

No. CC20171104ELE

November 13, 2017

Re: Clarification of the changes in operation performance for the third quarter and the nine-month period ended September 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 third quarter and the nine-month period ended September 30, 2017 compared to the third quarter and the nine-month period ended September 30, 2016 as follow:

1. Sales revenues

For the third quarter of year 2017, the Company's sales revenue was Bt. 28,207.94 million, which decreased by 2.66% compared to third quarter of last year.

For the nine-month period of year 2017, the sales revenues were Bt. 78,056.46 million which decreased by 2.86% compared to the nine-month period 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 third quarter of year 2017, the Company's cost of sales was Bt. 27,031.69 million or 95.83% of sales revenue which increased from 95.57% of sales revenue in the third quarter of last year. The gross margin of third quarter of year 2017 decreased from 4.43% to 4.17% as compared to the same period of last year.

For the nine-month period of year 2017, the cost of sales was Bt. 74,639.59 Million or 95.62% of sales revenue which is the same in the same period of last year. The gross margin of the nine-month period of year 2017 is the same at 4.38% as compared to the same period of last year.

The gross profit margin was mainly in related to differences in product mix as compared to previous year.

3. Selling and Administrative Expenses

For the third quarter of year 2017, the Company's SG&A expenses was Bt. 731.05 million or 2.59% of the total sales revenue which decreased from 2.85% during the third quarter of year 2016.

For the nine-month period of year 2017, the Company's SG&A expenses was Bt. 2,046.71 million or 2.62% of the total sales revenue which decreased from 3.05% 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' operation as well as continuing marketing and

managing expense to support existing customers despite of reduced in sales growth as compared.

4. Financial Cost

For the third quarter of year 2017, the company had financial cost of Bt. 141.11 million which increased by 23.24% from Bt. 114.50 million as compared to the third quarter of year 2016.

For the nine-month period of year 2017, the company had the financial cost Bt. 382.16 million which increased by 17.08% from Bt. 326.40 million as compared to the same period of last year.

The increased financial cost was mainly in related to the Company's and its subsidiaries' operation during the period as compared to previous year.

5. Net Profit

For the third quarter of year 2017, the Company's net profit was Bt. 204.36 million, which decreased by 37.42% as compared to the same period of last year. In other words, the Company net profit margin on total revenue has decreased from 1.13% to 0.72% compared to the same period of last year.

For the nine-month period of year 2017, the Company's net profit was Bt. 875.61 million, which increased by 5.42% compared to same period of last year. On the other hand, the Company net profit margin on total revenue has increased from 1.03% to 1.12% as compared to the same period of last year.

The increased net profit was mainly in respond to the overall improved operation during the period as compared.

Please be informed accordingly.

Sincerely Yours,

(Mr. Khongsit Choukitcharoen)
Managing Director