

(Translation)

No GTB-AC004/2560

9 November 2017

Subject: Management Discussion and Analysis for the Third quarter of 2017(Ending on September 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 third quarter ended 30 September, 2017. According to consolidated financial statements, the Company had a net profit of 29.93 million baht compared with the same period of previous year net profit of 36.31 million baht, a decrease of 6.38 million baht or decrease by 17.57 %. The Company expanded its market, resulting in higher sales as result of increased expenses. The additional detail will be described as follows:

1. Revenue from contract work

In the third quarter of 2017, the Company and its subsidiaries had revenue from contract work amount of 835.99 million baht, an increase of 47.15 % from the third quarter of 2016 which had a revenue from contract work of 568.14 million baht.

2. Cost of contract work

In the third quarter of 2017, the Company and its subsidiaries had cost of contract work amounted of 734.36 million baht. The ratio of cost of contract work to revenue from contract work was 87.84 %, or a gross margin of 12.16 %. While the third quarter of 2016 the cost of contract work was 469.68 million baht which was 82.67 % of revenue from contract work, or a gross margin of 17.33 %.

3. Revenue from services

In the third quarter of 2017, the Company and its subsidiaries had revenue from services amount of 122.56 million baht, an increase of 8.35% from the same time period last year, which had a revenue from services of 113.11 million baht.

4. Cost of services

In the third quarter of 2017, the Company and its subsidiaries had cost of services amount of 88.62 million baht, the ratio of cost of service to revenue from services was 72.31 %, or a gross margin of 27.69 %. While in the same time last year, the cost of services was 81.57 million baht which was 72.12 % of revenue from service, or a gross margin of 27.88 %.

5. Other Income

In the third quarter of 2017, the other income of the Company and its subsidiaries was 3.60 million baht, a decrease by 68.42 % from the same time period last year which had other income of 11.40 million baht. The reduction of other income was that in 2016 the company had reversal of allowance for doubtful accounts in the amount of 1.60 million baht and the company had reversal of liability from product warranty in the amount of 2.19 million baht.

6. Administrative expenses

In the third quarter of 2017, the Company and its subsidiaries incurred administrative expenses amount of 51.32 million baht, an increase of 6.50 % from the same time period last year which had an administrative expenses of 48.19 million baht.

7. Net Profit

In the third quarter of 2017, the Company and its subsidiaries had a net profit of 29.93 million baht or 3.11 % of total revenue. While in the third quarter of 2016, the Company and its subsidiaries had a net profit of 36.31 million baht or 5.24 % of total revenue.

Sincerely yours,



(Mr. Suchat Mongkhonaripong)
Chief Executive Officer & President
Getabec Public Company Limited