



Net Profit for year 2016

Operation analysis for 4th quarter yr. 2016 ended 31st Dec. 2016 posted a net loss of 67.54 million Baht, a decrease of 79.94 million Baht lesser compared to the same period of last year which is more than 20% (yr.2015 net profit was 12.40 million Baht) due to the following reasons.

- 1 There is a decrease in sales revenue of Baht 253.93 million or 18.61% comparing to the same period of last year. The decrease in revenue was due to the cancellation of production and the revenue of electrical appliances and the mould order was not as targeted and other reason is due to the slowing down of the economy that made local business down.
- 2 Cost of goods sold and expenditures decreased in the amount of 173.99 million Baht or 12.87 % 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 strive to solve the problem and had already resolved the main problem. We expect to resolve the rest of the problem within the 2nd quarter of 2017. Cost of goods sold and expenditures are the following:

(Unit : Million Baht)	Year : 2016	Year : 2015	Increase (Decrease)
1. Cost of Goods Sold	1,026.88	1,166.49	(139.61)
2. Sales and Administration	150.4	165.93	(15.53)
3. Finance Cost	17.94	17.93	0.01
4. Income Tax	-16.91	1.95	(18.86)
Total	1,178.31	1,352.30	(173.99)

The total discrepancy between point 1 & point 2 has given us less net profit amounting 79.94 million Baht which is lower than last year of more than 20% .