



Ocean Commerce Public Company Limited

148/1 Soi Ramintha 14, Ramintra Road , Tharang, Sub - District Bangkok 10230

Tel: 02-943-6663-4 Fax: 02-943-6343 02-943-7740

No. OCMSET/1802/001

(translation)

February 14, 2017

Re : Report the operating result for the year ended December 31 ,2017 by more than 20 percent.

To : Director and Manager the Stock Exchange of Thailand

Approved by the Board of Directors of Ocean Commerce Public Company Limited (Company) No. 1/2018 held on February 14, 2018 , has approved the financial statements and results of operations of the Company. For the year ended December 31, 2017 which was audited by the auditor . The results of operations are as follows .

The Company's operating results for the year ended December 31, 2017, showed a net profit (loss) of Baht (31.16) million, compared with the same period of the previous year. Baht 1.57 million or an increase of Baht 32.73 million or an increase of 2,084.71% from the following reasons.

1. Sales and services income decreased 329.12 million baht or 292.12 million baht or 37.2 million baht or 11.24 percent. This resulted from the Company's marketing policy adjustment to increase the sales target. And services as follows:

Incomes	Jan – Dec 2017	Jan - Dec 2016	Increase (Decrease)	
			Mimmion Baht	Percent
1. retailers and wholesalers.	86.73	96.75	(10.02)	(10.36)
2. modern retailers and department stores.	149.29	167.50	(18.21)	(10.87)
3. retailers, retail and other retail customers.	54.68	61.20	(6.52)	(10.65)
4. customers abroad.	18.79	14.15	4.64	32.79
Total revenue from sales	309.49	339.60	(30.11)	(8.87)
Services Income	0.06	0.14	(0.08)	(0.57)
Less Returns in / Discount.	17.43	10.62	6.81	64.12
Total Incomes from sales and services net.	292.12	329.12	(37.00)	(11.24)

2. Cost of sales and services decreased from Baht 227.80 million to Baht 225.28 million in the amount of Baht 2.52 million, or 1.11%, comparing to the same period of last year. This is due to the decrease in sales volume.



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3. The increase of 5.81% from the same period of last year. The company has adjusted its marketing policy. By restructuring work teams, sales and marketing increased. In addition, the Company has expanded its sales in the modern retail and department stores, resulting in an increase in the expenses related to the sale of such items.

Expenses	Jan – Dec 2017	Jan - Dec 2016	Increase(Decrease)	
			Mimmion Baht	Percent
1. cost of employee	48.05	43.43	4.62	10.64
2. The cost of the promotion.	23.36	21.28	2.08	9.77

4. The increase in financial expenses increased by 19.37% from the same period last year. As a result, net profit (loss) increased.

Please be informed accordingly.

Sincerely yours,

(Mr.Uchai Vilailerstpoca)

Managing Director