

Ref. SPVI 009/2017

August 3, 2017

Subject : Management Discussion and Analysis for the 2<sup>nd</sup> Quarter, ending 30 June 2017

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 June 2017 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 June 2017 was Baht 439.95 million compared with total revenue from the same quarter in the previous year at Baht 430.10 million, increased by Baht 9.85 million or 2.29%

Total costs and operating expenses

Total cost and operating expenses of the company for the 3-month period ended 30 June 2017 were Baht 430.61 million compared with total cost and operating expenses from the same quarter in the previous year at Baht 429.47 million, increased by Baht 1.14 million or 0.26%

Net profit after tax

Net profit after tax of the company for the 3-month period ended 30 June 2017 was Baht 6.87 million, compared with net profit from the same quarter in the previous year at Baht 0.94 million, increased by Baht 5.93 million or 630.85%.

The 2<sup>nd</sup> operating result, ending 30 June 2017 compared with the same quarter in the previous year was increased due to the following reasons.

- The company received the cash discount and rebate from our major business partners.
- The incremental of service income and service margin due to the new service centers expansion.

Please be informed accordingly.

Yours sincerely,



(Mr. Trisorn Volyarngosol)

Managing Director