



Operation analysis for 2nd quarter 2016

Operation analysis for 2nd quarter yr. 2016 ended 30th June 2016 posted a net loss of 15.58 million Baht, a decrease of 24.93 million Baht lesser compared to the same period of last year which is more than 20% (yr.2015 net profit was 9.35 million Baht) due to the following reasons.

- 1 There is a decrease in sales revenue of Baht 57.23 million or 16.86% comparing to the same period of last year due to the slowing down of vehicle production for domestic use and the export has not improved, resulting from orders combined with low agricultural price remained low.
- 2 Cost of goods sold and expenditures decreased in the amount of 32.30 million Baht or 10.52% for which the proportion of expenditures ratio decreased less than the proportion of sales revenue ratio decreased. Coupled with the cost of production of some items which we still have to bear the costs continuously for labor, logistic and the fixed rate interest. Cost of goods sold and expenditures are the following:

(Unit : Million Baht)	Year:2016	Year:2015	Increase (Decrease)
1. Cost of Goods Sold	256.12	286.22	(30.10)
2. Sales and Administration	40.80	39.08	1.72
3. Finance Cost	4.50	4.52	(0.02)
4. Income Tax	(3.65)	0.25	(3.90)
Total	297.77	330.07	(32.30)

The total discrepancy between point 1 & point 2 has given us more net loss amounting 24.93 million Baht which is lower than last year of more than 20% .