

No. GTB-AC004/2561

6 November 2018

Subject : Management Discussion and Analysis for the Third quarter of 2018
(Ending 30 September 2018)

To : Managing Director
The Stock Exchange of Thailand

Getabec Public Company Limited ("Company") and its subsidiaries would like to clarify the operating results of the Third quarter of 2018 (ending 30 September 2018). According to consolidated financial statements, the Company had total revenue at 231.55 million Baht, down 115.37 million Baht, or a decrease of 33.26%, compared with the same period of previous year. The Company had a net profit of 10.85 million Baht, down 7.74 million Baht, compared to the previous year which has net profit 18.59 million Baht. The additional details will be described as follows :

1. Revenue from contract work

In the third quarter of 2018, the Company and its subsidiaries had revenue from contract work amount of 177.59 million Baht, decrease of 40.91% from the third quarter of 2017 which had revenue from contract work of 300.53 million Baht due to investment slowdown of most projects in the market.

2. Cost of contract work

In the third quarter of 2018, the Company and its subsidiaries had cost of contract work amount of 157.19 million Baht, the ratio of cost contract work to revenue from contract work was 88.51%, or a gross profit margin of 11.49%. While the third quarter of 2017, the cost of contract work was 263.29 million Baht which was 87.61% of revenue from contract work, or a gross margin of 12.39%. The low gross margin is a tool company used to penetrate the new market segment, to create high potential growth for the company in future.

3. Revenue from services

In the third quarter of 2018, the Company and its subsidiaries had revenue from services amount of 53.96 million Baht, an increase of 16.29% from the third quarter of 2017, which had revenue from services amount of 46.40 million Baht from branch expansion and increasing customers.

4. Cost of services

In the third quarter of 2018, the Company and its subsidiaries had cost of services amount of 35.89 million Baht, the ratio of cost of service to revenue from services was 66.51%, or a gross profit margin of 33.49%. While the third quarter of 2017, the cost of services was 33.23 million Baht which 71.62% of revenue from service, or a gross profit margin of 28.38%. The reason for increase in the gross margin ratio was due to controlling expenses, save time and reduce traveling expenses from branch expansion.

5. Net profit

In the third quarter of 2018, the Company and its subsidiaries had a net profit of 10.85 million Baht or net profit margin 4.69%. While the third quarter of 2017, the net profit was 18.59 million Baht or net profit margin 5.36%. This is due to the open market, and reduce prices to reach new customer which will be a new customer base in the future

Sincerely yours,



(Mr.Suchat Mongkhonaripong)
Chief Executive Officer
Getabec Public Company Limited


Getabec Public Company Limited