



February 26, 2018

Subject : Clarification of the operating result for the year 2016 ended December 31, 2017

Dear : Managing and Director of the Stock Exchange of Thailand

CMO Public Company Limited "CMO" would like to inform Total Revenue 1,362.24 million baht and Net profit 36.19 million baht in the consolidated financial statement for the year 2017 ended December 31, 2017 compared with the same period, year 2016 ended December 31, 2016, which had Total revenue 1,199.65 million baht and Net lost 43.36 million baht. The above performance comes from these following reasons;

- Revenue of service was increased by 13.55% from year 2016. Due to, the market situation was recover to normal. Moreover, in year 2016, the marketing event and others were less than usually. On the other hand, in year 2016, it had marketing events also more than usually.

-Cost of goods sold was slightly decreased from 83.2% in year 2016 to 77.0% in year 2017 by comparing. Due to, company has cost control policy during this year. This policy makes good result which will continue in this year.

- Selling and Administrative Expense was slightly decreased from 205.9 million baht in year 2016 to 205.21 million baht in year 2017. According to, company was doing cost management campaign which has good response. Beside, company had also set allowance for impairment of Joint Venture Company.

-Interest Expense was decrease by 9.27% from 27.99 million baht in 2016 to 25.40 million baht in 2017. Because of, company has set efficiency management policy in cash flow, among internal companies.

For company separate statement has Total Revenue 575.56 million baht and Net profit 56.70 million baht in the company financial statement for the year 2017 ended December 31, 2017, compared with the same period, year 2016 ended December 31, 2016, which had Total Revenue 637.65 million baht and Net profit 42.06 million baht. The main reason is the same as above explanation and internal restructuring.

Please be informed accordingly,

(Mr. Sermkhun Kunawong)

Chief Executive Officer

CMO Public Company Limited

