



**ELECTRONICS INDUSTRY PUBLIC COMPANY LIMITED**



TH97/10561QM TW0017276EM IATF 0060636  
SGS TH07/1033

349 SJ Infinite I Business Complex, Unit 1507, 15th Floor, Vibhavadi-Rangsit Road, Chompol, Chatuchak, Bangkok, 10900  
Tel. 02 075 5667-8 Fax. 02 075 5669 Website: www.eicasia.net

-(Translation)-

Ref: EIC-AD052/2017

November 13, 2017

Subject: Management Discussion and Analysis of the Operating Performance for Quarter 3 Ending September 30, 2017

To: President and Director  
The Stock Exchange of Thailand

Reference is made to Interim Financial Statements ending September 30, 2017, reviewed by the auditor of Electronics Industry Public Company Limited (“Company” or “EIC”). The operating result of the Company for the third quarter ended September 30, 2017 showed that the Company’s net profit was Baht 3.51 Million compare to net loss of Baht 94.06 Million for the same period of the previous year, representing overall decrease of loss equivalent to 103.73%. The result comes from the main factors as follows:

1. Other Incomes were Baht 3.21 Million decreased from the same period of year 2016 for Baht 8.18 Million (Other Incomes of year 2016 were Baht 11.39 Million), representing 71.82% where it was coming from the sale of Smart Traffic Co., Ltd.’s shares to existing shareholders in the amount of Baht 20 Million and the income received from interest of loans given to related business in the amount of Baht 1.54 Million.
2. Directors and Executive Officers’ Remunerations were Baht 10.19 Million decreased from the same period of year 2016 for Baht 32.27 Million (Directors and Executive Officers’ Remunerations of year 2016 were Baht 42.46 Million), representing 76.00% where it was mainly coming from the reduction of such cost.
3. Loss from exchange rate were Baht 5.85 Million increased from the same period of year 2016 in the amount of Baht 1.4 Million (Loss from exchange rate of year 2016 were Baht 4.24 Million), representing 31.60% where it was mainly coming from Baht appreciation in year 2017.
4. Reversal allowance for doubtful account were Baht 3.17 Million decreased from the same period of year 2016 in the amount of Baht 52.68 Million (Reversal allowance for doubtful account for the long-term loans given to related business and Accrued Interest of year 2016 were Baht 49.51 Million), representing 106.40% where it was mainly coming from the repayment of Baht 5 Million from advance payment receivable from advance payment of shares and accrued interest receivable.

5. Financial Cost were Baht 1.49 Million increased from the same period of year 2016 in the amount of Baht 1.07 Million (Financial Cost of year 2016 were Baht 0.42 Million), representing 254.76% that was mainly coming from the payment of interest as per the finance lease agreement resulting from the increase in the rental rate of the subsidiary starting from January 1, 2017 onwards.

Please be informed accordingly.

Sincerely yours,

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(Mr. Kusol Sangkananta)

Director/Chief Executive Officer