

February 27, 2018

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

To: President,
The Stock Exchange of Thailand

Synnex (Thailand) Public Company Limited and its subsidiaries ("the Company") is pleased to report the operation results for the year ended December 31, 2017 as audited by the authorized Company's auditor as follows:

Description	2017		2016		YoY	
	MB	%	MB	%	MB	%
Income from operations	32,426.01	100.00	23,823.30	100.00	8,602.71	36.11
Operating Cost	30,990.54	95.57	22,710.04	95.33	8,280.50	36.46
Gross profit	1,435.47	4.43	1,113.26	4.67	322.21	28.94
Selling and Administrative expenses	808.72	2.49	706.53	2.97	102.19	14.46
Net profit	623.84	1.92	406.93	1.71	216.91	53.30
Basic earnings per share (THB)	0.81		0.53		0.28	52.83

1. The Company's Income from operations totaled THB 32,426.01 Million, increasing by THB 8,602.71 Million or 36.11%. Gross Profit increased from THB 1,113.26 Million to THB 1,435.47 Million, increasing 28.94%. The sales revenues growth resulted from the marketing strategies to offer increasing choices of new products corresponding to the latest advances in available technology, that play an increasing role in our homes and the overall economy; as well as from the continuing development of the business relationships among both the existing and new retailers and business partners so as to expand the sales channels to cover the whole of Thailand and also within the AEC.

2. Selling and Administrative Expenses is on a decreasing trend when compared to the rate of increase in total sales revenues. In 2017, totaled THB 808.72 million compared to THB 706.53 million or equal to 2.49% compared to 2.97% for the previous year respectively.

3. Net profit totaled THB 623.84 million, compared to THB 406.93 million in the previous year, or increasing 53.30% and Basic earnings per share increased from THB 0.53 to THB 0.81, increasing 52.83%. The increased profitability resulted from marketing strategies, effective business planning relating to sales and marketing promotions campaigns, and the development of close collaboration with both retailers and business partners. This then led to increased sales in every business unit as well as effective management of the overall costs of sales, together with making use of various financial tools in managing various risks. Further, tax planning was undertaken that corresponded to the Government's policies to stimulate the overall economy, which enabled the Company to maintain its ability to achieve profits at a higher rate of increase than the growth of the overall market.

Please kindly be informed accordingly.

Yours faithfully,

(Sutida Mongkolsuthree)
Chief Executive Officer