



No. OCMSET-6211-001

Date 13 November 2019

Subject : Explanation of the operating results for the nine months of the year 2019, change in excess of 20%

Attention: Directors and Managers

the Stock Exchange of Thailand

According to the resolution of the meeting of the Board of Directors, Ocean Commerce Public Company Limited ("The Company") No. 10/2019, held on 13 November 2019, was voted Suitable for September 30, 2019, has been audited by the auditor, with significant operating results, significant

Quater 3/62, find 3 months

(Million Baht)	Consolidated financial statements * Quarter 3/2019	Financial Statement Quarter 3/2018	Increase / (decrease)	%change
Sale income	499.82	76.03	423.79	557.40%
Other income	1.69	1.21	0.48	39.67%
Total income	501.51	77.24	424.27	549.29%
Selling cost	452.77	67.28	385.49	572.96%
Cost of sales	27.50	15.60	11.90	76.28%
Administrative expenses	10.03	11.19	(1.16)	(10.36)%
Finance costs	0.33	1.25	(0.92)	(73.6)%
Profit (loss) before income tax expenses	10.88	(18.07)	28.95	160.21%
Income tax (expenses tax)	0.72	3.54	(2.82)	(79.66)%
Profit (loss) for the period	11.60	(14.52)	26.12	179.89%
Gross margin	9.41%	11.51%	(2.10)%	(18.21)%
Net profit margin	2.32%	(19.10)%	21.42%	112.15%

** Note: Financial statements for the 3rd quarter ended 30 September 2019 presented as consolidated financial statements



1. Sales and service income

The company has revenue from sales and services in the 3rd quarter of 2019 in the amount of 499.82 million baht, increased from the same period of the previous year by 423.79 million baht or 557.40 percent increase due to the company has increased the palm oil trading business from the arrangement business. Distribution of faucet products therefore the business has higher incomes

2. Cost of sales and gross profit margin

The company's cost of sales in the 3rd quarter of 2019 is 452.77 million baht, increased from the same period of the previous year by 385.49 million baht or 572.96 percent increase and the company's gross profit margin in 2019 is 9.41 percent or decreased Down from the same period of the previous year by 18.21 percent, because in the same period of 2018, the faucet business has been selling products for a long time in the old years, which the company has to process (Rework) to get the products ready for sale, therefore Causing high costs

3. Selling expenses

The company had selling expenses in the 3rd quarter of 2019 in the amount of 27.50 million baht, increased from the same period of the previous year by 11.90 million baht or an increase of 76.28 percent due to the company has a business to buy palm oil which has additional expenses. Up, such as transportation costs etc.

4. Administrative expenses

The company had administrative expenses in the 3rd quarter of 2019, amounting to 10.03 million baht, a decrease of 1.16 million baht from the same period last year, or a 10.36 percent decrease due to higher administrative expenses in 2018 than in the previous year. Such as legal consulting fees And financial advisor

5. Profit for the period

The company's profit for the 3rd quarter of 2019 was 11.60 million baht, an increase of 26.12 million baht or 179.89 percent, due to the increase in palm oil trading from the faucet distribution business. Shows that the operations of the palm oil trading business has improved.

Quater 3/62, find 9 months

(Million Baht)	Consolidated financial statements * Quarter 3/2019	Financial Statement Quarter 3/2018	Increase / (decrease)	%change
Sale income	1,706.26	234.65	1,471.61	627.15%
Other income	4.23	1.85	2.38	763.27%
Total income	1,710.49	236.50	1,473.99	623.25%
Selling cost	1,557.31	212.27	1,345.04	633.65%
Cost of sales	85.55	49.61	35.94	72.45%
Administrative expenses	32.92	27.36	5.56	20.32%
Finance costs	1.92	3.52	(1.6)	(45.45)%
Profit (loss) before income tax expenses	32.80	(56.25)	89.05	(158.87%)
Income tax (expenses tax)	0.72	10.92	(10.20)	(93.41)%
Profit (loss) for the period	33.52	(45.32)	78.84	(173.96%)
Gross margin	8.73%	9.54%	(0.81%)	(8.47%)
Net profit margin	1.96%	(19.32)%	21.28%	111.05%

** Note: Financial statements for the 3rd quarter ended 30 September 2019 presented as consolidated financial statements



1. Sales and service income

The company has revenue from sales and services in the 3rd quarter of 2019 in the amount of 1,706.26 million baht, an increase of 1,471.61 million baht from the same period of the previous year or an increase of 627.15 percent due to the company having more palm oil trading business from the arrangement business. Distribution of faucet products therefore the business has higher incomes

2. Cost of sales and gross profit margin

The company's cost of sales in the 3rd quarter of 2019 was 1,557.31 million baht, increased from the same period of the previous year by 1,345.04 million baht or 633.65 percent increase, and the company's gross profit margin in 2019 is 8.73 percent or decreased Down from the same period last year 8.47 percent, Since in the same period of 2018, the faucet business was affected by competitors that brought foreign products for sale at a low price, so the company considered to set up a reduced allowance for deteriorated products and to consider changing the allowance policy. Products that are deteriorating and slow move.

3. Selling expenses

The company had selling expenses in the 3rd quarter of 2019 in the amount of 85.55 million baht, increased from the same period of the previous year by 49.61 million baht or increased by 72.45 percent due to the company has a business to buy palm oil which has additional expenses. Up, such as transportation costs etc.

4. Administrative expenses

The company had administrative expenses in the 3rd quarter of 2019, amounting to 32.92 million baht, an increase of 5.56 million baht from the same period last year or an increase of 20.32 percent due to higher administrative expenses in 2019 than in the previous year. For example, legal consultant fees And financial advisor

5. Profit for the period

The company's profit for the 3rd quarter of 2019 was 33.52 million baht, an increase of 78.84 million baht from the same period of the previous year or an increase of 173.96% due to the company has increased palm oil trading business from the distribution of faucet products. Shows that the operations of the palm oil trading business has improved.

Please be informed accordingly.

Yours sincerely,



(Mr.Jirat Tritrakulchai)

Managing Director.