.	12.55	15.46	(2.92)	(18.89)
4. customers abroad.	4.87	3.14	1.73	55.26
Total revenue from sales	<b>70.60</b>	<b>74.11</b>	<b>(3.51)</b>	<b>(4.74)</b>
<b>Services Income</b>	-	-	-	-
Less Returns in / Discount.	<b>5.91</b>	<b>5.39</b>	<b>0.51</b>	<b>9.50</b>
Total Incomes from sales and services net.	<b>64.69</b>	<b>68.72</b>	<b>(4.02)</b>	<b>(5.86)</b>

2. Decrease in cost of sales and services (0.10) compared to the three months Ended on March 31, 2017 due to a decrease in sales volume. And higher raw material costs.
3. The increase in selling and administrative expenses was 9.59% when compared to the same period last year. Ended March 31, 2017, due to the Company's policy adjustment. By restructuring work teams, sales and marketing increased. And the company has expanded its sales in both modern retailers and department stores, resulting in an increase in sales related expenses.

Please be informed accordingly.

Sincerely yours,

( Mr.Uchai Vilailerstpoca )

Managing Director



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