



Management Discussion and Analysis (MD&A) and operating result of the fourth quarter and the year of 2018

Turnover

Revenue

In the fourth quarter and the year of 2018, the revenue of the company was 1,083 million baht and 3,392 million baht, respectively. When comparing, it increased 255 million baht or 31% and increased 375 million baht or 12.4% from the same period of the previous year, respectively. Since in the year of 2018, the company had delivered projects and made more revenue from selling and service from the year of 2017.

Cost of sales and services

In the fourth quarter and the year of 2018, the cost of sales and services of the company was 871 million baht and 2,725 million baht, respectively. When comparing, it increased 246 million baht or 39.2% and 389 million baht or 16.7% from the same period of the previous year, respectively. Since in the year of 2018, the company had delivered more projects from the year of 2017.

Sales and administrative expenses

In the fourth quarter and the year of 2018, the sales and administrative expenses of the company was 427 million baht and 805 million baht, respectively. When comparing, it increased 276 million baht or 183.1% and 319 million baht or 65.5% from the same period of the previous year, respectively. Since in the fourth quarter of the year 2018, the Company had the cost of non-recurring item that was not the direct cost from the main operation of The Company; estimated impairment of investment in Subsidiary Companies and Associate Companies in the amount of 202 million baht, loss from the sale of investments in subsidiaries in the amount of 61 million baht, reserving for long-term employee benefits in compliance with the Labor Protection Act in the amount of 20 million baht. The cost from items that are not expenses incurred from the main business operation of that business did not affect the cash flow of the Company.

Corporate Income Tax

In the fourth quarter and the year of 2018, the corporate income tax of the company was (7.2) million baht and 18.4 million baht, respectively, decreasing 17.9 million baht or 166.3% and 16.5 million baht or 47.3%, from the same period of the previous year respectively, because of decreasing profit and defer tax.



Comprehensive income for the period

In the fourth quarter and the year of 2018, the comprehensive income for the period of the company was 208.0 million baht and 163.9 million baht, respectively, decreasing 255.1 million baht or 541.7% and 318.7 million baht or 205.9%, respectively.

For the year 2018 of the operation of the main business, The Company made more revenue from the previous year and was able to make profit. The loss that happened to the Company in the year of 2018 was from the cost of non-recurring item that was not the direct cost from the main operation of the Company; estimated impairment of investment in Subsidiary Company and Associated Companies in the amount of 202 million baht, loss from the sale of investments in subsidiaries in the total amount of 61 million baht, reserving for long-term employee benefits in accordance with the Labor Protection Act in the amount of 20 million baht. The cost from items that are not expenses incurred from the main business operation of that business did not affect the cash flow of The Company.

Financial Status

Assets

As of December 31, 2018, the total assets amounted to 3,330 million baht, decreasing 40 million baht or 1.18% from the previous year. As a result of the decreasing of 40 million baht, it came from the related items; increasing total cash, cash equivalents and temporary investments in the amount of 59.6 million baht, increasing account receivables and other receivables in which most receivables were not yet due in the aggregate amount of 376 million baht, increasing related business receivables in the total amount of 1.4 million baht, decreasing in unbilled income in the amount of 68 million baht, reducing job costs during installation in the amount of 77 million baht in accordance with the work procedures. Also, non-current assets were decreased in the amount of 324 million baht from the related items; decreasing net device in the amount of 35.5 million baht, decreasing intangible assets in the amount of 15 million baht, decreasing funds in associated companies in the amount of 39 million baht, and decreasing goodwill in the amount of 242.8 million baht due to the assessment of the business in the subsidiaries to reflect upon the impact of the severe technological changes at the Present Time.



Debts

As of December 31, 2018, the total debts amounted to 1,598 million baht, increasing 216 million baht or 15.6% from the previous year. It came from the related items; decreasing trade account payable and other payables in the amount of 18 million baht, increasing accrued expenses in the amount of 23 million baht, increasing received income in the amount of 120 million baht in advance, and increasing unbilled costs in the amount of 36 million baht.

Shareholders' equity

As of December 31, 2018, the shareholders' equity amounted to 1,732 million baht, decreasing 255 million baht or 12.9% from the previous year. It came from the company had total comprehensive loss for the year of 2018 in the amount of 164 million baht and in the second quarter of 2018, the company paid dividend from operating results for the year of 2017 to shareholders in the amount of 110 million baht.

Financial Ration

The necessary ratios are illustrated below;

Ratio	As of December 31,2018	As of December 31,2017
Ratio of Liquidity (Times)	1.90	1.96
Ratio of Debts to Shareholders' equity (Times)	0.92	0.70
Ratio of Gross Profit (%)	18.4	21.1
Ratio of Net Profit (%)	(4.9)	5.2
Ratio of Book Value per Share (Baht)	3.9	4.5

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