

No. CC20170803ELE

August 10, 2017

Re: Clarification of the changes in operation performance for the second quarter and the first half ended June 30, 2017

Attn: The President  
The Stock Exchange of Thailand

Cal-Comp Electronics (Thailand) Plc. ("the Company") would like to submit the analysis performance for the second quarter and the first half ended June 30, 2017 compared to the second quarter and the first half ended June 30, 2016 as follow:

1. Sales revenues

For the second quarter of year 2017, the Company's sales revenue was Bt. 24,498.67 million, which decreased by 9.81% compared to second quarter of last year.

For the first half of year 2017, the sales revenues were Bt. 49,848.53 million which decreased by 2.98% compared to the first half of year 2016.

The decreased sales revenue was mainly impact by the continued global economic downturn therefore overall reduced consumption in all as compared to previous year.

2. Cost of sales

For the second quarter of year 2017, the Company's cost of sales was Bt. 23,313.76 million or 95.16% of sales revenue which decreased from 95.94% of sales revenue in the second quarter of last year. The gross margin of second quarter of year 2017 increased from 4.06% to 4.84% as compared to the same period of last year.

For the first half of year 2017, the cost of sales was Bt. 47,607.91 Million or 95.51% of sales revenue which decreased from 95.64% in the same period of last year. The gross margin of the first half of year 2017 increased from 4.36% to 4.49% as compared to the same period of last year.

The increase of gross profit margin was mainly due to differences in product mix and the gain from currencies appreciation as compared to same period of previous year.

3. Selling and Administrative Expenses

For the second quarter of year 2017, the Company's SG&A expenses was Bt. 694.19 million or 2.83% of the total sales revenue which decreased from 2.92% during the second quarter of year 2016.

For the first half of year 2017, the Company's SG&A expenses was Bt. 1,315.66 million or 2.64% of the total sales revenue which decreased from 3.16% during the same period of last year.

The SG&A was mainly in related to the consolidated expense of supporting the Company itself and its overseas subsidiaries as well as marketing and managing expense to support

existing customers. The decreased percentage of SG&A to sales revenue was mainly in related to decreased sales revenues during the same period of previous year as compared.

#### 4. Financial Cost

For the second quarter of year 2017, the company had financial cost of Bt. 132.54 million which increased by 25.69% from Bt. 105.45 million as compared to the second quarter of year 2016.

For the first half of year 2017, the company had the financial cost Bt. 241.05 million which increased by 13.76% from Bt. 211.90 million as compared to the same period of last year.

The financial cost was in accordance with overall operations during the period.

#### 5. Net Profit

For the second quarter of year 2017, the Company's net profit was Bt. 269.41 million, which increased by 8.44% as compared to the same period of last year. Nonetheless, the Company net profit margin on total revenue has increased from 0.91% to 1.10% compared to the same period of last year.

For the first half of year 2017, the Company's net profit was Bt. 671.25 million, which increased by 33.18% compared to same period of last year. Nonetheless, the Company net profit margin on total revenue has increased from 0.98% to 1.35% as compared to the same period of last year.

The increased net profit was mainly in respond to the product mix and other income during the period as compared. The Company has continuously enhanced its performance by improving its net profit margin during the same period of previous year as compared.

Please be informed accordingly.

Sincerely Yours,

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(Mr. Khongsit Choukitcharoen)  
Managing Director