

(Translation)

No GTB-AC003/2560

11 August 2017

Subject: Management Discussion and Analysis for the Second quarter of 2017(Ending on June 30, 2017)

To: Managing Director

The Stock Exchange of Thailand

Getabec Public Company Limited (“the company”) and its subsidiaries would like to clarify the operating results for the second quarter ended June 30, 2017. According to consolidated financial statements, the Company had a net profit of 11.33 million baht compared with the same period of previous year net profit of 0.94 million baht, an increase of 10.39 million baht or an increase of 1,105.32 %. The additional detail will be described as follows:

1. Revenue from contract work

In the second quarter of 2017, the Company and its subsidiaries had revenue from contract work amount of 535.46 million baht, an increase of 63.97 % from the second quarter of 2016 which had a revenue from contract work of 326.55 million baht. The rise in revenues was due to an increase revenues.

2. Cost of contract work

In the second quarter of 2017, the Company and its subsidiaries had cost of contract work amounted of 471.07 million baht. The ratio of cost of contract work to revenue from contract work was 87.97 %, or a gross margin of 12.03 %. While the second quarter of 2016 the cost of contract work was 279.33 million baht which was 85.54 % of revenue from contract work, or a gross margin of 14.46 %. The reason for the decreasing in ratio of gross margin was caused by the rising cost of wages.

3. Revenue from services

In the second quarter of 2017, the Company and its subsidiaries had revenue from services amount of 76.16 million baht, an increase of 4.47% from the same time period last year, which had a revenue from services of 72.90 million baht.

4. Cost of services

In the second quarter of 2017, the Company and its subsidiaries had cost of services amount of 55.39 million baht, the ratio of cost of service to revenue from services was 72.73 %, or a gross margin of 27.27 %. While in the same time last year, the cost of services was 54.29 million baht which was 74.47 % of revenue from service, or a gross margin of 25.53 %. The reason for increase in the gross margin ratio was due to the control in costs in travelling expense, and also in spare part and equipment.

5. Net Profit

In the second quarter of 2017, the Company and its subsidiaries had a net profit of 11.33 million baht or net profit margin 1.84 % of total revenues. While in the second quarter of 2016, the net profit was 0.94 million baht or net profit margin 0.23 % of total revenues. The increase of net profit was due to in revenue from contract of work and revenue from services.

Sincerely yours,


Getabec Public Company Limited



(Mr. Suchat Mongkhonaripong)

Chief Executive Officer

Getabec Public Company Limited