



Operation analysis for 3rd quarter 2016

Operation analysis for 3rd quarter yr. 2016 ended 30th Sept. 2016 posted a net loss of 28.88 million Baht, a decrease of 38.403 million Baht lesser compared to the same period of last year which is more than 20% (yr.2015 net profit was 9.52 million Baht) due to the following reasons.

- 1 There is a decrease in sales revenue of Baht 116.16 million or 32.35% comparing to the same period of last year. The decrease in revenue is due to not being able to increase and get orders from customers.
- 2 Cost of goods sold and expenditures decreased in the amount of 77.76 million Baht or 22.24% for which the proportion of expenditures ratio decreased less than the proportion of sales revenue ratio decreased. This is due to the company's loss in spray painting which is higher than production standard at Suwintawongse factory and other fixed expenses which cannot be decreased in proportion with the revenue. However, the company will strive to solve the problem back to normal situation within the end of the year 2016. Cost of goods sold and expenditures are the following:

(Unit : Million Baht)	Year : 2016	Year : 2015	Increase (Decrease)
1. Cost of Goods Sold	236.72	302.01	(65.29)
2. Sales and Administration	37.05	42.74	(5.69)
3. Finance Cost	4.55	4.39	0.16
4. Income Tax	(6.45)	0.49	(6.94)
Total	271.87	349.63	(77.76)

The total discrepancy between point 1 & point 2 has given us more net loss amounting 38.40 million Baht which is lower than last year of more than 20% .