



February 27, 2019.

Subject : Clarification of performance difference of the 4th quarter for the year 2018 from the same period of last year The explanation for Company's Operation change from same period more than 20%

To : The President, The Stock Exchange of Thailand

T.C.J. Asia Public Company Limited ("TCJ") and its subsidiaries herewith submit the clarification of the Company's operating performance for the 4th quarter of the year 2018, as at 31 December 2018 as follows:

## 1. Consolidated Financial Statement (12 month)

In the 4th quarter of the year 2018, as at 31 December 2018, TCJ and its subsidiaries had the total revenue of Baht 1,182.78 million decreased from Baht 1,475.29 million in the year 2017 or decreased by 19.82%.

Revenue decreased from revenue from Sales Baht 703.18 million, decreased by 26.56%, from sales in material product group due to fluctuations in global markets from US and EU policies. Used construction equipment was not sold this quarter.

Revenue from installation work Baht 30.62 million, decreased by 60.90% from the subcontracting project nearly completion.

But revenue from rental equipment increased 6.42%, achieved Baht 435.09 million due to the slowdown of investment environment throughout the country.

Cost of goods sold and services decreased in portion of decreasing revenue but expenses were at the same level as last year and finance cost decreased from last year 13.49%

The Company had net profit for the period Baht 14.51 million decreased in compared to last year which achieved Baht 32.89 million equal 55.88% and net profit 1.22% for total revenue.





## 2. The Company Financial Statement (12 month)

TCJ had total revenue of Baht 355.20 million compared with Baht 576.60 million in the same period of last year or decreased by 38.39%.

Revenue from Sales decreased in material product group and used construction equipment by 39.70% from Baht 465.98 million to Baht 280.97 million.

Revenue from Installation work also decreased by 60.90%, as the sub-contracting project nearly complete.

SG&A expenses and finance cost slightly decreased.

As a result, TCJ had net profit of Baht 7.27 million compared with net profit of Baht 8.16 million in the same period last year, decreased 10.90% and net profit 2.04% for total revenue.

Please be informed accordingly.

Yours Faithfully,

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(Dr. Songwoot Graipaspong) Authorized to sign on behalf of the Company

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