

(Translation)

No GTB-AC001/2561

22 February 2018

Subject: Management Discussion and Analysis for the year ended December 31, 2017

To: The President

The Stock Exchange of Thailand

Getabec Public Company Limited ("the Company") and its subsidiaries would like to clarify the operating results for the year ended December 31, 2017 according to consolidated financial statement. In 2017 the Company had total revenue at 1,369.96 million baht, up 352.15 million baht, or an increase of 34.60%, compared to the previous year. The Company had a net profit of 43.19 million baht, down 29.69 million baht or a 40.74 percent decline, compared to the previous year. The additional details will be described as follows:

1. Revenue from contract work

In 2017, the Company and its subsidiaries had revenue from contract work amount of 1,193.03 million baht, increase of 42.77% from year 2016 which had revenue from contract work amount of 835.64 million baht. Due to the markets expansion, the addition of new customers and products will increase opportunity in the future.

2. Cost of contract work

In 2017, the Company and its subsidiaries had cost of contract work amount of 1,048.83 million baht, the ratio of cost of contract work to revenue from contract work was 87.91%, or a gross profit margin of 12.09%. While in year 2016, the cost of contract work was 677.51 million baht which was 81.08% of revenue from contract work, or a gross margin of 18.92%. Due to the open market, the new customers are highly competitive. The company has to reduce prices to reach new customers, which will be a new customer base in the future.

3. Revenue from services

In 2017, the Company and its subsidiaries had revenue from services amount of 169.48 million baht, an increase of 8.17% from year 2016, which had revenue from services amount of 156.68 million baht from the increase of new customers.

4. Cost of services

In 2017, the Company and its subsidiaries had cost of services amount of 121.00 million baht, the ratio of cost of service to revenue from services was 71.39%, or a gross profit margin of 28.61%. While in year 2016, the cost of services was 113.83 million baht which was 72.65% of revenue from service, or a gross profit margin of 27.35%. The reason for increase in the gross margin ratio was due to increased efficiency in controlling costs and expenses.

5. Net Profit

In 2017, the Company and its subsidiaries had a net profit of 43.19 million baht or net profit margin 3.15% of total revenues. While in year 2016, the net profit was 72.88 million baht or net profit margin 7.16% of total revenues. The decrease of net profit occurred due to in 2017 the company focused on opening up new markets, thus offering low margin to get more orders. The company intends to create opportunities for growth in the future.

Sincerely yours,



(Mr. Suchat Mongkhonaripong)

Chief Executive Officer

Getabec Public Company Limited