

1 November 2019

Subject: Quarter 3/2019 Operating Results

To: the Director and Manager of the Stock Exchange of Thailand

(MB)

	AUTO		OEM/ODM		EA PART		OTHER		TOTAL	
	Q3/19	Q3/18	Q3/19	Q3/18	Q3/19	Q3/18	Q3/19	Q3/18	Q3/19	Q3/18
Revenue	256	322	345	367	645	679	2	1	1,248	1,369
Operating profit	17	38	-24	6	37	51	-7	5	23	100
Extra									500	-
Operating profit after extra expense									523	100
Finance costs									-2	-8
Share of loss of investments in associates									-3	-5
Tax expense									-78	-10
Non-controlling interests									-0.5	-1
Profit to Owners of the parent									439	76

1. AUTO

- 1.1 Sale decreased Baht 66 million because the export to USA decreased.
- 1.2 The operating profit decreased Baht 21 million due to decreased in sale.

2. OEM/ODM

- 2.1 Sale decreased Baht 22 million due to decreased in the window type air conditioner volume and vending machine however SNC received some split type volume.
- 2.2 The operating profit decreased Baht 30 million because of (1) Low production volume during low season (2) New split type a/c was only assembly job without upstream parts producing so profitability was lower than window type a/c. (3) Sales of vending machines decreased. (4) Pre-operating expenses of a new business.

3. EA PART

- 3.1 Sale decreased Baht 34 million due to decrease in air-conditioner's parts and a bit increase in the refrigerator parts.
- 3.2 The operating profit decreased Baht 14 million due to decrease in sales and the price competition.

4. OTHER

- 4.1 Sale increased Baht 1 million due to increased in MSPC mould part.
- 4.2 The 3Q'18 profit was Baht 5 million while the 3Q'19 loss was Baht 7 million due to decrease in a factory rental income after the factory lease agreement was expired in Q1'19.

5. Finance costs decreased Baht 6 million because gradually repayment to loan.

6. The Extra of Baht 500 million was gain on sale of Leam Chabang factory, resulting the corporate tax and net profit increased.

Yours Faithfully,

Mr. Surapol Yamkasem
Assistant Chairman of the Executive committee