

Ref. SPVI 010/2016 (Additional)

November 2, 2016

Subject: Management Discussion and Analysis for the 3<sup>rd</sup>. Quarter, ending 30 September 2016

To: The Director and Manager of the Stock Exchange of Thailand

S P V I Public Company Limited would like to inform the Financial Report for the 3-month period ended 30 September 2016 which is reviewed by registered auditors. The details are as follows:

Total revenues

Total revenue of the company for the 3-month period ended 30 September 2016 was Baht 397.98 million compared with total revenue from the same quarter in the previous year at Baht 432.07 million, decreased by Baht 34.09 million or 7.89%

Total costs and operating expenses

Total cost and operating expenses of the company for the 3-month period ended 30 September 2016 were Baht 396.51 million compared with total cost and operating expenses from the same quarter in the previous year at Baht 430.09 million, decreased by Baht 33.58 million or 7.81%

Net profit after tax

Net profit after tax of the company for the 3-month period ended 30 September 2016 was Baht 1.24 million, compared with net profit from the same quarter in the previous year at Baht 0.85 million, increased by Baht 0.39 million or 45.88%.

The 3<sup>rd</sup>. operating result, ending 30 September 2016 compared with the same quarter in the previous year was increased due to the efficiency control of selling and administrative expenses. **The major decreased such as selling and promotion expenses, bank charges and the company continue to close the underperform branches.**

Please be informed accordingly.-

Yours sincerely,



(Mr. Trisorn Volyarngosol)

Managing Director