



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/1902/001

(translation)

February 27, 2019

Re : Report the operating result for the year ended December 31 ,2018 by more than 20 percent.

To : Director and Manager the Stock Exchange of Thailand

According to the resolution of the Board of Directors of Ocean Commerce Public Company Limited No. 3/2019 held on February 27, 2019, it was resolved to approve the financial statements and operating results of the Company for the year ended 31 December 2018, which has been audited by the auditor With significant operational results as follows

The operating results of the Company for the year ended 31 December 2018 showed a net loss of Baht 147.00 million, compared with the operating results of the same period of 2017, with a net loss of Baht 31.24 million. The work decreased by amount (115.76) million baht or (370.55) percent caused by the following reasons:

Faucet and plumbing business group

1. . Revenue from sales and services - faucet and plumbing business Of the company increased from 292.12 million baht to 308.09 million baht in the amount of 15.97 million baht or 5.47 percent as a result of the company adjusting the marketing policy to expand the market share by adjusting the sales price decreased And increased trade discounts To increase sales volume and bring new products to open more markets Thus increasing the revenue from sales and services of the company this year Details are as follows

Incomes	Jan – Dec 2018	Jan – Dec 2017	Increase (Decrease)	
			Mimmion Baht	Percent
1. retailers and wholesalers.	90.76	86.73	4.03	4.65
2. modern retailers and department stores.	158.12	149.29	8.83	5.91
3. retailers, retail and other retail customers.	56.71	54.68	2.03	3.71
4. customers abroad.	11.45	18.79	(7.34)	(39.06)
Total revenue from sales	317.04	<b>309.49</b>	<b>7.55</b>	<b>2.44</b>
<b>Services Income</b>	-	0.06	(0.06)	(100.00)
Less Returns in / Discount.	8.95	17.43	(8.48)	(48.65)
Total Incomes from sales and services net.	<b>308.09</b>	<b>292.12</b>	<b>15.97</b>	<b>5.47</b>



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2. Cost of sales and services - tap and component parts business increased from 225.28 million baht to 275.34 million baht in the amount of 50.06 million baht, 22.22 percent compared to the same period last year. Due to the allowance for diminution in value of deteriorated and slow moving goods In the amount of Baht 37.50 million

3. Increase in distribution costs and administrative expenses From allowance for impairment of non-operating assets from discontinuing the production business Faucets and plumbing components in the amount of 32.06 million baht

Crude Palm Oil Trading Business Group

1. Revenue from sales and services - CPOA CPOA business of the Company in the amount of 303.33 million baht due to the capital increase as working capital in CPOA CPOA business starting from 1 October 2018, thus increasing the revenue from sales and services of this year. Details are as follows

Incomes	Jan – Dec 2018	Jan – Dec 2017	Increase (Decrease)	
			Mimmion Baht	Percent
1. Crude palm oil CPOA	303.34	-	303.34	100.00
<b>Total revenue from sales</b>	<b>303.34</b>	<b>-</b>	<b>303.34</b>	<b>100.00</b>
Less Returns in / Discount.	0.01	-	0.01	100.00
<b>Total Incomes from sales and services net.</b>	<b>303.33</b>	<b>-</b>	<b>303.33</b>	<b>100.00</b>

2. Cost of sales CPOA crude palm oil business has a loss of 3.46 percent, which, if considered from the actual performance Which does not include the products that result from the elimination of such overlapping benefits There is a trend that is constantly decreasing.

Table showing the performance comparison between the aggregate of products obtained from eliminating overlapping benefits compared to the case excluding (Million Baht)

Incomes	In the case of including goods from eliminating conflicts of interest	In the case of excluding goods from eliminating conflicts of interest
Income	303.34	303.34
Cost Of Good Sold	<b>(313.85)</b>	<b>(290.80)</b>
<b>Gross Profit (Loss)</b>	(10.51)	12.54
<b>Gross Profit (Loss) Ratio %</b>	<b>-3.46%</b>	<b>4.13%</b>

According to the announcement of the Department of Energy Business regarding the characteristics and quality of diesel oil, BE 2562, dated 30 January 2019, determined by allowing certain types of vehicles to be able to use high speed diesel fuel, B20. Increasing demand for raw materials for biodiesel production Which may affect the sales volume of the Company's products That will increase according to the said policy.

Please be informed accordingly.

Sincerely yours,

( Mrs.Chadchaya Traitrakulchai )

Managing Director