

17 February 2020

Subject: : Year ended 2019 Operating Results

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

(MB)

	AUTO		OEM/ODM		EA PART		OTHER		TOTAL	
	Y19	Y18	Y19	Y18	Y19	Y18	Y19	Y18	Y19	Y18
Revenue	1,082	1,329	2,556	2,051	2,983	3,111	4	8	6,625	6,499
Operating profit	97	170	30	62	249	303	-4	1	372	536
Extra									484	-
Operating profit after extra expense									856	536
Finance costs									-11	-32
Share of loss of investments in associates									-18	-23
Tax expense									-101	-44
<b>Profit for the period</b>									<b>726</b>	<b>437</b>
Non-controlling interests									-4	-6
<b>Profit to Owners of the parent</b>									<b>722</b>	<b>431</b>

## 1. AUTO

1.1 Sale decreased Baht 247 million because decreased in domestic sales and export sales due to the slow down automotive industries.

1.2 The operating profit decreased Baht 73 million due to decreased in sale.

## 2. OEM/ODM

2.1 Sale increased Baht 505 million due to increase in air-conditioners orders from current customers and new customers.

2.2 The operating profit decreased Baht 32 million because of (1) split type a/c was only assembly job without upstream parts producing so profitability was lower than window type a/c. (2) Pre-operating expenses at the beginning stage of a new business.

## 3. EA PART

3.1 Sale decreased Baht 128 million due to decrease in air-conditioner's parts.

3.2 The operating profit decreased Baht 54 million due to decrease in sales and the price competition.

## 4. Finance costs decreased Baht 21 million because gradually repayment to loan.

## 5. The Extra of Baht 484 million was gain on sale of Leam Chabang factory Baht 526 million less the written off leasehold improvement, staff compensation, and retirement reserve according to the new labor law, totally Baht 40 million, resulting the corporate tax and net profit increased.

Yours Faithfully,

Mr. Surapol Yamkasem

Assistant Chairman of the Executive committee