



Operation analysis for 1st quarter 2016

Operation analysis for 1st quarter yr. 2016 ended 31st March 2016 posted a net loss of 8.08 million Baht, a decrease of 3.35 million Baht lesser compared to the same period of last year which is more than 20% (yr.2015 net loss was 4.73 million Baht) due to the following reasons.

- 1 There is a decrease in sales revenue of Baht 78.09 million equal to 22.12% comparing to the same period of last year due to the slowing down of vehicle production for domestic use and to the lower purchasing power of consumers combined with low agricultural price that made the sales revenue dropped.
- 2 Cost of goods sold and expenditures decreased in the amount of 74.74 million Baht equal to 20.74% for which the expenditures ratio is less than the sales revenue ratio. This is due to the expansion of production preparation to accommodate the future production and the expenses for production is still high. The slowing down of car productions and of the economy made the production lower which the expenditures ratio is less than the sales revenue Cost of goods sold and expenditures are the following.

| (Unit : Million Baht) | Year:2016 | Year:2015 | Increase (Decrease) |
|-----------------------------|---------------|---------------|---------------------|
| 1. Cost of Goods Sold | 244.79 | 314.40 | (69.61) |
| 2. Sales and Administration | 38.23 | 40.98 | (2.75) |
| 3. Finance Cost | 4.33 | 4.84 | (0.51) |
| 4. Income Tax | (1.68) | 0.19 | (1.87) |
| Total | 285.67 | 360.41 | (74.74) |

The total discrepancy between point 1 & point 2 has given us more net loss amounting 3.35 million Baht which is lower than last year of more than 20% .