

## Analysis Report of Operation Result in the quarter 1/2018

### **The statement of Turnover**

#### **Revenues**

In the quarter 1/2018, MFEC Public Company Limited (“MFEC”) had gained revenue in the amount of 878 million baht, upper than the same period of the previous year for 237 million baht, or 37 percent, as a result of the recognition of revenue from System integration which increased 136 million baht and IT Professional Service which increased 88 million baht and Maintenance service which increased 13 million baht from the same period of the previous year.

#### **Cost of sales and service**

In the quarter 1/2018, MFEC and its subsidiaries had cost of sales and service in the amount of 725 million baht, Upper than the same period of the previous year for 231 million baht, or 46.7 percent, as a result of increased the recognition of revenue.

#### **Selling and Administrative expenses**

In the quarter 1/2018, MFEC had selling and administrative expenses in the amount of 118 million baht, upper than the same period of the previous year for 10 million baht, or 9.1 percent, following the sales mechanism.

#### **Corporate Income Tax**

In the quarter 1/2018, MFEC had corporate income tax in the amount of 7.7 million baht, upper than the same period of the previous year for 2.4 million baht, or 44.4 percent.

#### **Profit for the period**

In the quarter 1/2018, MFEC had profit for the period in the amount of 27 million baht, lower than the same period of the previous year for 6 million baht, or 18.2 percent, because of the increase of gross profit margin and increase selling and administrative expenses compared to the previous year.

#### **Total comprehensive income for the period**

In the quarter 1/2018, MFEC and its subsidiaries had total comprehensive income for the period in the amount of 27 million baht, lower than the same period of the previous year for 7 million baht, or 21.7 percent, because of the increase of gross profit margin and increase selling and administrative expenses compared to the previous year.

**The Statement of Financial Status**

**Assets**

As of March 31,2018, MFEC had total assets in the amount of 3,143 million baht, which was decreased 227 million baht, or 6.73 percent, from the previous year, due to regarded transactions such as that the amount of cash and cash equivalent and short-term investments decreased 79 million baht, the amount of unbilled receivable increased 45 million baht, the amount of accounts receivable and other accounts receivable decreased 10 million baht because most of the receivables were not due yet, the amount of short-term loan to related parties increased 16 million baht, the amount of cost of work in process was decreased 183 million baht in accordance with the implementation process, and the amount of non-current assets decreased 14 million baht.

**Liabilities**

As of March 31, 2018 , MFEC and its subsidiaries had total liabilities in the amount of 1,129 million baht, which was decreased 254 million baht, or 18.34 percent, from the previous year, due to several reasons such as that the amount of Trade account payable and other accounts payable decreased 298 million baht, the amount of accrued expenses decreased 93 million baht, and the amount of deferred income increased 31 million baht.

**Shareholders' equity**

As of 31 March 2018, MFEC and its subsidiaries had total shareholder's equity of the parent company in the amount of 2,002 million baht, which was increased 27 million baht, or 1.4 percent, from the previous year, due to the total comprehensive income for the first three months of the year 2018 in the amount of 27 million baht.

**Financial Ratios**

The significant financial ratios are shown as follows.

Ratios	As of 31 March 2018	As of 31 March 2017
Current ratio (times)	2.2	2.6
Debt to Equity ratio (times)	0.6	0.4
Gross profit margin (%)	16.3	21.5
Net margin (%)	3.1	5.1
Book Value Per Share (baht)	4.5	4.5

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